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Sell Swaty Hones with the Same Assurance as that in which You Make a Deposit at Your Bank. They Warrant that Confidence. See Page 55.

VOL. XXXI NO. 12

HARDWARE

NEW YORK OCT. 10 1905

Entered as Second Class Matter at New York, N. Y. Postoffice

IVES PATENT WINDOW STOP ADJUSTER

and 30-page Catalogue of WINDOW HARDWARE SPECIALTIES Mailed Free.

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Halter Chains—Dog Chains—Cow Chains—Coil Chain. Chains for all kinds of Machinery.

ONEIDA COMMUNITY, Oneida, N. Y.

All hardware dealers should carry this draw knife in stock.

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Stewart's Iron fence

which is cheaper than Wood and will last a LIFETIME. Most economical fence to buy. Awarded Grand Prize and Gold Medal, World's Fair, St. Louis, 1904. Send us your application TO DAY for Agency in your city.

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Largest Iron Fence Factory in the World. Capacity over 1,000,000 lin. feet.

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PART ENVELOPES (imprinted with your firm name and address) are good advertisements for your store. Send for a supply—they will HELP YOU! We make

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C. E. JENNINGS & CO.

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ELECTRICIANS' TOOL CHESTS

Made in two sizes. No. 1000 is 17 x 5½ x 5 inches. No. 1001 is 21 x 6½ x 7 inches. Made of Chestnut, locked corners, filled and varnished; has lock; box hinges; brass plated elbow to support lid, when open; brass plated lifting handle and two trunk clasps, to hold lid in place, when carried by hand.

The World Renowned MAGNOLIA METAL

ONE GRADE, ONE QUALITY ONLY.

CHEAPER and better than "Genuine Babbitt." Lasts longer with less friction. Saves oil, fuel, power, etc. The only anti-friction babbitt metal that is used all over the world by the leading Railroads, Steamships, Manufacturers, etc., and by twelve leading governments. Sold by leading dealers everywhere or by

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MAGNOLIA METAL CO., NEW YORK, 113-115 Bank St., CHICAGO, Fisher Bldg.

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Glass Cutters that Cut

Ours stand first for durability and fine cutting qualities

Note our patent interchangeable feature.

Extra cutter wheels are placed in handle instead of tube. Send for catalog. Mention HARDWARE.

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JOBS IN HARDWARE, CUTLERY AND HOUSEFURNISHING GOODS. BOUGHT and SOLD.

I make all kinds of second quality files and rasps a specialty

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It requires men of long experience—and a *perfect* process—to temper Hack Saw Blades.

Every Blade bearing the name UNIVERSAL, has been carefully inspected before tempering; experts only temper UNIVERSAL Hack Saws, and the process we use insures *absolute uniformity* and *wonderful durability.*

Our catalogue and prices are worth asking for.

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GENUINE STILLSON WRENCH

as made successfully by them during the several patents covering same. Made of tool steel. If your jobbers will not quote on same, write

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ZINN "The Razor With Twenty Four Always Keen Blades" ZINN

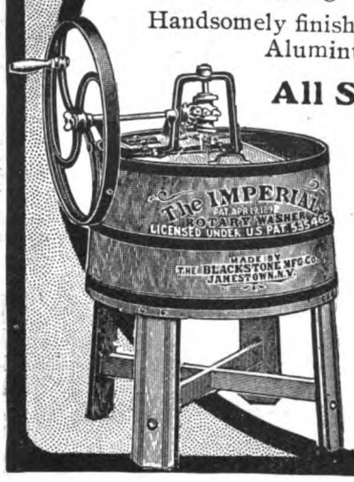
Look For It On Page 41

GENEVA TOOL CO., HAND AGRICULTURAL TOOLS. GENEVA, OHIO.

The Imperial
Rotary Washer

Is our latest and best. It fulfills every requirement of a down-to-date Washer. Its sliding cylinder on square post insures greatest strength of any Rotary Washer.

Handsomely finished. All castings in Gold and Aluminum Bronze. Tub extra large.



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makes it noiseless, speedy and most easy to run.

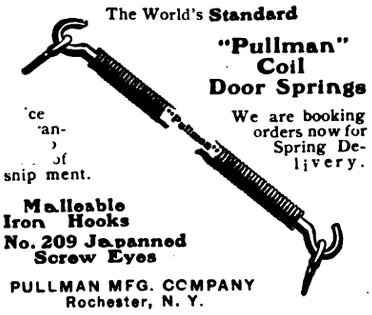
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We are booking orders now for Spring Delivery.

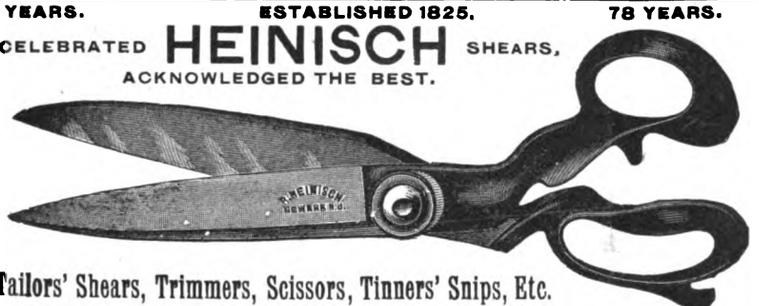
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No. 209 Japanned Screw Eyes

PULLMAN MFG. COMPANY
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78 YEARS. ESTABLISHED 1825. 78 YEARS.

CELEBRATED **HEINISCH** SHEARS,
ACKNOWLEDGED THE BEST.

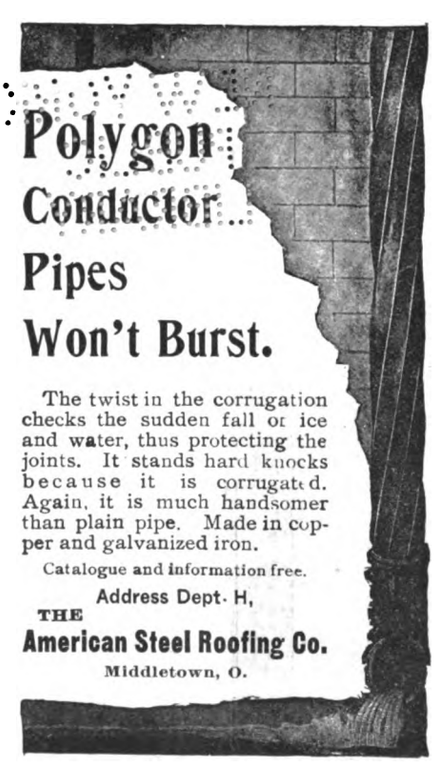


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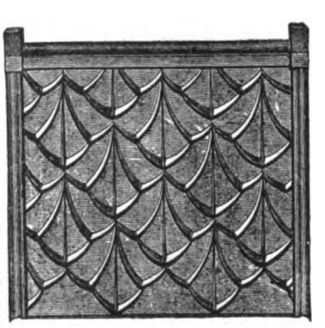
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Best for Country Houses

because they are rust, storm and fire proof. Least costly as they require no painting and after care.

We have a large variety of styles.



Let us tell you of special proposition in detail. Drop us a line.

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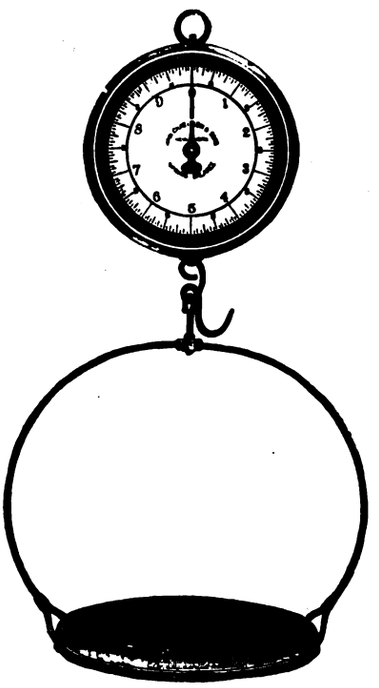
The National Sheet Metal Roofing Co.

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OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chattillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us



has our name as makers plainly on the dial, thus:

John Chatillon & Sons. Makers. New York, U.S.A.

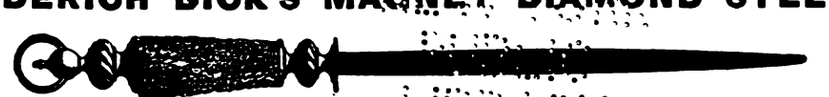
and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.

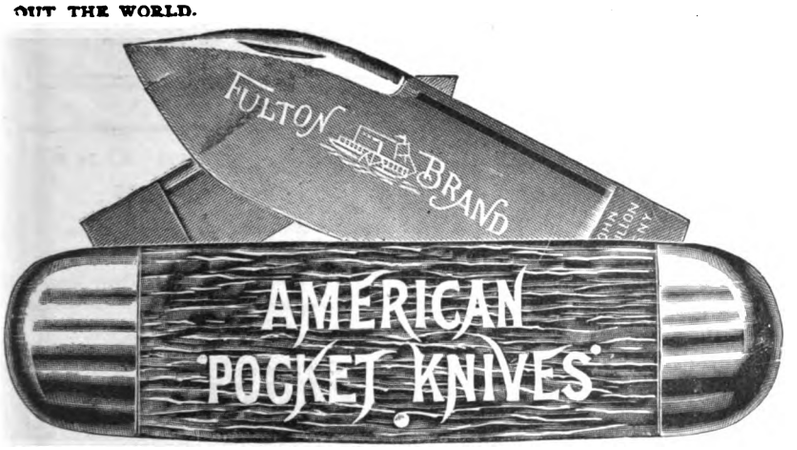


These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.



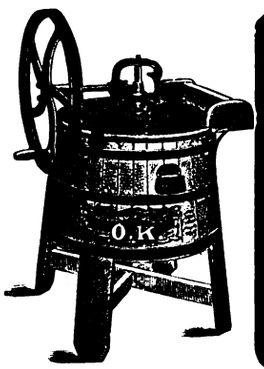
Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

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until some other Hardware Merchant is selling all the O. K. Washing Machines in your vicinity.

Take up their sale now,—before some of your competitors,—and you'll have the prestige of being first to sell the O. K. Wasning Machine.

The O. K. Washers are a little better, and a little different from other Washing Machines.

Our little booklet tells all about them. Free on request.

H. F. BRAMMER MFG. CO., Davenport, Iowa

Every Hardware Dealer

recognizes that an advertised article i four t mes easier to sell than an unadvertised one.

We have appropriated this season a good many thousand dollars for advertising our products in the large papers and magazi: es of national r· putation. You are certain to have calls for:

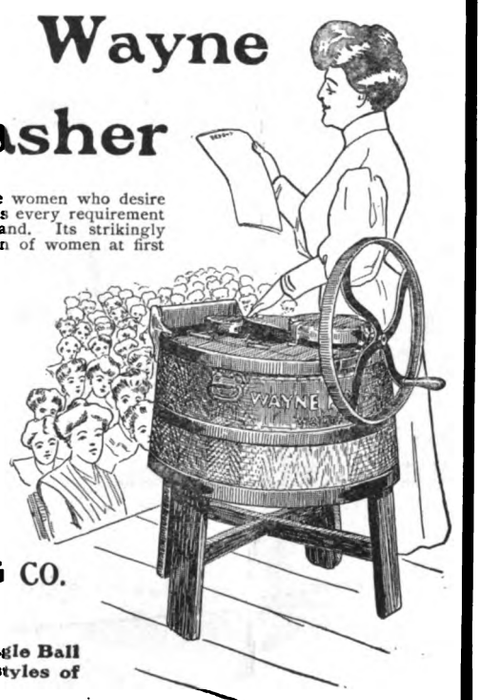
The Hartmann Stockade Wire Fence
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The Glen Steel Folding Mat

If y ur stock on these goods is low just drop us a line. You can't help selling them and run no risk in stocking up.

GLEN MFG. CO.
160 Mill St.
ELLWOOD CITY, - PA.

The New Wayne Rotary Washer

THIS MACHINE is built to satisfy those women who desire nothing but the best and it fully meets every requirement the most exacting customer may demand. Its strikingly handsome appearance attracts the attention of women at first sight and its many exclusive features can be so convincingly explained that sales are quickly made.



Wayne Tubs are made of the finest kiln dried Cypress and are finished in Cherry with two coats of varnish. The hoops are finished in Silver and Gold Bronze. All mechanical parts are of the finest material, carefully adjusted and will last for years. The legs are detachable or stationary as ordered. Every part of this machine is of the highest standard quality.

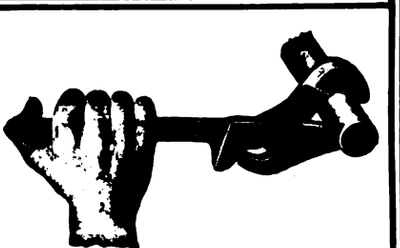
We will gladly forward interested dealers full particulars and prices.

WAYNE MANUFACTURING CO.
ST. LOUIS, MO.

Mfrs. of The Jewel Rotary, The Eagle Ball Bearing Rotary and 17 other styles of washers.

The Bullard
Automatic Wrench

The best combination Pipe, Monkey and Ratchet Wrench. Has no flaws, or faults. Strongest where other wrenches are weakest. Does quicker and better work than similar wrenches. Sells quicker, too.



Handiest for all
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Get our "Wrench Book." It tells a convincing tale.

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THE SMILE
THAT WONT COME OFF

Is always worn by the THRIFTY HOUSEWIFE who uses a

WHITE LILY WASHING MACHINE

WRITE FOR EXCLUSIVE AGENCY

WHITE LILY WASHER CO.

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FOR CENTURIES THE WORLD RENOWNED HOUSE OF
JOSEPH RODGERS & SONS, Ltd.
SHEFFIELD, ENGLAND
Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

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Prevents Rust,
Cleans and Polishes
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FLY SCREENS
Fine Goods. Reasonable Prices.
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23 Years Experience. 3½ Acres Floors.

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POSITIVE,

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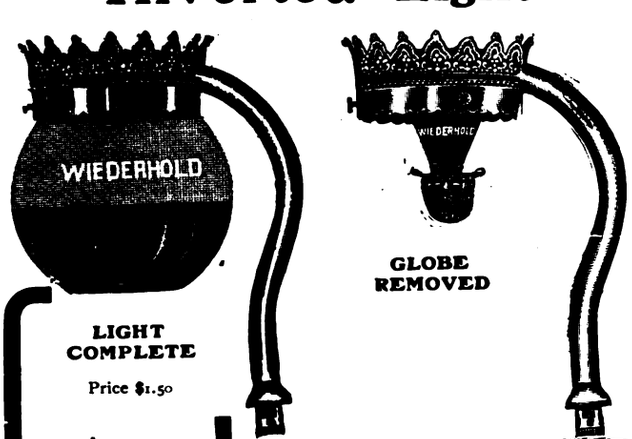
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Price $1.50

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The Best--Because

It never flashes back, blackens mantels nor smokes. Does not flicker.

It's ornamental, durable and gives

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Mark: Its Rays Are Downward.

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They bring out all the strong points of the articles on sale. This peerless lighting system can be purchased and installed at a low price, and considering the fact that they cost less to maintain and give a greater candle power per gallon of gasoline than any other light on the market, they prove themselves not only money makers but money savers.

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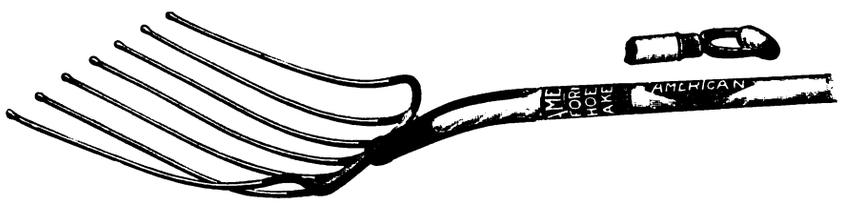
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BALL ENDS or BLUNT POINTS

6 TINES
7 TINES

American Fork & Hoe Co.

Send for Beet Tool Catalog.

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Don't Take Chances

on cheap Hack Saws. You can't afford it. They cost too much. Besides, they spoil both your trade and reputation.
Buy the "Best By Test" Kind—

The Sterling

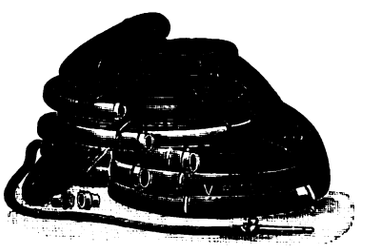


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It will enhance your reputation, bring you "repeat" orders and "round up" the Dollars you're after.

Sell? A single order will convince you.

Diamond Saw & Stamping Works
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FOR HARD SERVICE, AND SATISFACTORY RESULTS,

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VOORHEES

Rubber Belting, Packings, Hose, Mats, Mattings, etc.

With an equipment modern, and of large capacity, and under management of thirty years experience, we are not an experiment, but an established success.

We hold our customers by the merits of the goods supplied them.

VOORHEES RUBBER MFG. CO.
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If you're Looking for First Class UP-TO-DATE BARROWS

ORDER THE ◆ ◆ ◆

Champions, the World's Best.

All Kinds of Wood and Steel Barrows.



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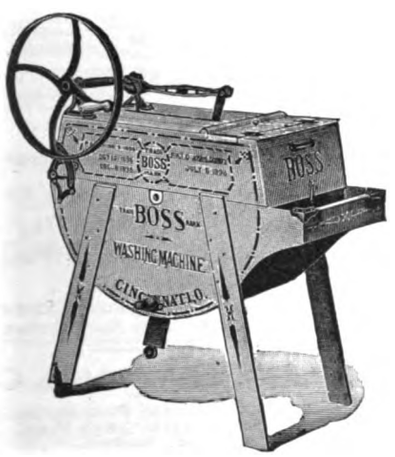
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"BOSS" WASHING MACHINES

Illustrations represent our two best selling washers.

They are non-competition, therefore, most profitable to handle and sell.

Write at once for catalogue and price list, also our nearest distributing point to your location.

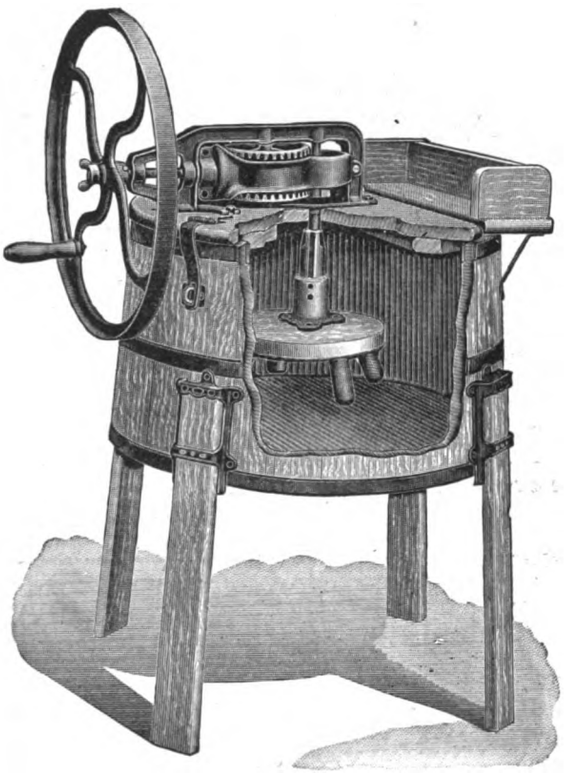


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ADDRESS

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BOSS DOUBLE ACTION

This machine is built on the true principle of rubbing clothes, similar to rubbing them on the old fashioned board, only that it just rubs a quantity at one time, and without the slightest injury to the finest of fabric including laces.

IMPROVED BOSS ROTARY

Has gears protected by shield or cover.
Has Telescopic dasher post.
Has large cypress tub and rub block.
Has either stave or detachable legs.
Has Highest Speed of any rotary.

Automobile Cycle Skate

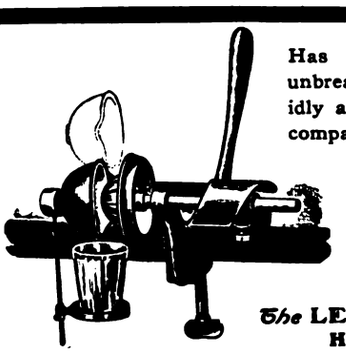


Our newest model. One size, extension 10 to 12 ins., ball bearings, 5-in. rubber tired wheels, metal parts sheet steel, finely nickel plated. Retail $10.00 per pair. With 4-in. wheel, $7.50 per pair.

Every dealer in Hardware, Sporting Goods, etc., will find it profitable to sell our line of Cycle Skates, as they appeal to both young and old, being adapted for use in Skating Rinks or on smooth sidewalks. Write for catalogue and trade discounts.

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The "Leader" Lemon Squeezer



Has no loose parts. Is unbreakable. Works rapidly and thoroughly. Most compactly put together.

Two styles — nickel plated and Japanned.

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The LEADER MFG. CO.
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Blacklock Andirons

Add "the finishing touch" to any fire place. They are very popular. They sell. Their reputation will add "the finishing touch" to your business this Fall if you handle them.

We make a variety of them, from severely plain patterns in wrought iron, dead black finish to the most ornate and showy models, finished in gold or aluminum bronze.

They are an all-the-year round ornament and sell

In Season and Out of Season

BLACKLOCK FOUNDRY
SOUTH PITTSBURG, TENN.



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FOR
STEAM ENGINES
GAS ENGINES
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THE MARKET IS ALREALY CREATED. EVERY DEALER SHOULD CARRY THEM. NEW CATALOGUE FREE

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You take no risk on the quality. We make only the best.



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HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

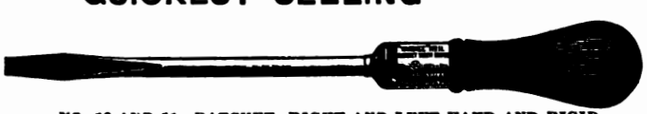
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67 BEEKMAN STREET, NEW YORK.
143 MILK STREET, BOSTON.
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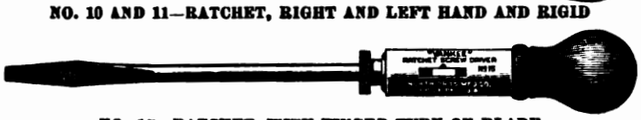
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ARE THE NEWEST, CLEVEREST AND QUICKEST SELLING

Ask Your Jobber About Them.



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T. U. S. SHEAR CO. OPERATIVE SOCIETY LTD., Best Sheep Shears in the World.
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W. K. & C. PEACE, Best Lawn Scythes and Grass Hooks.
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AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTERMAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

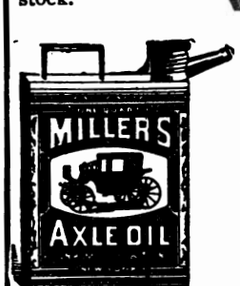
FRANK MILLER'S

Carriage Requisites

FRANK MILLER'S CARRIAGE TOP DRESSING

Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





FRANK MILLER'S AXLE OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

THE FRANK MILLER CO.,
349 & 351 WEST 26TH STREET,
NEW YORK.

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Armstrong's Adjustable Stock, No. 2

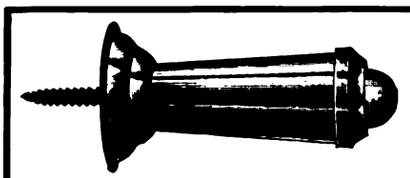
and Dies for threading brass pipe. We can furnish these stocks with pipe dies or bolt dies, or both.

Will take ⅛ to 1 in. pipe dies; ½ to 1¼ in. bolt dies.

They are better than the average. They have a name for bestness. That's why they sell so well.

Send for Catalogue

THE ARMSTRONG MFG. CO., Bridgeport, Conn.
New York Office: 139 Centre St.



The Champion Metallic Base Knobs
NEVER BREAK
(TRADE MARK)

Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all Finishes to match other hardware. Manufactured only by

THE CHAMPION SAFETY LOCK CO., Geneva, O.

BLASTING SUPPLY?

Write for Prices and Particulars on

ELECTRIC EXPLODERS, ELECTRIC SAFETY FUSES, ELECTRIC TIME FUSES, ETC., TO

STAR ELECTRIC FUSE WORKS, Wilkes-Barre, Pa.



A Long (K)Night In HARDWARE

¶ For years retail hardware men have been groping in the dark, looking for some efficient way to increase their business—some of them have found it!

Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

¶ It enables you to sell goods to a *German*, a *Scandinavian* or *any* other foreigner who, even though he cannot speak English can *point* to what he wants.

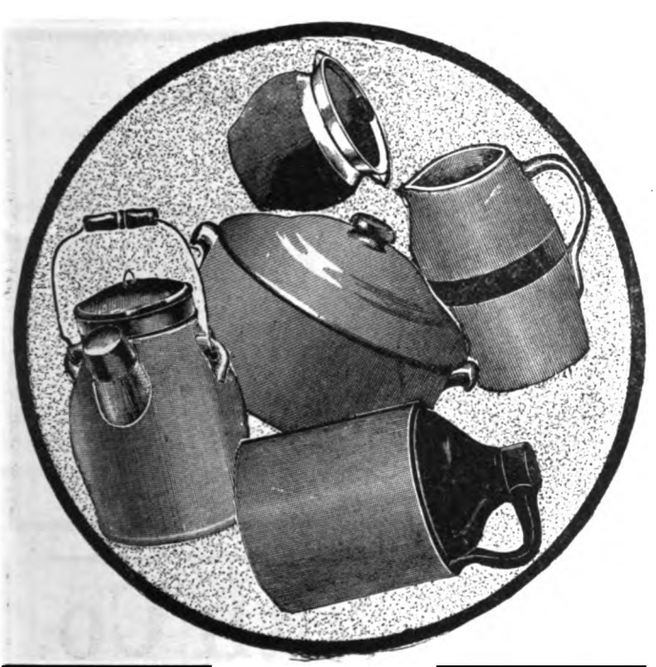
¶ It improves the appearance of your store *100 per cent;* enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

¶ Send dimensions of your store and let us supply you—FREE—with a color plate made to scale, showing how *your* store will look when equipped with The Best Shelving in the world for your purpose.

¶ Remember the shelving is made on the unit plan—if you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

J. D. WARREN MANUFACTURING CO.
900 Masonic Temple, Chicago

THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Notary, Lodge and Corporation Seals,
Send for Catalogue. BRIDGEPORT, CONN.

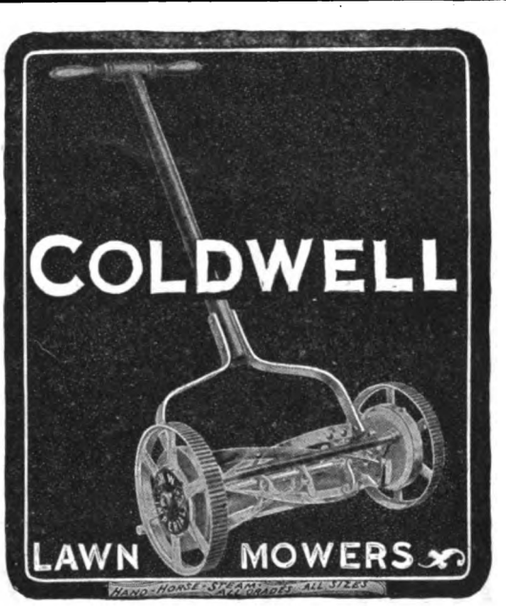


A Round Century

In the Pottery business, and constantly "improving with age," we guarantee all our goods to be equal, if not superior to any in the market.

Our annual output over one million gallons. To appreciate the fulness of our line you ought to have our catalog. Get it to-day.

FULPER POTTERY CO., Flemington, N. J.



COLDWELL LAWN MOWERS

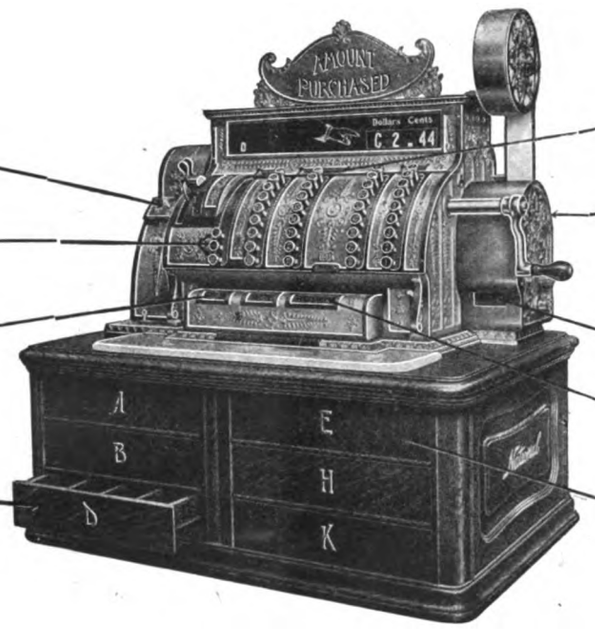
Hand, Horse, Motor Power

1906

Catalogue Now Ready

COLDWELL LAWN MOWER CO.
NEWBURGH, N. Y.

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Each clerk's sales are added separately on this counter. Separate counters under this hood give separate totals of charge sales, money received on account and money paid.

A new and complete system for credit sales, money received on account and money paid out.

This counter shows how many customers each clerk waited on during day.

If there is a mistake of fifty cents in this drawer, or a counterfeit coin or bill, you know that "D" clerk made the mistake.

This counter, under lock, tells proprietor any minute how business is running.

Under lock is private record of each sale and clerk who figures in each transaction.

A receipt printed automatically goes to every customer. Shows amount, kind and clerk who made transaction. This receipt enforces proper record of every cent taken in by each clerk.

This counter shows total number of customers waited on during the day.

This drawer belongs to clerk "E." Each clerk has his own individual cash-drawer.

You pay for a National Cash Register from the small leaks it prevents

Cut off here and mail to us today

NATIONAL CASH REGISTER COMPANY DAYTON OHIO

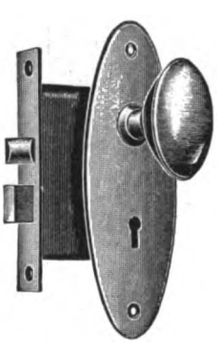
I own a_____ Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.

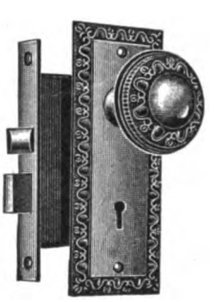
Name

Address

No. clerks

You Ought to See the Rest of Our Line!

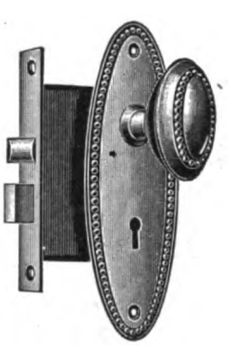




You will appreciate a copy of our catalogue. It gives full particulars and prices on our

Light Gray Iron Castings, Builders' Hardware, Dampers, Damper Clips, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes, Hardware Specialties.





The TAYLOR & BOGGIS FOUNDRY CO., Cleveland, Ohio

New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE LATHING,

"JERSEY" POULTRY NETTING AND FARM FENCING,

PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,

and every kind of

IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, **NEW YORK.** 171 and 173 Lake Street, **CHICAGO.** 25 and 27 Freemont Street, **SAN FRANCISCO.**

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JUST A TRIAL



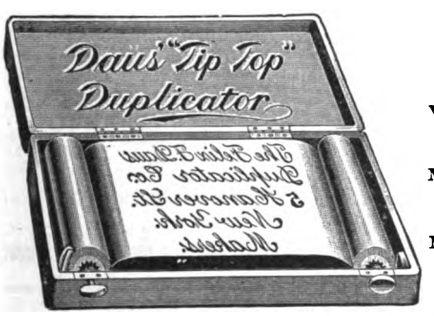
A JUST TRIAL

Is all we ask. It will substantiate all our claims for

DAUS' "TIP-TOP" DUPLICATOR

It Duplicates 50-150

Letters — Invoices — Menus — Circulars — Music



Thousands of pleased customers testify to this fact.
Saves time, and money on your print bills.
Price $5. Ten Days' Trial Free!

THE FELIX P. J. DAUS DUPLICATOR CO.
111 JOHN ST., NEW YORK, U. S. A.

What's In A Nail?

A great deal, when the safety of life or limb depends on it.

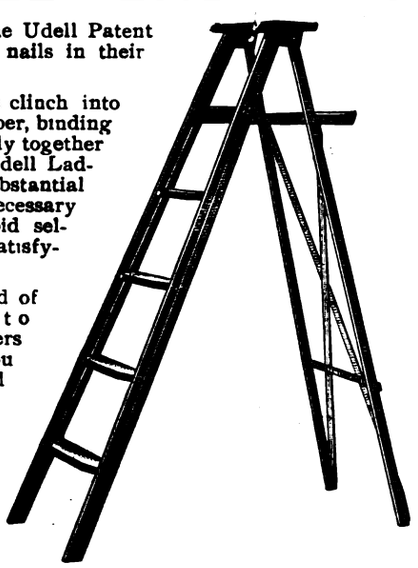
To insure absolute security in

UDELL LADDERS

we use only the Udell Patent Barbed Wire nails in their construction.

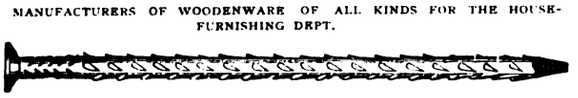
These Nails clinch into the tough timber, binding all parts firmly together and giving Udell Ladders that substantial strength so necessary to such a rapid selling, trade satisfying article.

Such a word of explanation to your customers will secure you certain and profitable sales. Other "Reasons why" for the asking.



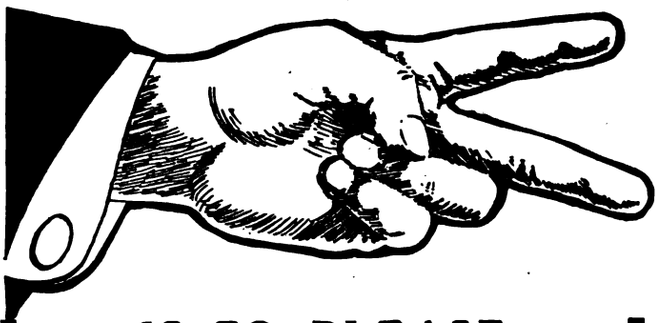
THE UDELL WORKS,
INDIANAPOLIS, IND.

MANUFACTURERS OF WOODENWARE OF ALL KINDS FOR THE HOUSE-FURNISHING DEPT.

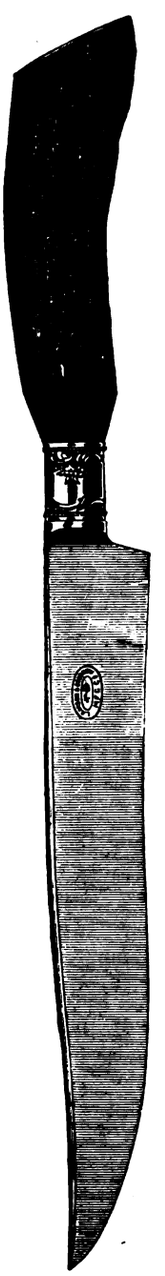


THE UDELL PATENT BARBED WIRE NAIL

Our Object



IS TO PLEASE YOU TWICE OVER



Name anything you wish in the line of

Fine Table Cutlery

in general—in particular

Stag Handle Carvers

with Silver Ferrules
and if with our twenty-five years' experience and down-to-date facilities we do not offer you

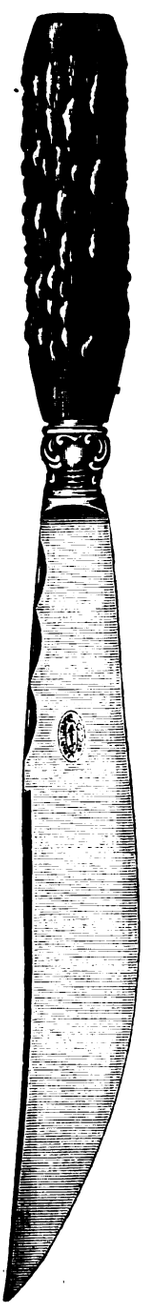
The Best Goods for Your Money

it will be a surprise to us and—to scores of old customers, who know them to be the best.

Our Catalog—Have You Got It?

You can't afford to be without it because it shows in detail, how complete and excellent our line of cutlery is.

Don't argue—don't wait—write to-day.



Mention HARDWARE

LAMSON & GOODNOW MFG. CO.
SHELLBURNE FALLS, MASS., U. S. A.

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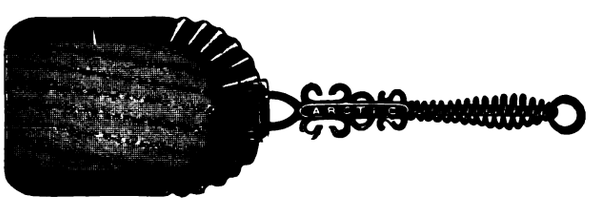
BOARDMAN'S
SPOONS, FORKS ETC.
QUALITY GUARANTEED.
MANUFACTURERS OF
FLAT
TABLE WARE
SILVER PLATED, ALSO
NICKEL SILVER (Without Plate)
HIGHEST GRADE
ONLY.
SEND FOR CATALOGUE and PRICES
LUTHER BOARDMAN & SON,
EAST HADDAM, CONN.
ESTABLISHED 1840.

Tool Chests

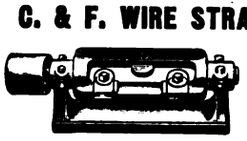
All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use; also Tool Cabinets.
Machinists' and pipe fitters' empty Tool Chests.
Agents for Steel Tool Chests.
Send for Catalogue.
AMERICAN TOOL CHEST CO.
200 West Houston St., New York, U. S. A.

CORRESPONDENCE SOLICITED
WRITE FOR
PRICE LIST & DISCOUNT
N. A. WATSON ERIE PA.

GARLAND
NUT & RIVET Co.
PITTSBURGH
RIVETS
FOR
TOYS
TANKS
HAMES
WAGONS
SKATES
HINGES
STOVES
TRUNKS
SHOVELS
CASTERS
BOILERS
TINWARE
BARRELS
IRONWORK
SUCKER-RODS
RIVETED PIPE
DOOR HANGERS
COTTON BALING
PRESSED STEEL WORK
HARDWARE SPECIALTIES
AGRICULTURAL IMPLEMENTS
&c. &c. &c.
PACKAGE WORK A SPECIALTY

THE FANNER MFG. CO.,
CLEVELAND, OHIO.
ARCTIC COAL SHOVELS.
Malleable or Gray Iron. Nickel Plated.

Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.

MERCANTILE
AND INDUSTRIAL.
The Territory traversed by the Southern Railway and Mobile and Ohio Railroad offers many desirable openings for locations in business of every kind—Mercantile, Manufacturing and in all pursuits relating to the production of many forms of raw material.
M. V. RICHARDS,
Land and Industrial Agent,
Washington, D. C.
W. A. MOYER, Agent,
271 Broadway,
New York City.

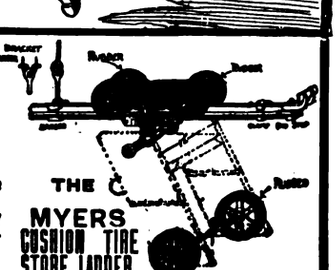
C. & F. WIRE STRAIGHTENER.

Straightens wire from No. 3 to No. 20. It is 14 inches long, 4½ high and 5 wide. Weight 25 pounds.
Send for Circular.
Chandler & Farquhar Co. 121 Congress St., BOSTON, U. S. A.

ADAM'S STEEL & WIRE WORKS.
Wire Fencing,
Ornamental Steel Fencing,
Window Guards,
Wire Signs,
Jail Work, etc.

Send for Catalogue.
ADAM'S STEEL & WIRE WORKS, JOLIET, ILLS.

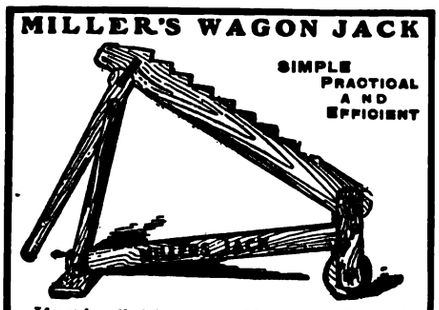
"Hold up! I'll take off my hat to the MYERS."

The name MYERS on Pumps and Hay Tools fixes their rank, indicates their quality and "separates them from the Goats," figuratively speaking.
That's why "all Hats Come Off" when the MYERS come in sight and why *The Glass Valve Takes Competition Off Its Feet.*

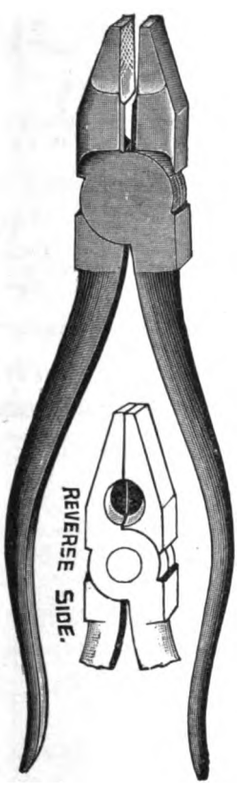
THE MYERS PUMPS, HAY TOOLS AND STAY-ON DOOR HANGERS
MEET ALL REQUIREMENTS.
Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.
Ask your Dealer for the Best Known Hay Carriers, Forks, Stayon Door Hangers, etc.
Write for Descriptive Circulars to
F. E. MYERS & BRO., Ashland, O.

THE MYERS CUSHION TIRE STORE LADDER.

RIVETS & WIRE NAILS.

O. O. & E. P. TOWNSEND,
New Brighton, Penn.

MILLER'S WAGON JACK
SIMPLE PRACTICAL AND EFFICIENT

If not handled by your Jobber we will supply your order. Manufactured by
J. V. HANKINSON, FRANKLIN, O.
Successor to Thos. F. Miller, Jr.

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Our No. 80 Lineman's Plier

The Cronk & Carrier Mfg. Co.
Elmira, N. Y.

Convenient
Durable
Powerful

Is a distinct step in advance of any other Lineman's Pliers on the market to-day.

Fit for the hardest kind of service.

Throat is round and will cut larger insulated wire than other Lineman's Pliers.

It will cut anything from music wire to 16-d Nails. None better for general use.

Five sizes: 5 in., 6 in., 7 in., 8 in., and 9½ in. lengths. Forged from best Tool Steel —fully warranted.
We make the largest line of Pliers for Farmers' use.

Our Special Quotations will interest the dealer. Ask us about them when you write for catalogue.

Irvington Manufacturing Co.

Makers of

Drop forged Pliers, Clamps and Tools



Catalogue showing new goods mailed on application.

Write for prices.

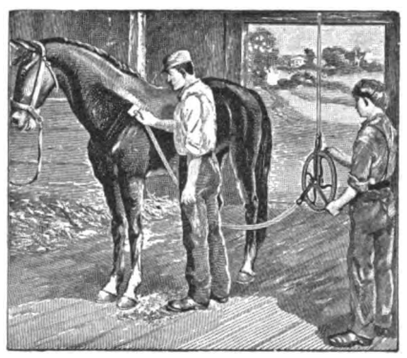
SELLING AGENTS:

John H. Graham & Co., 113 CHAMBERS STREET, NEW YORK

118 to 122 Holborne, London, E. C., Eng. 123 California St., San Francisco, Cal. Copenhagen (Freeport)

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TOP NOTCHERS FOR YOUR FALL TRADE



Get terms right away on these clippers.

THE 20th CENTURY--ONLY $5.00

Does 100 times the work of a hand clipper and does it infinitely better.

Cuts quicker and faster. Comes at a cost that enables every horse owner to have one.

THE 1902 CHICAGO CLIPPER—The most popular seller made. With it you clip a horse in 30 minutes.

Gearing all cut from solid metal and wearing parts all hardened to steel. The only clipper made that turns with either hand.

PRICE $10.75

Make both of these machines part of your stock from now until April. The returns will please you

Write for our large beautifully illustrated catalogue which describes every style of modern clipping machine.

We make over 90 per cent. of all the clipping machines sold.

THE CHICAGO FLEXIBLE SHAFT CO.
106 La Salle Ave., Chicago.



Bishop Lanterns

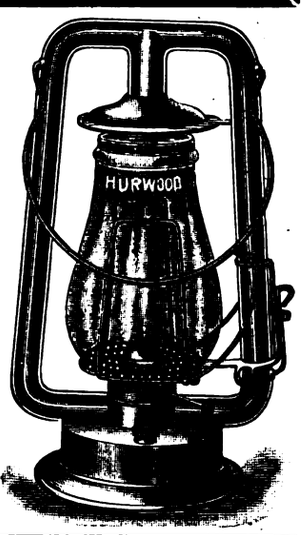
Have proved themselves to be up-to date goods for up-to-date dealers.

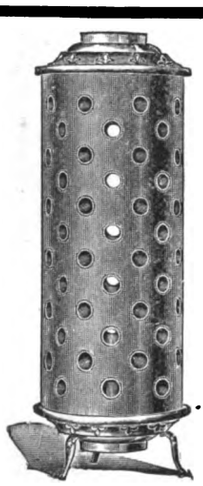
If you are looking for a lantern that is most easily filled, lighted and trimmed; one that gives a clear white flame and is wind and jar proof.—Buy the Bishop.

It puts all others in the shade as a seller. Drop us a line.

Mention HARDWARE.

The Hurwood Mfg. Co.
Bridgeport, Conn.





SAVE ONE-HALF YOUR FUEL

by using the

ROCHESTER RADIATOR

Satisfaction guaranteed or money refunded. Over 100,000 of them in use. Fits any stove or furnace. For Hard or Soft Coal or Wood or Gas. Price from $2.00 to $12.00. One square inch of radiating surface directly over the hot current is better than six in a drum, or a side heater with perpendicular tubes. We guarantee our radiators not to interfere with or choke the draft. They are easily cleaned. Write for descriptive catalogue and prices.



4,866 sq. ins.

ROCHESTER RADIATOR CO.
150 Furnace Street, - - Rochester, N. Y.



The Richards Stamp

To the Hardware dealer who values the confidence of his customers that stamp stands as a guarantee of complete satisfaction. It signifies the perfect operation—the great strength and durability and the noiselessness of

RICHARDS DOOR HANGERS

Our superior facilities for systematic and rapid manufacture enables us to offer the trade a line of door hangers so superior in quality and so moderate in price that the problem of competition is easily solved.

Richards "Royal" Trolley House Door Hanger. "The noiseless one." Wheels run on hard maple. Every part tight. No rattle—no rumble—no squeaks. The finest door hanger yet devised.

No. 19 Hero Trolley House Door Hanger. Meets the demand for a low priced door hanger. Made of the best material. Runs quietly and easily. Write us for prices. RIGHT PRICES. PROMPT SHIPMENT.

THE RICHARDS MFG. CO.. - - - Aurora, Ill.

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MORE THAN ONE WAY OF KILLING A CAT

There is also more than one way of building up a big and profitable trade in fishing tackle, but—

By far the best way of doing this is to carry a full stock of "Bristol" Steel Fishing Rods. They are becoming more and more popular every day — the natural result of high merit backed by liberal and continuous advertising.

What's more, our discount to dealers gives you a chance to sell them at prices which assure a large margin of profit.

Better get busy. Your regular jobber can fill your order. If he won't, we will take the matter up with you direct.

Shall we send you our catalogue?

Our Rods are the ORIGINAL Steel Fishing Rods. We have been making them for over fifteen years. Look for our name and trade-mark "Bristol" on every reel seat. They are absolutely guaranteed to be free from defects in material or workmanship.

The HORTON MFG. CO., BRISTOL, CONN., U. S. A.

Vrooman's Peerless Vitreous Enamel Sink Strainer

THE FAVORITE ONE

MEANS

Economy, Cleanliness, Health and Happiness

PERFECT, PRACTICAL

Neat and Very Attractive



TRADE MARK

KEEPS SINK CLEAN

HOUSEKEEPER'S DELIGHT

UTILITY, QUALITY, DURABILITY, ADAPTABILITY

Made in two sizes and three colors: BEAUTIFUL TURQUOISE EXTERIOR with absolutely Pure White Lining. EXQUISITE STONE GRAY with Mottled White. Also Plain Enamel.

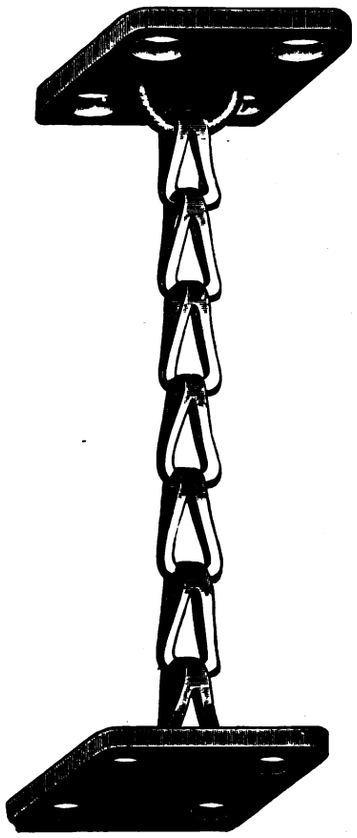
Highest grade Enamel known to the trade to-day, as to quality and appearance, whether domestic or imported.

Triple Coated, with Acid Proof White Lining. Absolutely Pure—Very Tough—fused on very best steel—will not chip or crack off. Can be used in any Sink with Stand. WILL LAST A LIFETIME.

BEAR IN MIND Vrooman Strainers do Not Remain Long on Shelves

Order from your Jobber NOW or from F. H. & E. B. Vrooman, 325 Dearborn Street CHICAGO

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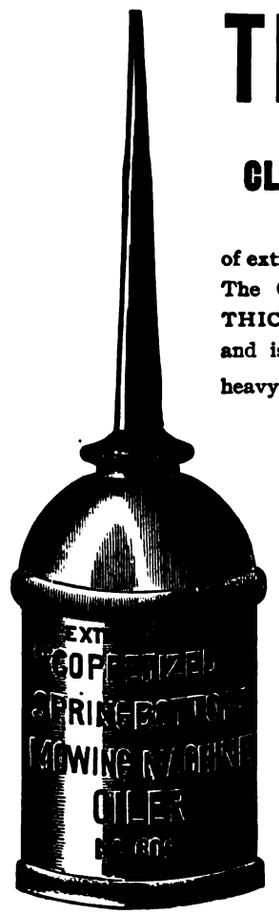
TRANSOM CHAINS.

SASH CHAINS.
JACK CHAINS.
PLUMBERS' CHAIN
CABLE CHAINS.
BELT PUNCHES.
GAS PLIERS.
SASH FIXTURES.
PADLOCKS.

CYCLE SUNDRIES.

Write for Catalogue to

THE SMITH & EGGE MFG. CO.,
BRIDGEPORT, CONN.



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedeh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

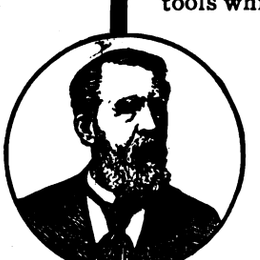
THE AMERICAN TUBE & STAMPING CO.,
SUCCESSORS TO
The Wilmot & Hobbs Mfg. Co.,
BRIDGEPORT, CONN.

STARRETT TOOLS

ARE THE STANDARD FOR ACCURACY, WORKMANSHIP, DESIGN AND FINISH.

The line of Fine Mechanical Tools shown in the Starrett Catalogue No. 17 T is the largest line made by any manufacturer.

We have just added over 20 new tools which are described in a booklet.



"MORE STARRETT TOOLS"

issued as a supplement to our catalogue. If you have not received a copy of this supplement send us a postal and get one. You ought to have it.

THE L. S. STARRETT CO.
ATHOL, MASS., U. S. A.
NEW YORK, 123 LIBERTY ST. CHICAGO, 15 SOUTH CANAL ST.



Remember!

The BAYLEY HAND CORN SHELLER

will prove your best seller—

Because—

It will Handle Little Nubbins and Crooked or Flat Ears, as well as Straight Ones, and Handle them Rapidly.



The **Bayley Hand Grist Mills** for grinding Corn Meal, Buckwheat, Peas, Coffee, Spices, etc., are in great demand among Farmers.
Better place a trial order now.

The WILLIAM BAYLEY CO.
Successors to the Rogers Iron Co.
98 North St. - SPRINGFIELD, O.

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HARDWARE

The Morse Twist Drill and Machine Co., New Bedford, Mass., having purchased from the Leland & Faulconer Mfg. Co., of Detroit, Michigan, all patents and right to manufacture their single and double tool grinders, including all complete working drawings, patterns, jigs, tools and fixtures, will solicit from parties desiring machines of this nature orders or prices, both of which will receive prompt attention.

♣

The Malcolm Rifle Telescope M'f'g. Co., which was established in Syracuse N. Y. in 1857, by William Malcolm and was conducted there by him until his death, has been purchased by parties in Auburn, N. Y., where it will be carried on in the same excellent manner which has made the Malcolm Telescope so famous in its line.

♣

George Wostenholm & Son, Ltd., Sheffield, England, have recently removed their New York office from Reade Street, where they have been since 1898, to 105 Chambers Street. A steady increase in the business of this concern made the change necessary by demanding larger space for the surplus stock department and providing a better show room which would increase the facilities for doing the business. George Quirk, who has successfully managed the office since 1898, will continue to do so.

♣

The establishment of the Knapp-Cramer Hardware Company, North Tonawanda, N. Y., was badly damaged by fire on the 21st ult., the loss being in the neighborhood of $25,000 which was fully covered by insurance. As soon as the insurance is adjusted the business will be resumed on a larger scale than before.

AWARD OF PRIZES.

The prizes offered by *Engineering News* and the *Cement Age*, of New York, for the best papers on "The Manufacture of Concrete Blocks and Their Use in Building Construction," have just been awarded by the jury, which was composed of Robert W. Lesley, past president of the American Cement Manufacturers' Association; Richard L. Humphrey, president of the Cement Users' Association, and Prof. Edgar Marburg, secretary of the American Society of Testing Materials. The first prize of $250 was won by a paper by H. H. Rice, of Denver, Colorado, secretary of the American Hydraulic Stone Company. The second prize of $100 is given to a paper by William M. Torrance, C. E., of New York City, assistant engineer in charge of concrete-steel design for the Hudson Tunnel Companies.

"OUR NEIGHBORHOOD."

We have been favored with several consecutive copies of "Our Neighborhood," which is a very handsome twenty page magazine published by the employees of the New York National Exchange Bank, the literary contents of which, under the editorship of G. A. Prahl, gave the best evidence of its editorial excellence, while it makes one acquainted with all the characteristics of our neighborhood. It does justice to the West side and aids in the popularity of the New York National Exchange Bank which is noted among the banks of the country as being the "Bill of Lading" Bank of New York, of which department they have made a specialty. Bills of lading sent them receive prompt attention and often save losses on shipments.

SCHOFIELD'S "ACME" DUST PAN.

The name of the 20th Century Dust Pan has been changed by the manufacturers, Schofield & Co., Freeport, Ill., to "Schofield's Acme Dust Pan" to prevent its being mistaken by another which has been on the market under the name of "The 20th Century"; "The Schofield's Acme" is the name of that Dust Pan, which requires no stooping, and can be pressed so tight to the floor that it takes up all the dust, and when raised up the dust falls into the pocket and can be carried from room to room, until all the dust is taken up, and no danger of spilling carrying around. It is made of steel and will last as long as ten ordinary Dust Pans, and has so many other advantages that no one, after using it, will ever use any other.

RAILWAYS OF THE WORLD.

Consul-General Guenther, of Frankfort, supplies the following remarkable railroad statistics:

According to the most recent German statistics, the length of the world was 537,105 miles on December 31, 1904, of which 270,386 miles were in America, 187,776 in Europe, 46,592 miles in Asia, 15,649 miles in Africa, and 16,776 miles in Australasia. Of the mileage in Europe Germany stands first (34,016), followed in their order by Russia (33,286), France (28,266), Austria-Hungary (24,261) the United Kingdom (22,592), Italy (10025), Spain (8,656), Sweden and Norway (7,730). The average cost of construction of the European railroads per mile is estimated at $107,577, while for the remainder of the world the estimate is only $59,680. The total value of the railroads of the world according to these statistics is $43,000,000,000 of which the European roads figure for $22,000,000,000. The estimate of rolling stock is as follows in numbers: Locomotives, 150,000; passenger coaches 225,000, and freight cars, 3,000,000.

INFRINGEMENT SUIT.

The Glen Mfg. Co. of Ellwood City, Pa. manufacturers of The Glen Steel Folding Mat has brought suit for infringment on their patents against Geo. C. Sleeth of New Jersey who makes a steel mat known as The Rossman Mat sold by the Rossman Manufacturing Co. The Glen people state that they are going to vigorously prosecute their suit and desire to warn all dealers of the danger they run in handling the infringing articles.

NEW YORK HARDWARE JOBBERS.

The annual meeting of the New York State Association of Hardware Jobbers will be held at the Ft. George Club, Albany, on the 12th inst. The business session will be called to order at 11 A. M., dinner taking place at two o'clock. It is hoped that a large representation of the membership will be in attendance.

ORGANIZATION OF CLASSES IN ESTIMATING AND BUILDING.

A series of classes which should prove of interest to all men in the building trades and real estate is now organizing at the Educational Department, West Side Young Men's Christian Association, 318 West Fifty-seventh Street, New York. The scope of the classes is to teach general building construction, estimating and drafting to superintendents, foremen, clerks, mechanics, real estate men, etc. A set of illustrated lectures on construction will be given, to enable men to thoroughly undestand every part of a building. These talks will not be highly technical, but sufficient for general work, and most of the illustrations will be from actual building. Groups of not over twenty men will be in charge of practical estimators and will take up the work of the various building trades. Plans and specifications and working drawings of actual buildings will be used.

These classes were opened for the first time in New York last year in September, at the Fifty-seventh Street branch of the Y. M. C. A., with an enrollment of eighty pupils. They proved very successful. The classes this year based upon the experience of last year will be of much greater value. Prominent architects, engineers and builders have promised to give the classes short talks on interesting subjects, so the entire course should open on the evening of October 2d, and will continue for four months, at the Y. M. C. A., 318 West Fifty-seventh Street.

The entire course is to be under the direction of Mr. L. E. Jallade, architect, and he has engaged as assistants the following:

Charles E. Hume, General Building, of Alfred Beinhauer, Builder.

Joseph W. Cody, Excavating and Shoring, Ex-Emergency Chief of the N. Y. Building Dept.

Charles E. Stanton, Sheet Metal Work, with A. J. Ellis Company.

Louis Kreis, Cut Stone, with John R. Smith's Son.

Edward Raque, C. E., Steel, with Post & McCord.

Jacob M. Kraft, Plaster, with McNulty Bros.

Alfred W. Morris, Carpentry, with Robert Kellough & Co.

J. F. Burrowes, Ornamental Iron, with J. B. & J. M. Cornell.

Charles R. Ten Eyck, Terra Cotta, with N. Y. Architectural Terra Cotta Company.

John Dalglish, Hardware, with Yale & Towne.

Henry H. Ritter, M. E., Heating, with Francis Bros. & Jellett, Inc.

J. R. Shields, Electric, with Francis Bros. & Jellett, Inc.

Groups for other work will be formed as requested.

A drafting class will meet the needs of men who desire instruction in drafting. This will not be an Architectural School, but is to enable men to present their ideas on paper in a rapid way. This class will be in charge of Mr. L. P. Hutton, Architect.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2 50

CHICAGO - - - - - - 1164 Monadnock Block
C. H. Greene, Representative

DETROIT, - - - - - - 61 West Congress St.
G. T Newkirk, Representative

L. E. MacINTYRE, - - - - President.

A. P. MITCHELL, - - - - - Secretary and Treasurer

HENRY HOPKINS, - - - - Editor.

J. W. PENTZ, - - - - - Advertising Manager.

OCTOBER 10, 1905

Editorial Trade Review

The skies of commercial activity were never brighter, universally so throughout the country in every section. Not a single indication that interferes with the harmony of a prosperous prosecution of a successful business, and the greatest health, commercially speaking, is given to the agriculturist, who, within a memory not too far back, was usually sympathized with as the under dog in the fight. He has emerged from such an unsatisfactory atmosphere and to-day is the fountain head of successful endeavor, and the banks are receiving the wealth they were wont to distribute. The wheat crop of the country is full of promise; the corn crop is a phenomenal one; the cotton crop—with Japan full of peaceful ideas again a welcome buyer—will be as satisfactory as could be expected at prices that will make up for past deficiencies.

Trade reports for September in the Hardware markets of the country were of a record character, and opened the Fall trade with promise of better still to arrive later. October, so far as heard from, continues in the same strain, with the finest weather conditions, every section of the country is doing its best. The tone of the market is exceedingly strong, and advancing prices on leading lines point significantly to future advantage. The present strength of the iron market is felt by all the manufacturers who use this raw material extensively, and where it has not created a higher priced market on general goods will surely be found so in the immediate future.

The new advance of $1.00 a ton in wire products, came in the nature of a surprise to most of the trade before they had recovered from the previous advance. The producers are now fortified in the several divisions of the country and prices may be relied upon in prospective dealings. The market is a large one in volume; though the price affects the whole field of wire products, the principal manufacturer is able to control the market and keep it in a healthful condition. The advance exerts an influence on the general market acceptably, for it inspires the dealer with confidence in other purchases in which the advancing tendency is noticeable.

Builders' Hardware is still in good demand, and the deliveries of it less restricted; there has rarely been seen a season where the jobbers have had such demands made upon their stock from almost every trade centre and the manufacturer has seen the necessity of keeping his forces actively employed to supply the increasing demands.

Collections have been commendable, especially so at this time, when the banking facilities are relied upon to a greater or less extent for the crop movement. Conditions South have greatly improved. The price of cotton is a satisfactory one, and the people only hope it will "stand pat."

The wealth and wants of the country emanate from the agriculturist, who, by his increasing prosperity, is counted upon to enhance the products and increase our commerce to a degree of interest that is dwelt upon by all nations not similarly benefited.

Improvements follow the acquisition of wealth by the farmer, and he adds to his facilities by the expenditure of his money immediately, and there is plenty of it available for that purpose. As his experience has not been of a kind to make reckless spending possible, it will be found steady and reliable enough, but continuous.

PROTEST AGAINST P. O. ORDER.

The trade protested to such an extent against the legal enactment of the Fourth Assistant Postmaster-General, ordering local Postmasters to number the boxes on the rural routes in their neighborhood and to deliver mail that should be addressed by number only, that the enforcement of the order has been suspended to await the higher authority of Postmaster-General Cortelyou.

The part of the order that was not objected to instructed local Postmasters to assign a number to each one of the boxes on the several routes leading from their respective Post Offices. There was nothing in that part of the order that could be criticized, but to deliver them as laid out to number only, and not designate the same by name, was strenuously objected to; for that would cause a wholesale distribution of catalogue house stationery to these boxes under the form of law.

It seems as though an order so liberal could only have been dictated to by the very wants of the catalogue houses; that the Government in this way apparently fostered and encouraged. The overwhelming objection urged against any such action as was contemplated in the promulgation of this order, will enlighten the Postmaster-General sufficiently, for him to abrogate permanently that part, which in view of all the dealers who are opposed to catalogue house methods, was detrimental to the interests of all concerned except the few houses that were thus made Government beneficiaries under the act.

The part suspended of the original order we quote as follows: "Referring to the Department's recent order regarding the numbering of rural mail boxes, you are informed that that portion of the order authorizing the delivery by rural carriers of ordinary mail matter of all classes, addressed to such boxes by number alone, was hereby suspended."

The mail order houses are said to have acted promptly on the benefits to be desired from this action of the Government, through the assistance given them by the Fourth Assistant Postmaster-General. Already were the requests made to local Postmasters for a list of the number of boxes on each route and the number of routes; and these being obtainable if the order had not been modified, they would have prepared to profit by the mistake of the Department, and the country flooded with their 1,000-page catalogues "just off the press."

TRAFFIC MOVEMENTS ON THE GREAT LAKES.

On the Great Lakes traffic movements were of heavy volume during August, receipts for the month amounting to 9,501,759 tons, as against 8,894,280 tons in 1904 and 8,407,754 tons in 1903. Shipments, which totaled 9,435,179 tons during the eight months of the current year, were composed of the following items: 137,244 net tons of flour, 17,217,120 bushels of grain and flaxseed, 2,155,913 net tons of coal, 4,884,213 net tons of ore and minerals, 249,072 M feet of logs and lumber, and 705,061 net tons of unclassified freight. During the first eight months of the current year shipments from various points on the Great Lakes totaled 40,540,912 tons, while a similar movement in 1904 amounted to 24,857,888 tons, and in 1903 to 36,711,827 tons. The great increase shown for the present year, as compared with that for 1904, was due, at least to a large extent, to an earlier opening of navigation and freedom from labor difficulties.

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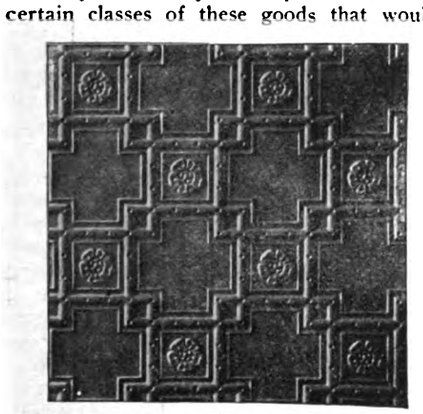
PROFIT MAKING LINES

METAL CEILINGS, SIDE WALLS, ETC.

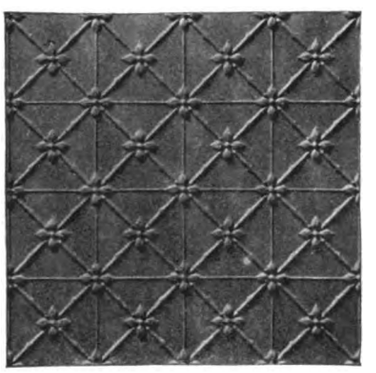
In considering the many lines that are handled by the regular Hardware dealers and general stores, from a profit making basis, there is found a very wide range of profit on the different lines handled, some showing a good, wholesome profit that has to go a long way in helping out the expense account and in dragging along other lines of old staple goods that are necessary to have in stock, but hardly worth the space they take from a profit making standpoint, and the busy man is constantly on the alert for new lines that will pay a satisfactory profit, and at the same time draw



a new class of customers to his store. With this idea in view he should look to the different kinds of business that are showing the most remarkable growth, and we are sure that the Metal Ceiling Business could not be overlooked. These goods are being handled very extensively in all quarters of the world, and there are certain classes of these goods that would pay very



handsomely for all Hardware and general store dealers to carry in stock; such patterns as could be used for ceiling or side walls of interiors, where yellow pine or plaster are used, would be very quick selling and would occupy small space as it would nest together very compactly. Three or four of such patterns as are here illustrated could be kept in stock, and purchaser would find that they would save time and labor in applying them over the yellow pine sheathing or plaster. The construction of these patterns is so simple that anybody could apply them, and they would make a very satisfactory interior finish, with every advantage over other forms of ceilings and none of the disadvantages. They are practically dust-proof, fire-proof, sanitary, and durable, and can be renewed with a coat of fresh paint at small expense, without it being necessary to cut out cracks and replaster as is found such a nuisance in decorating plaster ceilings or walls. By



handling this class of goods it would steadily lead into a business for the more elaborate ceilings showing cornice, false beams, and paneled effects suitable for larger rooms, such as stores, school-rooms, churches, theatres, and buildings of all classes. The manufacturers of these goods, Northrop, Coburn & Dodge Co., are always pleased to furnish sketches or estimates, and



would quote trade discount to such parties as would consider carrying a stock, besides giving them some protection for the sale of the goods in their vicinity. Catalogues and booklets would also be furnished, and we believe this line is worth the consideration of all enterprising Hardware dealers.

THE PECK, STOW AND WILCOX COMPANY'S CATALOGUE.

The Peck, Stow and Wilcox Co., Southington, Conn., and 27 Murray Street, New York, have just issued a new edition of their catalogue and price list of Tinsmiths' Tools and Machines, Hardware and Mechanics' Tools, showing in detail the very many styles, patterns and sizes of goods manufactured at its various factories. In general appearance it is like the company's previous catalogue, but is a more ambitious one than any preceding, being cloth bound, and having 456 pages, each 10¼x7½ inches, and printed on good paper. They state in their prefatorial remarks that they have "endeavored to condense in the smallest space possible such information as the buyer seeks in consulting its pages, and to bring together in appropriate groups their various classes of goods produced in their several factories." The goods illustrated and described are a general line of Hardware, including mechanics' tools, house furnishing goods and Tinsmiths' tools and machines—the company having made them since 1828 under the present organization or its predecessors—and are well known as manufacturing the most complete line needed by the trade. Standard lists have been kept, but where changes have been necessary in other lists they have been adopted. A radical change has been made in Discount Sheet No. 1, issued with the book under date of August 1. In addition to this general catalogue of articles manufactured by them, they issue a number of supplementary lists embracing goods in special or distinct lines. They are making a large and attractive line of Locks, knobs, door sets, etc., which are described and illustrated in a special list. To this list they are constantly adding new patterns and designs. They also issue a special list of Stationery Goods, such as ink stands, paper files, paper clips, etc. The large line of Mechanics' tools which they manufacture is combined and illustrated in a separate list known as their Tool Catalogue. They also issue a special list of Fireplace Goods, such as andirons, fire dogs, fire sets, stove pokers and shovels. This catalogue contains full and complete illustrations of their celebrated Berlin Black Goods. They also issue a complete list of Tinners' tools and machines, which is their Standard list, the pages of which correspond with this catalogue under review. Where any difference in description or prices is found this tinners' tool catalogue will be considered correct. It will be known as the "Twentieth Century" edition, and will bear the same date as the general catalogue.

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LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

UNAUTHORIZED USE OF WORDS "AND CO." A MISDEMEANOR.

Question: I want to carry on my business under a firm name. Is there any reason why I should not add "and Co." to my name? Some say that I cannot legally do so.

Reply: In the absence of a positive statute on the subject, there is no reason why you may not attach the words "and Co." to your name. But in New York and many States, statutes have been enacted to the effect that any person who transacts business using the name as partner of one not interested with him as partner, or using the designation "and Co." when no actual partner or partners are represented thereby, is guilty of a misdemeanor.

FIXTURES—PRIORITY BETWEEN CHATTEL MORTGAGE AND MORTGAGE OF BUILDING.

Question: "A" sells "B" a furnace and boiler to be installed in a house which "B" is building. "B" agrees to pay in installments and contracts that the title shall remain in "A" until the furnace is paid for. A building loan mortgage is then put on the house and its fixtures, which is now being foreclosed. The mortgagee of the house claims the furnace under his mortgage on the ground that he did not know of the agreement between "A" and "B." The furnace has not been paid for. Who owns the furnace?

Reply: It depends upon the State in which the property is situated. In New York it is held that the agreement between "A" and "B" should prevail and that the furnace would remain personal property and would not be bound by the mortgage of the real estate. (Tift v. Horton, 53 N. Y. 377.) But in other States, such as Massachusetts and New Jersey, it is settled that the real estate mortgage has priority, particularly where, as here, the mortgagee of the realty presumably advanced his money, believing that all the fixtures were covered by his mortgage, and without knowledge of the secret agreement between "A" and "B."

STREET RAILWAY COMPANY—LIABLE FOR CONDUCTOR'S ABUSIVE LANGUAGE.

Question: Please give your opinion on these facts: A lady boarded a street car and gave the conductor a quarter of a dollar from which to take her fare. He did not return the change, and when she asked him for it he became abusive, refused to pay it and insulted her by calling her a dead beat and a swindler, even after another passenger had informed him that she had given him the amount she claimed. Would you advise suit against the railroad company under such circumstances?

Reply: We think that the facts stated show a breach of the duty of the street railway company to its passengers. It was the duty of the company to receive any coin permitted to be tendered for fare under its rules and regulations and return the change to the passenger. It was also the duty of the company to carry the passenger safely and properly and protect her from insult, violent conduct of other passengers, of strangers or of its own employees. We think this duty was violated in this case and the passenger is entitled to be compensated for the humiliation and injury to her feelings which she suffered by reason of the insulting and abusive treatment she received.

ADVERTISING TO HOLD LOCAL TRADE.

Louis G. Quackinbush, in *The Advertising World*, speaking of the advertising done by local dealers, has this to say about advertising for the purpose of interesting the farmer and keeping him within the fold of home trade.

"Little is to be gained by any mode of attack that directly endeavors to undermine the mail-order houses in public estimation. Recourse must be had to subtler, more diplomatic methods. I go so far, in fact, as to believe that it is unwise for a merchant, by word or deed, in his advertising or otherwise, to give the slightest hint that he recognizes the competition of the mail-order houses. The merchant should stand squarely on his own feet. His endeavor should be to show, not why it is unwise to trade with somebody else, but why it is wise to trade with him. Much valuable space is wasted, and worse than wasted, by inexperienced advertisers in jibes at competitors—tacit detractions—that harm the detractor more than they do any one else. My advice to merchants who have suffered serious loss of trade through the work of mail-order houses is to utterly abandon the idea of "getting back at them" in newspaper ads, and by word of mouth, and to strive instead to strenghten their own individual means of getting in close touch with the country trade. I advocate, for the winning back of country trade that has been lost, a strong campaign of direct advertising through the mails. I am becoming continually more and more convinced that to get hold of the country trade, newspaper advertising has not the force of circular letters, special circulars describing, attractive offerings in an attractive way, well written and interesting store papers, or other forms of advertising literature sent direct through a good mailing list. For securing and holding the trade in one's own home town—that is to say, city or village trade—the newspaper is indispensable. But I greatly question if the farming classes are much swayed by newspaper advertising of the sort done by the average retail store in the average country weekly. Again, the extension of the rural free delivery system is causing city dailies to be extensively taken in rural districts where the country weekly formerly reigned supreme; and the influence of the latter is being continually diminished. Bearing these facts in mind, I strongly believe that the merchant who wants to win back the farming trade had best lay out his money in literature of his own rather than in the columns of the country newspaper. I have great confidence in strong, persuasive, forceful, personal letters, sent out from time to time to a selected list of rural residents within convenient distance of your store. I have greater confidence still in the sending out of bulletins of really attractive prices on seasonable necessities. And I have most confidence of all in a good monthly store paper (not necessarily pretentious or costly) which combines the friendly familiar talk about the store fixtures and store service with the descriptions of goods and details of prices which families in the country are never too busy to read.

"The only appeal which counts for anything in securing farming trade is the appeal to the farmer's self-interest. He must be led; for he cannot be driven. If you make much of the mail-order bugaboo, you alienate him almost infallibly. The only way to secure his interest and respect is to "boost" your own trade in a strong, fair, manly way, without knocking anybody else's; and to make him believe that it is to his own interest to patronize you. To that end, every letter or other piece of literature you send to him must possess full sincerity and earnestness. It must not have the hollow ring of insincerity or he will instantly detect it. Straight-forward, plain, flat-footed arguments will count in the long run. Don't attack the mail-order houses. Pay no attention to them in any way, shape or form. Go after the farming trade as if yours was the only store at which any wise and astute buyer could possibly think of supplying his or her wants. The whole world bevieves in the man who believes in himself.

FEWER FAILURES REPORTED.

Commercial failures in the United States during the first nine months of the calander year 1905, according to reports from branch offices of R. G. Dun & Co., were 8,860 in number and $76,234,028 in amount of liabilities, against 9,183 insolvencies in the corresponding months of last year, when the defaulted indebtedness aggregated $111,659,205. In manufacturing occupations there were 2,040 failures for $32,783,285 compared with 2,099 last year when the liabilities were $38,769,016. Trading defaults were 6,531 in number and $38,614,237 in amount, against 6,728 for $49,127,935 in 1904. All other commercial failures not properly included in the two chief classes, such as brokerage, insurance, real estate, etc., were 235 in number and $4,836,506 in amount; comparing with 356 defaults involving $23,762,254 a year ago. In addition there were 63 suspensions of banking and other fiduciary concerns, with an aggregate indebtedness of $12,072,406, against 76 for $20,810 in the same nine months of 1904.

CULTIVATE THE SELLING FACULTY.

How many clerks ever really sell any goods? We don't mean handing out what a customer calls for and taking his money for it. Almost any one can do that. That isn't selling; it's merely delivering something your customer has already sold to himself.

Try the effect of a concerted effort for one week on the part of your sales force to sell something. Take a single line—something that is seasonable and that people may be reasonably expected to want at this time of the year—Screen Doors, Hammocks, Refrigerators—make your own selection.

Post yourself thoroughly on the merits of the goods you decide to push. Find out what points of superiority they have. Study out the best way to present their advantages to a possible buyer. Get enthusiastic about them.

Then see that your sales force gets this information. If necessary, give them a little training. Get one of them to sell you the article in question. Raise some objection and find out how good a salesman he really is. Give your clerks all the information and help you possibly can.

Make the line you have selected the subject of your advertising

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SEWING MACHINES AND HARDWARE DEALERS, No. 2

The sewing machine situation in the United States at the present time presents features of peculiar interest. On the one hand, we still have what we might call the "old line" companies who apparently have not yet outgrown the old ideas of business which are characterized by their prices as well as their cumbersome and expensive system of handling the business. High priced solicitors, inumerable branch offices, conducted under large expense, installing methods necessitating an expensive system of bookkeeping, collectors and heavy losses from bad accounts, etc., etc.

Of course, the expense of these features is thoroughly covered in their selling price which, when the sewing machine becomes the property of the user, represents two or three times the cost at which the machine might have been owned by him.

The customer has simply bought the name which, when patents were alive, was good enough to cling to, but which has lost all significance with the expiration of these patents making the sewing machine a simple article of commerce the cost of which should represent nothing but the cost of the material, the labor and the manufacturers' reasonable percentage of profit added. The extravagant prices charged for certain sewing machines have nothing to do with their quality or the cost of making them. The necessary selling expenditures are added to the price without improving the quality of the machine in the slightest regard.

There are still some people who are willing to pay an extra price as a premium for the sake of a fashionable name but there are fewer of these people than formerly. At the present time, the great majority of thoughtful people who purchase a sewing machine care more for its actual merits and working qualities than for its name. They are perfectly willing to pay for quality but for quality only.

On the other hand, we have the other extreme of merchandising. The large city stores or catalogue houses flooding the market with machines of questionable origin, manufactured solely at a price to attract bargain hunters without any regard to quality or mechanical workmanship and when the hapless customer finds his machine out of order after the first few attempts at sewing with no expert mechanic to make the elsewhere guaranteed repairs except at a heavy cost, he finds that he has bought a price instead of a machine and the bargain usually turns out to be a most expensive and most irritating investment.

Here steps in as a happy mean, the jobber who produces the sewing machine and places it on the market at its actual commercial value through the time honored method of the Hardware dealer on the ground, and the sewing machines sold to the Hardware dealer at a close jobbers' margin are machines that combine *quality, standard features* and *popular price*...In buying them you buy neither a name nor a price, but obtain from the jobber all the quality features of an old time name and at a price which does not compel him to deceive you in quality. Behind it all stands the manufacturers' guarantee on which again is placed the jobbers' own guarantee making a doubly binding warrantee.

One of the ablest Hardware men now in the trade with an experience of thirty odd years in the business and who has been handling sewing machines for the last twelve or fifteen years, when asked to diagnose the catalogue house competition and to express an opinion as to how it might best be met, gave his views as follows:

"Catalogue house competition can best be met by using their own goods to fight them off. Let the Hardware dealer who is worried by catalogue house machines and prices send to the catalogue house and get one of their cheap machines and place it on sale 25 cents less than the catalogue house's advertised price. Thus, if the list price on a certain catalogue machine is $8.75, let his price be $8.50. He must let it be known throughout his territory that people need not send their money away to Chicago or elsewhere for this machine as he will supply the identical machine at his store for 25 cents less than the advertised price of the catalogue house. If he will advertise this information to all the people in the territory from which he draws his trade, it is a pretty safe proposition that any person who contemplated buying one of these machines will go to him to get it at a saving in price and freight, thus placing the dealer in the same position as the catalogue house when it is trying to swing a customer to a higher priced machine only that his position will be far stronger, even, for he gets that customer face to face with the catalogue house machine and shows it to him along side of his own superior machines, the chances are that the customer will not want the catalogue machine at any price and the odds are big that the dealer will be able to sell him one of his own machines. If, however, the customer must have the catalogue house machine, let him have it with a good grace but tell him that if at any time within thirty or sixty days, he is not satisfied with the catalogue house machine, he may return it and you will allow him exactly what he paid for it and let him have one of your better machines. This plan has been used with marked success and has not only increased the dealers' sewing machine trade but has practically wiped out the catalogue house competition in his particular section."

The popular claim of the old line companies that they own patents which make the mechanical construction of their machine superior to any other is unfair. Sewing Machines have been before the public so long that the important patents are all common property; therefore like Bicycles, they are very much alike in all essential features. To-day, the up to date manufacturer of sewing machines is the one who uses the principles which have survived the test of experience and has incorporated into his machines from time to time, tried improvements of merit among which may be especially mentioned the drophead feature which has added so greatly to the popularity of the sewing machine of to-day.

The sewing machine handled by the jobber and by him distributed to the Hardware dealer, are so simple in their construction and principles are so well understood that it is not necessary to follow the sale up with a teacher to give instructions how to run the machine nor with an expert mechanic to keep the machine in repair. All the operator needs to know is how to thread the machine and how to put work under the foot—the machine will do the rest.

In distributing sewing machines, the jobber offers to the retail Hardware of all sections of the country, a household necessity on which he can make a larger margin of profit than can be made on any other single specialty and fortunate indeed is the dealer who grasps the opportunity at once realizing that the margin will be greater in this line in the near future than later, when competition has greatly increased.

G. H. Dirhold.

St. Louis, Mo.

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for that week. Display it prominently. Advertise it in your local paper or whatever medium you use. Concentrate your efforts on this one line.

Instruct your clerks to see that no one enters your store without having his or her attention called to these particular goods. Talk to every chance buyer about them. Don't wait for your customers to buy—see if you can't sell them something.

Next week, concentrate your efforts in the same way on some other line. You will be surprised at the results. You cannot fail to make dozens of sales which would not have been made without this persistant effort.

The problem of making money in business is largely the problem of making sales. Other things being equal, the merchant who sells the most goods will make the most money. This is the end toward which your time and money should be directed.

What is needed in business is ideas. Good ideas, properly followed up, will do more than the hardest kind of work which is misdirected. Find out the best way to sell goods and put your energies into that.

By relying on salemen, rather than cut prices, by polite and attentive service, by keeping your store clean and attractive, by concentrating your efforts on the task of making sure that all your customers are supplied with everything in your line which they could possibly want, you can hardly fail to increase your profits materially.

The most successful merchants are those who realize the value of this principle. If you are not already working along these lines it's time to "get busy."—*Hardware Hints.*

MANIFEST ERROR.

Molly—He is a student at one of the big colleges.

Polly—Nonsense! He talked with us for an hour when he was here yesterday and never used a bit of slang.—*Somerville Journal.*

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Legal Matters

OF INTEREST TO HARDWAREMEN

AGENCY—PAYMENT OF MONEY—AUTHORITY.

In the case of Held, Trading as Brooklyn Vault Light Company, vs. Walker, recently decided by the Court of Appeals of the District of Columbia, the question was raised whether the defendant was justified in making payment to an agent who failed to turn over the money to his principal, the plaintiff. It appeared that the plaintiff appointed the person collecting the money to the conduct of an apparently general office, supplied him with stationery upon which his name appeared as agent, and placed in his hands for presentation to the defendant the bill of which he received the payment. The court held that these facts did not constitute conclusive evidence of a general agency justifying the payment of money to the person holding such agency, but raised a question for the jury, and that the trial court erred in directing a verdict for the defendant.

DRAFT—FORGERY—RECOVERY—MISTAKE.

The Supreme Court of Arkansas held, in the case of La Fayette vs. Merchants' Bank, that the drawee of a draft upon which the indorsement of the payee and his signature to a bill of sale on the back, which is the consideration of the acceptance of the instrument, are forged, who pays it in ignorance of the forgery upon its presentation, bearing the indorsement of the collecting bank, is entitled to recover the proceeds from the bank as money paid under mistake.

BANK—CHECK—PAYMENT—DRAWER.

The Supreme Court of Tennessee held, in the case of Pease & Dwyer Company vs. State National Bank, that under section 189 of the Negotiable Instruments law, providing that a check is not an assignment of any part of the drawer's funds, and that the bank is not liable to the holder until it accepts or certifies the check, the drawer of an ordinary check may, before it is accepted, revoke it and forbid its payment, and that any subsequent payment is made by the bank at its peril. The court further held that in order to place a check beyond the control of the drawer and preclude him from stopping payment thereon, it must be clearly shown that it was the intention of the parties to assign all or a part of the specific fund on deposit, and that the bringing of suit by the drawer of a check against the payee to recover the sum for which it was drawn was not a ratification by him of the act of the bank in paying the check after he had stopped payment thereon.

PARTNERSHIP—GOOD WILL—SURVIVOR.

The Supreme Judicial Court of Massachusetts held, in the case of Hutchinson vs. May, that the sale of the good will of a partnership at the instance of the personal representative of a deceased partner, as part of the firm's assets, did not preclude the surviving partner from entering into a competing business and soliciting trade from the customers of the old firm.

STREET CAR—PASSENGER—NEGLIGENCE.

The Texas Court of Civil Appeals held, in the case of Lewis vs. Houston Electric Company, that when a person desiring to become a passenger on a street car stations himself at a place where the cars are accustomed to receive passengers, and signals or calls to the motorman of an approaching car to stop the car, and such signal is seen by the motorman and the car slows up, an acceptance of the offer to become a passenger will be implied from the act of the motorman, and such person is entitled to be regarded as a passenger while in the act of getting on the car, though he attempts to board the car before it comes to a full stop, and irrespective of whether the motorman intended to stop the car for the purpose of allowing him to get on. The court also held that the attempt of a passenger to board a street car while it is in motion is not contributory negligence as a matter of law.

GREAT INCREASE IN TRADE-MARK REGISTRATION.

The new Bonynges trade-mark law, which went into force on April 1, 1905, has caused an enormous increase in the work of the Patent Office in recording applications. No less than 12,000 applications were filed during the first four months under the new act. Compare this with registrations under previous trade-mark laws and it appears that the increase has been tremendous. The first law was passed in 1870 and was repealed in 1881. In these eleven years only as many applications were filed as in the first four months under the present law. Of course, all applicants for trade-marks do not necessarily secure them, for the reason that many may adopt devices which are not registrable. and some, which might be too much like others, are already registered. Under the first trade-mark law two-thirds of the applicants secured registration. How many under the present law will also be registered cannot at present be ascertained; but as the law is a liberal one, it is assumed that a very large percentage of the applications will be allowed. The second trade-mark law was in force from 1881 to 1905. In those twenty-four years 60,000 applications were received and more than half of them allowed, namely 36,166. Applications under the second law were, therefore, at the rate of 2,500 per annum. It is expected under the present law that the applications will be about eight times as numerous. The Patent Office gives as the principal reason for the very great increase in applications for trade-marks the fact that the law provides for the registration of marks used in interstate commerce, while under the old statutes the trade-mark only applied to commerce with foreign countries and the Indian tribes.

AGRICULTURAL IMPLEMENT AND VEHICLE MANUFACTURERS.

The National Association of Agricultural Implement and Vehicle Manufacturers held their twelfth annual convention at Niagara Falls, September 27, 28 and 29. W. W. Collier, of the American Harrow Co., Detroit, Mich., president of the association, presided.

The report of F. E. Lukens, of Chicago, placed the membership at 373. The receipts for the year were $5,526.29, and disbursements, $4,735.02, leaving a cash balance of $773.27.

The principal feature of the Wednesday afternoon session was an address by Judge Grosscup on "The Solution of the Transportation Problem." His remedy was to have a new department in Washington, or a branch of one of the present departments, that would have nothing else to do but hear complaints, investigating them, and lay their findings before a special court for decision, the court to have no other business. The convention adopted a resolution favoring the suggestion.

The Committee on Patents, P. A. Meyers, of F. E. Meyers & Bro., Ashland, Ohio, chairman, made an interesting report, dealing almost entirely with the new Trade-mark law, which was the only patent legislation enacted since the last convention.

One of the principal addresses made before the convention was that of Dr. Elwood Mead, Chief of Irrigation and Drainage Investigation, United States Department of Agriculture, whose subject was "The Application of Power to Farm Work."

Chicago was selected as the place of the next meeting and new officers were chosen as follows:

President, C. F. Huhlein, B. F. Avery & Sons, Louisville, Ky.

Treasurer, Jos. Dain, Dain Mfg. Company, Ottumwa, Iowa.

Vice-Presidents: C. S. Brantingham, Emerson Mfg. Company, Rockford, Ill.; D. M. Parry, Parry Mfg. Company, Indianapolis, Ind.; Frank Slosson, Bain Wagon Company, Limited, Kenosha, Wis.; William W. Wiard, Syracuse Chilled Plow Company, Syracuse, N. Y.; Duane H. Nash, Millington, N. J.; W. R. Woodden, Nichols & Shepard Company, Battle Creek, Mich.; F. W. Blees, Blees Carriage Company, Macon, Mo.; C. E. Sheldon, Whitman & Barnes Mfg. Company, Akron, Ohio; E. R. Beeman, Monitor Drill Company, Minneapolis, Minn.; A. B. Farquhar, A. B. Farquhar Company, Limited, York, Pa.; C. B. Dempster, Dempster Mill Mfg. Company, Beatrice, Neb.; Wakefield Baker, Benicia Iron Works, Benicia, Cal.

Executive Committee: H. E. Miles, Racine-Sattley Company, Racine, Wis., chairman; W. B. Brinton, Peru Plow & Wheel Company, Peru, Ill.; Newell Sanders, Newell Sanders Plow Company, Chattanooga, Tenn.; F. D. Suydam, Milburn Wagon Company, Toledo, Ohio.

RETAIL HARDWARE, IMPLEMENT & VEHICLE DEALERS' ASSOCIATION, OKLAHOMA CITY, OKLA.

They report being in readiness to commence an active campaign for membership and for more official work immediately, and we hope to hear something interesting from them from time to time. Just at present the thing which interests the association most is the establishment of branch houses of the large manufacturing concerns in Oklahoma City. They have already secured the National Harvester Company, J. R. Case Threshing Machine Company, Reeves & Co., Northwest Thresher Company, the Geiser Manufacturing Company, and the Oklahoma-Moline Plow Company and the Columbus Buggy Company, while the John Deere Plow Company and the Kingman-Moore Implement Company have both purchased ground for the erection of large buildings in the immediate future. Parlin Orendorf, The Rock Island Plow Company, and the Racine-Sattley Implement Company and several others are investigating the proposition with the prospect that the bulk of the large houses will find it necessary to have their branches there before the end of the year 1906. This is recorded as a very good indication of development and prosperity of Oklahoma and Indian Territory, which will be augmented by the early admission into Statehood, which is expected as a result of the next session of Congress.

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Trade Meetings

AMERICAN HARDWARE MANUFACTURERS' ASSOCIATION.

The annual meeting of the American Hardware Manufacturers' Association, that will be held at the same date as the National Hardware Association, will have their headquarters at the New Willard, Pennsylvania Avenue and Fourteenth Street. Special rates have been obtained for the delegates and their friends who may desire to be in the same hospitable establishment as the manufacturers, and F. D. Mitchell, the secretary-treasurer of the Manufacturers' Association, requests that any requisitions wanted will be secured early as possible, because it is expected that a larger attendence than usual will be on hand. For such requisitions parties should write the New Willard direct. Secretary Mitchell has recently distributed the following letter to the members of his associations for their guidance and convenience of this occasion:

IDENTIFICATION BADGES.

To the Members of the American Hardware Manufacturers' Association:

Dear Sirs—At the annual meeting of this association, which will be held in Washington, D. C., November 8th, 9th, 10th, concurrent with the annual meeting of the National Hardware Association (Jobbers), a new form of badge will be furnished to such delegates of both associations as have signified their intention of attending the conventions.

These badges will display in attractive medallion form, on celluloid, in plain (Gothic) type, the name of the individual, together with the name and address of the company represented, and by the color of a small ribbon attached will indicate whether the individual is a manufacturer, jobber or some guest of either association.

The use of this identification badge will do away with other badges and number buttons with printed keys, heretofore used, and is designed to be clearly readable at a distance of four feet.

We enclose herewith return-addressed postal form, which kindly use in advising this office the names of the delegates from your company who purpose attending the convention, and for whom identification badges should be made.

We have arranged to have made up at the convention, by the hand-engrossed card inserts, badges for those who decide at the eleventh hour to attend; but in order to secure the celluloid form, it will be necessary to furnish "copy" to the concern manufacturing the badges not later than the 25th instant, and we would suggest the expediency of having all names possible included in the list to be sent on the 16th inst. to this concern, to insure correction of any typographical errors which may develop.

The various passenger associations have granted a one-and-one-third rate for round trip to Washington, D. C., under the certificate plan; wthen purchasing ticket be sure and secure a signed "*certificate*" (not a receipt) from the ticket agent, which, *when vised* by the passenger's association's agent at Washington, will entitle to purchase of return ticket at the one-third rate.

Yours very truly,

F. D. Mitchell,
Secretary-Treasurer.

It is generally supposed by the trade that supreme importance at the combined conventions will be given the Catalogue House Question, the jobbers treating the matter in an exhaustive manner by devoting a large part of their discussions to the settlement of some plan for final action. The jobbers will ask the manufacturers undoubtedly to formulate some plan that can be approved by the convention, which will effectually do away with the present friction in their relations with the trade having reference to this subject. All other matters touched upon in the proceedings will be made subservient to this, which will be handled by the assembly in a manner worthy of the dignified committee having it in charge.

PENNSYLVANIA RETAIL HARDWARE ASSOCIATION.

At a meeting of the Executive Committee of the Pennsylvania Retail Hardware Association, held at Williamsport, Pa., recently a very vigorous stimulus was given to Association work. It was decided among other things to at once employ a solicitor to canvass the State in the interests of the Association, and to include at the same time the Mutual Fire Association. A suitable man has since been secured and is meeting with marked success in his canvass. The officers of the Association are expecting to double their membership during this year. They are now working on the programme for the next convention which meets in Williamsport, and expect to have the most successful meeting in the history of the Association. They have a live corps of officers and an energetic Executive Committee.

THE WHOLESALE AND RETAIL HARDWARE JOINT COMMITTEE.

The members of the Wholesale and Retail Hardware Joint Committee met in St. Louis Monday, Sept. 25 at the Hotel Jefferson, to consider a number of matters which related to their special interest. There was a very large and representative attendance showing the unbounded interest taken in their programme. The General Conference on the succeeding Wednesday and Thursday was called for the purpose of taking united action in regard to the Mail Order and Catalogue House competition and the Parcel Post question as well. The Joint Committee re-elected the former officers for the ensuing year including S. Norvell, St. Louis, Chairman, and T. James Fernley, Philadelphia, and M. L. Corey, Argos, Ind., Secretaries. A new office, that of Vice-Chairman, was created and E. M. Bush, Evansville, Ind., Vice-President of the National Retail Hardware Association, was elected to that position.

The following Committees were appointed, the Chairman of the Joint Committee being an ex-officio member of each Committee.

Sporting Goods—W. P. Bogardus, chairman; S. R. Miles, W. S. Wright, R. A. Kirk.

To Investigate Prices Quoted by Catalogue Houses—M. L. Corey, chairman; R. A. Kirk, E. M. Bush, S. R. Miles, W. S. Wright, C. B. Carter, T. James Fernley.

To Correspond with Manufacturers and Others Selling to Catalogue Houses—T. James Fernley, chairman, M. L. Corey, R. M. Dudley, C. B. Carter, W. S. Wright, R. A. Kirk, W. P. Bogardus, S. A. Bigelow.

To Take Up the Catalogue House Question with Retail Trade—M. L. Corey, chairman; T. Frank Ireland, S. R. Miles.

To Take Up Catalogue House Question with Jobbers—T. James Fernley, chairman; R. A. Kirk, W. S. Wright.

On Press & Publicity—T. James Fernley, chairman, M. L. Corey, C. B. Carter.

To Correspond Through Jobbers with the Retail Trade in the South on the Catalogue House Qufstion—C. B. Carter, chairman, R. M. Dudley, M. L. Corey.

The following summary of the business transactions will convey a pretty general idea that they found business enough to take up.

Telegrams were sent and appreciation expressed for the co-operation received from a large number of manufacturers and telegrams were sent and letters written to a number of manufacturers asking for relief and cooperation on their lines of goods, some of whom are favorable to the cause and others who are not. Consideration was given to the reception of these replies to the fullest extent.

There was action taken regarding the recent order of Fourth-Assistant Postmaster General about numbering rural letter boxes.

A resolution was made to support the Winchester Repeating Arms Company and other manufacturers in their effort to regulate Catalogue House methods.

Action was taken by the secretaries to obtain definite information previous to the Washington Convention, November 8, 9, and 10, regarding the position of certain manufacturers on the Catalogue House Question.

An invitation was read by the President of the National Hardware Association to retail members of the Catalogue House Committee to attend the Washington Convention.

Plans were outlined for discussion of the Catalogue House Question by manufacturers, jobbers and retailers at the Washington Convention of the National Hardware Association.

Action was taken towards interesting associations in all other mercantile lines in the Catalogue House movement.

Attention was called to the numerous advances in prices on many standard goods in recent mail order catalogues issued.

Attention was called to the dropping of many standard manufacturers' brands in recent mail order catalogue.

It was decided to publish soon after the Washington meeting, for distribution to the entire jobbing and retail Hardware trade of the country a pamphlet giving in detail the attitude of every favorable and unfavorable manufacturer and jobber on this question.

Action was taken by the five officers present of the National Retail Hardware Association affirming the resolution of the National Association at its last convention at Indianapolis endorsing the work of the Catalogue House Committee and recommending the retail Hardware merchants of the country to show their appreciation of the support they have received from manufactur-

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ers and jobbers by giving such manufacturers and jobbers preference in the buying of their goods.

Appreciation was expressed of the fair treatment received generally from the trade press of the country in the discussion of the Catalogue House Question.

Endorsement was made of articles that have appeared on the Catalogue House question in the bulletin of the National Retail Hardware Association.

Discussion was had of the indirect sources of supply of Catalogue Houses on certain lines of goods.

Believing that questions such as this can be successfully handled only by associated effort, it was strongly urged that all jobbers and retail merchants join the Association and work with them.

The Committee deprecated the fact that the private-brand question should have been injected into the Catalogue House discussion by those who are unfriendly to the movement.

The Committee endorsed the pamphlet prepared by the Southern Hardware Jobbers' Association on the Catalogue House Question to be distributed among the Southern Hardware trade, and also endorsed the work in progress in uniting the efforts of associations in every line of mercantile business on the same question.

There was an expression of appreciation at the large attendance and the interest and enthusiasm shown by the secretaries of the various associations attending the Secretaries' meeting at St. Louis.

Action was taken with a view to securing more active cooperation by the traveling salesmen in all lines interested in this movement.

The difference between the active and successful efforts of a large number of manufacturers and jobbers in this movement and the passive and ineffectual ecquiescence of some others who have pledged their support, was dwelt upon with emphasis.

It was decided that the official year of the Wholesale and Retail Hardware Joint Committee will expire the first Monday in July of each year.

In closing this session of the Joint Committee it was noted with pleasure that perfect harmony existed and unity of purpose was everywhere visible in everyone in the ranks. The feeling was that the work of this Committee had led to a much closer drawing together of the Jobbing and retail Hardware interests of the country.

IOWA HARDWARE MUTUAL INSURANCE ASSOCIATION.

If you are not a policy holder perhaps you have forgotten what the Iowa Hardware people are doing. In 1903 they organized an insurance company to get insurance at cost and hold the rates down on their Stock Co. Policies. They get fair adjustments in case of loss, demonstrate that Hardware Stocks have been paying excessive rates of insurance, demonstrate the value of association work, and they have written $1,150,000.00 of insurance. They are paying cash rebates of 25%, but expect to pay a larger rebate on the business now being placed on the books. To this date they have saved their policy holders more than $4,000.00 on their premiums paid. Address A. R. Sale, Secretary, Mason City, Iowa.

THE SAN FRANCISCO TRADE.

Brilliant trade conditions reported of late still continue. Farmers' staples are showing more tendency to fluctuate than for some time. Raw wool is held so high by the growers that buyers are withdrawing from the market. Hops have steadily declined during the past fortnight and are now lower than for weeks past. Provisions, too, have gone down. Per contra, the dry goods trade is so active that reports say it is difficult to satisfy all the orders now being received. Canned fruits and vegetables are well cleaned up throughout the coast and the demand continues brisk. The market for dried fruits of all kinds is scantily supplied and very stiff, with prices high, and the market has not been in such fine condition for years. Dairy products and groceries are also in quick demand as a rule, with the merchants, manufacturers and farmers satisfied with current conditions.

California is interested in the proposition to expend several millions in maintaining in New York City a permanent world's fair. This State pioneered the way for it in the permanent exhibit of resources in the museum of the State Board of Trade. That exhibit, which is visited by an average of 10,000 people per month, is to this State, its people, its capacities, what the New York exhibit will be to the world. In the permanent exhibit in New York this State wants to figure in great splendor. When latitudes wide apart and longitudes that have the world's great bulk between them show in New York the products nourished by their far-apart physical conditions, California can show the same as exotics, finding in her soil and climate conditions as congenial as those of their natural habitat. This is the one great fact which this State desires to impress upon the world.

The old site of the Osborn Hardware and Tool Company in the seven hundred block of Market Street, the finest retail location in the city, changed hands this week for $500,000. This is somewhat over $10,000 a front foot, the highest price ever paid for property in San Francisco. The improvement on it is a one-story, frame, no-account building.

The Occidental and Oriental Steamship Company's liner, Doric, left port last week with a large quantity of machinery for Japan. Some single pieces weighed ten tons. The shipment of machinery to Japan has been very heavy for some time and future shipments promise to be even more extensive. The Manchuria, which followed the Doric this week, carried William Jennings Bryan and family and ten locomotive boilers, each weighing fifteen tons, and one of the largest shipments of manufactured steel and iron ever shipped from this port.

A. C. Rulofson was a principal in the organization this week of San Francisco Engineering Club, for education and fraternalization of its members. Builders and consulting and constructing engineers are eligible to membership.

Secretary of War Taft and party arrived yesterday, September 27, from the Philippines and ports in the Orient. Congressman Charles H. Grosvenor, the veteran statesman from Ohio, is one of the party. In an interview last night this gentleman said: "The great opportunities for the growing of hemp impressed me more than anything else we saw on this great trip. There are wonderful things to be done with this product in the Philippines during the next few years. Hemp is a natural monopoly in general, but here I saw great fields of it. Many acres of this green product waved sturdily in the soft breezes, and the vigorous growth I saw there promised good things for us in the future. The soil seems naturally adapted to the growth of hemp and the climate is especially propitious for its cultivation. With advanced American methods, I look for this to become the most valuable export of this great country. There is, of course, plenty of rice and tobacco everywhere, yet I do not believe that these products will be shipped to the United States in great quantities. China and Japan are the natural ports for the Philippine Islands, and these two products will find a quick sale there, even with increased production. But not so with hemp. The United States is the market for it, and to the United States ports it will be shipped."

The immense job of moving the colossal plant of the Pacific Hardware & Steel Company is ended, and it is now in its new three-story building at Townsend, Seventh and King Streets. In its new quarters it is by far the largest Hardware establishment in the West and one of the most complete in the United States. The main building has a frontage of 275 feet on Townsend and King Streets, and 264 feet on Seventh Street, making this the most extensive of any business structure west of the Mississippi River. In the downtown building vacated an extensive salesroom is being fitted up, and between here and the new site, a mile away, an automobile half-hour line is being conducted for the purpose of showing customers the new home of the plant.

One of the mammoth sky-scrapers now rising in San Francisco is the Monadnock Building, adjoining the Palace Hotel. The Palace Hardware Company will furnish this great structure with P. & F. Corbin finishing Hardware.

The Paraffine Paint Co., of San Francisco, is building a $100,000 addition to its plant in West Berkeley. The company will manufacture felt in connection with enlarging its capacity for turning out paints and building paper.

The Union Hardware & Metal Co., of Los Angeles, Cal., are erecting a four-story wholesale Hardware house, 170x218 feet. They are also erecting a warehouse 150x218 feet. It is proposed to have trackage inside of this warehouse for the loading and unloading of cars.

The Seattle Steel Company has moved its plant from Lake View to Humphrey, Wash., and has much enlarged it. E. M. Wilson is now president and general manager; William Pigot, vice-president and treasurer, and W. S. Burt, secretary. The company manufactures bar iron, light rails and fastenings and structural iron and steel, including a large assortment of iron and steel plates, and finds a ready market for its products. The plant regularly employs about 150 men, and uses scrap iron and steel only in its manufacture, the supply of scrap having been found adequate so far for its needs.

INDUSTRIAL PRESS ASSOCIATION.

KNEW HER.

Kate—Millie says Jack tried to kiss her and she called him down hard! Do you believe it?

Tom—I believe that he tried to kiss her, yes.—*Detroit Free Press.*

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OUR BRITISH LETTER.

(From our Special Correspondent.)

London, Sept. 28.

THE PRESENT POSITION OF IRONMONGERS' ASSOCIATIONS.

The position of ironmongers' associations is now being reviewed by many ironmongers, both associated and unassociated. It is felt that there is scarcely sufficient life and energy among branch associations, and well wishers of the movement are afraid that association work is becoming stereotyped and that but few new subjects are being introduced for discussion and that the majority of associations are content to deal only with those questions which have already occupied their attention. There is a feeling abroad that a number of new associations could be formed and present associations strengthened if a better record could be given and more permanent benefits assured to would-be members. The president of the Ironmongers' Federated Association has just issued a circular letter to the secretaries of local associations naming several of the old subjects as suitable for discussion during the coming Autumn and Winter, and has invited correspondence from branch associations in order that any further matters which may be brought under his notice can be discussed at the next meeting of the Central Board. The London Ironmongers' Association, who hold their next meeting shortly, intend to bring forward the question of an extended mission scheme, and will review the present position of associations with a view of organizing some scheme of visiting towns where ironmongers are not yet associated and of doing something to further on the work. Personal canvass appears to be the only way by which ironmongers can be brought to regard associations in their true light. It is difficult in England, as also in the United States, to point to direct benefits, and ironmongers, unfortunately, are reluctant to pay subscriptions or give time without being assured of some equivalent personal benefit, although it may be quite evident that in the aggregate benefit has accrued in the past and will do so still more in the future, and, therefore, some will benefit directly, but all will benefit indirectly. Manufacturers are quite ready to recognize that association is a power which must be dealt with gently, and its warnings regarded. Such questions as price maintenance and direct trading cannot be overlooked, and the requirements of associations in these matters must not be lightly treated.

ASSISTANTS' ASSOCIATIONS.

In previous letters I have referred to the progressive action of Liverpool ironmongers and assistants and to the honor which belongs to that town of forming the first ironmongers' assistants' association. The Association, which has been in existence some little time, has had a successful career, sufficient to show assistants in other towns that combination on the part of ironmongers' assistants is not only possible, but practicable, and that the benefits arising from such combination are beneficial; further, many ironmongers in Liverpool who are employers of some of the associated assistants are quite ready to admit that the formation of an association on the lines of the one in Liverpool is in no way detrimental to the interest of employers, but, rather to the contrary. By association assistants are enabled to take a broader view of trade questions, and to recognize that their best interests lie in becoming more efficient in trade matters and in gaining greater knowledge of the Hardware trade. Some excellent papers have been read before the association, and a good deal of native talent and ability has been called forth in consequence. During the past few weeks many letters have appeared in British trade journals urging the extension of the present scheme and advocating not only the formation of branch associations in other parts of the country, but the creation of a National Assistants' Association, in which the membership should be general, and assistants residing in the most isolated districts could reap the same benefits as their more favored brethren in towns. This question has now been taken up seriously by the Liverpool Assistants' Association, and at the last meeting of that body a resolution to the effect that the Liverpool Association should undertake the formation of a National Association of Ironmongers' Assistants provided that a sufficient number of assistants responded to the call. The secretary of this association, R. G. Fleming, of 29 Dale Street, Liverpool, is very enthusiastic about the success of the undertaking.

HEADWAY IN THE GAS STOVE TRADE.

Ironmongers are now making some headway in the gas stove trade and there are indications that at least some portion of the business which they formerly lost in consequence of the gas companies adopting the hiring-out system may be regained. Just recently a draft agreement has been drawn up between the Croydon Gas Company and the local ironmongers' association in that town, by which the gas company make provision for accepting ironmongers as accredited agents for the sale of gas stoves and cookers, also allowing certain commission on the introduction of new customers who are willing to use stoves on the hire or hire-purchase systems. There are many favorable clauses in the agreement by which ironmongers will benefit, and it cannot be overlooked that in addition to direct results from such agencies ironmongers are placed in a better position to obtain work, sell gas-fittings, and secure business for gas cooking sundries and kitchen accessories than they would otherwise be provided if the whole of the gas stove trade was negotiated directly by the gas company. The officials of the I. F. A. regard the position as hopeful, and are assured that what has been done in this one instance may be done in many parts of England; there is, therefore, some prospect of this restoration of the gas stove trade being accomplished in many parts of the country.

THE IRON AND STEEL INSTITUTE.

The Autumnal meetings of the Iron and Steel Institute will be held at Sheffield from the 26th to the 29th of this month. The meetings will be held at the new University Buildings, and considerable interest will be felt in the visits which the Institute will pay to the great armor-plate and gun-making firms in the neighborhood of Sheffield. Numerous papers will be read and discussed, among others M. Guillet, of Paris, will contribute a series of researches which he has made to ascertain the best kind of steel for use in motor-car construction

ELECTRICITY FOR IRONMONGERS.

It is felt that now is the time ironmongers should take a determined stand to prevent a similar mistake being made with electricity to that which ironmongers made in the early days of the gas business. Although British ironmongers sold gas fittings in a desultory way from the commencement of the industry, they often failed to grasp opportunities and allowed local gas companies, plumbers, painters and small traders to secure business in fittings and to take up agencies for incandescent burners and other novelties which were from time to time introduced. The Electrical Exhibition, which is to be held at Olympia, London, from September 25th to October 21st, will be a great object lesson, showing to traders the large number of electrical contrivances which are now on the market, and giving ironmongers an opportunity of judging the possibilities of business in electrical goods. It is hoped that the Exhibition will be visited by a large number of British ironmongers and that business will result, and also that agencies may be established so that a fair share of the new business which will inevitably result from the Exhibition may be negotiated through the Hardware trade.

CONFERENCE OF AGRICULTURAL ENGINEERS AT LIEGE.

The progress of the Conference of Agricultural Engineers at Liege has been watched with interest by British makers of implements and machinery, and the results of this novel international congress will, doubtless, be far reaching and will affect American makers of implements and machines in an equal degree. Resulting from the discussions arising out of excellent papers read by European experts resolutions were passed dealing with several of the burning questions of the day. The desirability of establishing trial stations in agricultural countries that do not at present possess them was endorsed; it was also recommended that each country represented at the congress should appoint commissioners to draw up a programme of trials of agricultural machinery, in order that the full efficiency of machines might be attained and that agriculturists might be urged to purchase only those implements and machines which will stand the test of meeting the requirements of the different countries in which they are to be used. The congress was so successful that it was considered that future congresses which it is intended to hold on similar lines should be even more far reaching than the one just held, and it was agreed that in future gatherings agricultural industry, agricultural instruction, agricultural engineering should be equally represented. Reference was made at the congress to the importance of extending instruction in order that the farmers of the future might be trained in the use of labor-saving implements and machines, and also that they might become fully acquainted with the advantages of those machines which manufacturers in Great Britain and the United States of America provide them with. Among the questions discussed were modern methods of wind pumping, heating engines and hydraulic motors, and a very interesting paper on the "Influence of Agricultural Mechanism in Improving the Social Condition of the Laboring Population," was read.

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TECHNICAL SCHOOLS FOR USERS OF AGRICULTURAL MOTORS.

The use of agricultural motors is gradually extending in Great Britain, and the improvements in up-to-date agricultural machinery and mechanical motor power is being very prominently brought before users, not only by manufacturers, but by persons interested in the success of British agriculture. Fred. Taylor, the secretary of the Essex Agricultural Society, has just issued a circular letter to manufacturers of motors and agricultural engineers suggesting a general meeting of makers of such implements in order to discuss the practicability of instituting a series of field trials for motors and other modern agricultural machines. According to present arrangements the meeting will probably take place during the present month. The feasibility of giving instruction as to the employment of such implements to a selected number of students will also be discussed at the meeting. We shall probably hear more of the matter shortly.

THE ANNUAL DAIRY SHOW.

The next important event in the agricultural world will be the annual Dairy Show, which will be held, as usual, in London, at the Agricultural Hall early in October. Many gold and silver medals are offered and prizes will be awarded for proficiency in butter-making and in dairy work. There will be, as usual, keen competition between manufacturers of dairy appliances for the awards offered, and especially for the silver and bronze medals for any new invention showing a distinct and practical improvement.

HARDWARE VIEWS OF AN OBSERVER.

By W. H. Kilborne.

A run about among the Hardware dealers of New York City finds them in good spirits under an excellent Fall trade. The impetus which has been given to building during the past few months has had its effect in quickening the business with dealers, although they are cautious in extending credit to any but the regular builders of their acquaintance or of excellent reputation. The real estate business, and the contracting and building business to some extent has been overrun by an undesirable class with whom etxreme caution is advisable. Hence dealers are very wary along this line.

A movement was made in some quarters during the Summer months to gain some time from the store by early closing. One dealer in Broadway, Brooklyn, reports that while previously retailers had kept open all hours, last Summer he closed down tight at 7 p. m., while his business increased, notwithstanding the fact that some of his neighbors were very much alive in the rear of their stores while the front was ostensibly closed.

Dealers occasionally chafe over the apparent necessity of dividing their profit, not simply with the jobber, but with any Tom, Dick or Harry that gets hold of some samples, and securing practically jobbers' prices, starts out to get some business from the dealers to warrant his existence. It would seem, however, that this complaint is hardly a reasonable one, for in the Hardware business, as in many another, quantity is what cuts the ice. A dealer can place his order with whom he pleases and when he pleases, and if it is big enough to command special consideration, he will get it—otherwise, not. In the West much progress has been made in the Hardware business in combining dealers' orders for various articles and securing bottom prices. We know of at least one man out in Illinois who has made a good thing for himself and saved money for the dealers whom he has banded together to buy certain things in common.

Some practice like the above is necessary to successfully combat the mail order houses. The Hardware merchant must start in on the ground floor at least—or the sub-cellar if possible. We have before us a circular issued by E. M. Austin, of Litchfield, Ill., who combines a furniture with a Hardware business, though in speaking of the Illinois combination we had no reference to Mr. Austin. Mr. Austin gets out a big newspaper sheet circular monthly and prints 4,000 of these circulars monthly. During September he conducts a "Special Wage Earner's Sale," when prices are made specially interesting. He prints a list of some fifty different articles in Hardware, with prices of each under the head of "Value" and "Wage Earner's Price," the latter of which, needless to add, is much below the former. He prints a list of twenty-five users of the *"What Not"* ranges and says: "Ask these—not us." In order to successfully combat mail order competition an aggressive movement is necessary to increase the turnover in order to have plenty of leeway to name prices sufficiently low. This Mr. Austin is doing and his methods are worthy of emulation by others.

But to get back to the big cities. A favorite topic among dealers is a method for successfully bucking the house furnishing departments of the department stores. With most customers of the latter a hammer is a hammer, and patrons of department stores are not skilled mechanics looking for tools. They are women looking for cheap kitchen utensils, etc. Now, the proper offset to this would appear to be to make the Hardware store especially attractive to women. It might be a point worth considering whether the installation of a kitchen cabinet in the window full of the proper articles, ticketed with prices, would not be an excellent plan. Possibly this has already been done in Hardware stores. But the plan is worthy of general adoption, for it would appeal strongly to women and be much more effective than the sight of a bunch of kitchen "tools" that, no matter how nicely arranged, are only in a conglomerate mass compared with the advantage to which they are shown on a modern kitchen cabinet. The latter, too, is good merchandise, and can be easily sold when desired. This is a plan of window furnishing that should be welcomed in many quarters, for it is rather difficult to get up Hardware windows that will attract a great deal of attention. It is worth the effort, however, and must be done if dealers would get the women coming their way. They have the men all right, but they will need to cater carefully for the trade of the women, who in large cities are prone to get everything possible at department stores unless there is a good counter-argument.

A feature of the building boom that is manifest all over the country, especially in the larger cities, is the increase in the sale of oils and ready-mixed paints. Some of the New York Hardware dealers tell us that they have been making more of a specialty of this line, with very satisfactory results.

CORRESPONDENCE COLUMN. *(Continued.)*

THE ALBANY TRADE.

Conditions of trade in this section are favorable, especially in the wholesale lines. Smaller dealers in the country towns are enjoying a good trade from the farmers, who have excellent crops, and the wholesale dealers are consequently benefited by this. The city retail trade cannot be spoken of in as favorable a light just at the present time. The weather has been so agreeable as to keep many people away in the country, and this interferes to quite an extent with the early Fall retail trade usually expected at this time of the year. The firmness of the market and the excellent demand for goods reported throughout the country, however, is stimulating, and it will be a great disappointment if this Fall trade does not equal if not exceed preceding years. We are glad to report so favorably and hope that this condition is general throughout this section of the country.

Albany Hardware & Iron Co.
Chas. H. Turner, President.

THE MINNEAPOLIS TRADE.

We are busy as we never were before and we think that is true of every dealer in the Northwest in all lines. There is a fair crop of wheat at a little better than fair prices, a very large crop of flax at a low price, probably yielding an average price per acre, a large crop of barley, oats and corn. Farmers are in exceedingly prosperous condition, and apparently cleaning up their store accounts and buying freely and will have plenty of money to put away in the bank. Farm mortgages as a general proposition well cleaned up. In the city real estate moving more freely than for many years and at higher prices and in spite of large number of flats and houses erected and in process of erection, rents are very scarce and high, same applies to stores and offices. Plenty of work and good wages for any one that wants to work. A general prosperous condition. Collections were bad for several months, but now money is coming in quite freely We think we will find 1905 has been a most prosperous year for Minneapolis and the Northwest, and probably considerably larger volume of business done than ever before.

W. K. Morrison & Co. (Incorporated.)

THE ST. PAUL TRADE.

When the sun shines as brightly as it usually does here, and as it has for weeks past, when prices are firm, with an upward tendency, when orders come in every mail both from customers direct and from salesmen, and when good health exists amongst your friends and yourself, then surely happiness should beam from every countenance. Such a condition covers all of St. Paul. Surely, we are favored by Providence in many ways. Every indication points to a good business for some months to come. We wish that every one could find their homes in this favored locality. Collections are beginning to come in, and soon we hope to realize on that good crop so that every one will feel the relief of being released from debt and have energy to make new improvements.

Hackett, Walther, Gates Hardware Co.

NOT QUITE.

There was a very small audience in the theatre and it was dwindling away. On the stage the hero and heroine are meeting "by moonlight alone."

Hero (to heroine)—Are we alone?

Heroine (thinking of the audience)—Not yet; there are two fellows near the door who look as if they might be able to sit through another act.—*London Tit-Bits.*

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RECENT TRADE PUBLICATIONS.

Davis & Cook, Watertown, N. Y., have sent us a new envelope size catalogue containing a description of Cook's Patent Adjustable Level and also illustrations of various kinds of wood levels with nickel and brass trimmings, every one of which they claim is made in the best manner and thoroughly tested before leaving the factory. In referring to their Railroad Track Levels, Street Road Track Levels and Track Gauges they state, "These levels are unusually well made and handsome. Very reliable and accurate. Perfect in adjustment, and edges fully protected by iron. The leveling appliance when not in use is protected by discs. The leveling glass can be seen from either side and 10 or 15 feet distant." Attention is called to their new Iron Levels which they strongly recommend to all using that style of level. The patterns are light and attractive, the edges lightly finished, and body fully protected by two coats baking Japan. Their aluminum levels are cast hollow and very strong and are not affected by climate. For prices, etc., write for catalogue.

Crescent Handle Works, Evansville, Ind, manufacturers of Agricultural Tool Handles, Logging Tools, Elm Hub Blocks, etc., are distributing their Catalogue A, illustrating and describing the regular goods they are now making. They state in regard to their Agricultural Tool Handles, "All handles are finished with a hard, gloss polish, and are very carefully and uniformly graded. We cordially invite inquiries for prices on our regular goods, or anything in the nature of handles of ash, hickory, maple, etc., any length from one to twenty feet." The catalogue will be found valuable to select from, and if you have not already received one send at once.

Hemp & Co., St. Louis, Mo., manufacturers of Patent Lock Stove Pipe, Elbows, Sheet Metal Goods and Japanned Ware Specialties, have recently published a neat little catalogue, which they take pleasure in presenting to the Hardware and Stove trades. They call attention to the steady growth of their business as a guarantee of their strict reliability. They state, "Our enlarged factory, together with the latest improved machinery, gives us advantages not possessed by any other manufacturer of this class of goods in the United States, thus enabling us to give our customers the benefit of low prices and first-class goods." They claim that their lock stove pipes are of the very highest grade and the best on the market, and that only the best selected stock is used in their manufacture. They also state that their corrugated and adjustable elbows are carefully made of full weight material, are the strongest made, and are far superior in workmanship and finish to any other make of elbows on the market. Cuts are given of these lock stove pipes and elbows and descriptions and cuts are also given of their camp stoves, stove drums, head lamps for hunters and fishermen, canteens, bath tubs, tanks and pumps. Catalogue and price list will be gladly furnished on application.

Wilcox Manufacturing Co., Aurora, Ill., have presented us with an exceedingly attractive catalogue (No. 6) of their door Hangers and Hardware Specialties. The catalogue has been very carefully prepared with a view to giving a description of the entire line of goods manufactured by the Wilcox Company in as brief a form as possible. It is in large pamphlet form, measuring 8½" X 6", is finely printed on excellent paper and is extensively illustrated. Each cut is numbered and prices and descriptions are given on the opposite page. The book is divided into seven sections, the first page of each of the first six sections showing views of the interior of the company's extensive plant. The first section is devoted to Wilcox House Door Hangers; Section II. to Wilcox Overhead Carrying System, Hand and Power Cranes, Hoists and Carriers; Section III. to Wilcox Barn Door Hangers and Accessories; while Section IV. deals with Wilcox Hardware Specialties. Section V. treats of the Wilcox Rolling Store Ladders; Section VI. of the Wilcox Fire Door Equipment; and Section VII. of the Wilcox Ball Bearing Mounted Grindstones and Emery Wheels. For more complete information pertaining to these lines write for special catalogue.

The Samuel Winslow Skate Manufacturing Co., Worcester, Mass., has recently sent us a very attractive little catalogue in pamphlet form, describing the different kinds of ice skates manufactured by them, among which may be found Winslow's National Club Skates, St. Nicholas Skating Club Rink Skates, Winslow's "Dutch Flyer" Skates, Hockey Skates of various styles and Winslow's Double Runner Skates. Cuts representing these various makes are also given. A copy of the pamphlet will be gladly sent on request, and a special Roller Skate Catalogue may also be obtained on application.

Sargent & Company, New York, N. Y., and New Haven Conn., have presented to the Hardware trade a pamphlet of advertisements and electrotypes describing their Gem Food Chopper, which they claim is superior to any other make as it not only cuts raw and cooked meat but it also chops all kinds of vegetables, fruits, eggs, bread, nuts &c., in uniform pieces without mashing or grinding the various substances. They suggest advertising in popular women's magazines and local papers and agree to furnish advertising helps, cook books, envelope slips, folders, show cards for use in store window displays and electrotyped ads. Illustrations are given of these advertisements and electrotypes, which they will be only too glad to send to customers, thus enabling them to advertise in an intelligent manner, and they are willing to do all in their power to help dealers in keeping the "Gem" Chopper at the front. For further information send for this interesting booklet.

Gerstendorfer Bros., 231-235 East Forty-Second St., New York, N. Y. have placed in the hands of the trade an illustrated catalogue of their popular Decorative Household Specialties, which they claim are just as represented and of the highest standard. Descriptions and cuts are given of "Our Favorite" Gold Enamel, "Japanese" Gold Paint, "Sapolin" Gold Enamel, "Standard" Gold Paint, Bronze Powders, Bronzing Liquids, Floor Stains, Enamels, etc., and the catalogue will be found useful and interesting to those dealing in this line of goods.

Logan & Strobridge Iron Company, New Brighton, Pa., have sent us a catalogue describing and illustrating the most popular styles of their large and complete line of Coffee Mills. They state, "The grinding parts are made from special chilled metal by the best mechanics, and all the construction is mechanically perfect, rendering them the best and fastest grinders that can be produced. The metal parts are handsomely engraved, and durably and attractively finished in the best quality of bronzes and lacquers." The catalogue is very neat and finely printed, and those interested will find it very useful as a detailed description is given of every style of mill shown. Send for one.

The Frank Miller Company, New York, N. Y., manufacturers of Leather Dressing and Blackings, have sent us their sixty-eighth annual illustrated catalogue and price list, exploiting their products. They claim that their dressings for harnesses and carriage tops are unequalled for giving a beautiful finish that will not peal, crack, or smut, and to which dust will not stick, and their shoe blackings and polishes are unsurpassed and are guaranteed to give perfect satisfaction. The catalogue is in the form of an envelope size pamphlet, numbers about twenty pages, and is indexed. If you are interested in this line send for one.

The United States Hoe & Tool Company, Columbus, Ohio, makers of high grade farm and garden tools, present an artistic pamphlet catalogue of over one hundred pages, exploiting their line of goods, which they claim are the best that high grade material, modern machinery, and skilled workmen can produce. They state they enforce a rigid inspection after every operation through which their goods must pass and when completed guarantee them as good as the best. They make two qualities of steel goods the first bearing the label of "The United States Hoe and Tool Co.," and the second bearing the label "Atlas", although only the first quality of goods were shown in the catalogue sent us. These two makes include all kinds of forks, hoes, hooks, and rakes, and a few other specialties. The catalogue is profusely illustrated and all the cuts are delicately colored which adds to the attractiveness of the book. If you have not received one of these interesting and instructive books one will be sent you free upon request.

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NEW GOODS AND SPECIALTIES.

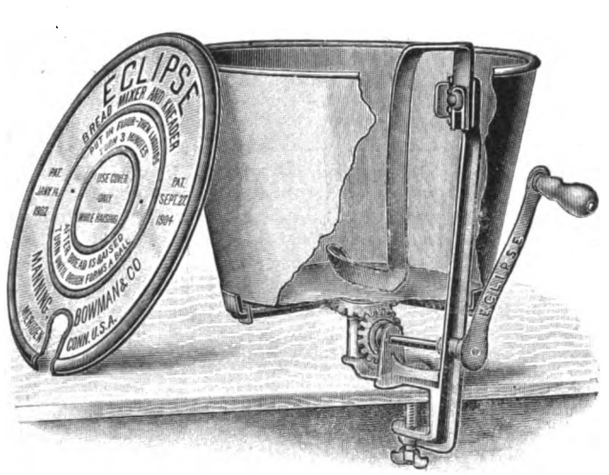
ECLIPSE BREAD MIXER AND KNEADER.

Manning, Bowman & Co., Meriden, Conn., are manufacturing the "Eclipse Bread Mixer and Kneader," which they are introducing to the Hardware and house furnishing goods trades. It is an entirely new article and up-to-date machine that is con-



ECLIPSE BREAD MIXER AND KNEADER.

structed with a dasher or kneader that remains stationary while the receptacle revolves. It is claimed to be the only machine that actually kneads dough by depression. It is durable and simple in construction, easily cleaned, and can be set up or taken down in a few seconds. It is claimed to make from one to ten loaves of bread in three minutes without putting a finger to the dough, and the bread will be far more wholesome than if made by any other process, because the gluten in the flour is thoroughly



SECTIONAL VIEW.

developed by the kneading action, thus making the bread light, soft and moist, which can be eaten by the most chronic dyspeptic The machine is so arranged that a person may turn it easily either in a standing or sitting position, without the slightest exertion or inconvenience. The dasher may be left in place until the dough is raised, a few turns of the handle forming the dough into a ball, which can be removed from the dasher by unscrewing it from the frame, and it is then ready to be placed in the pans.

MEAT AND FRUIT JUICE PRESSES.

Erie Specialty Company, Erie, Pa., are placing their Meat and Fruit Juice Presses before the Hardware trade, which are shown in the accompanying illustration. The juice is discharged from an inclined pan as quickly as it is extracted through the open slot at the pointed end, therefore preventing clogging up or soaking back of the juice into the meat, and as a result more juice is obtained through their use. The press plate and pan being removable, are easy to cleanse and to keep the press in a perfectly sanitary condition; as all the juice is out as soon as the plate is screwed down, several pounds can be pressed in a short space of



FIG. 1.

time. The presses are made in the three styles shown in the cuts and in three sizes of each style. The construction is durable, the frame being made of malleable iron and a square thread steel screw with long nut will not cut out. The press shown in Fig. 1 is made to clamp to a table and has a pan 4¼ inches long, 3¼ inches wide and 1¼ inches deep, which when in use is 5½ inches above the table. The press illustrated in Fig. 2 has a pan of the same

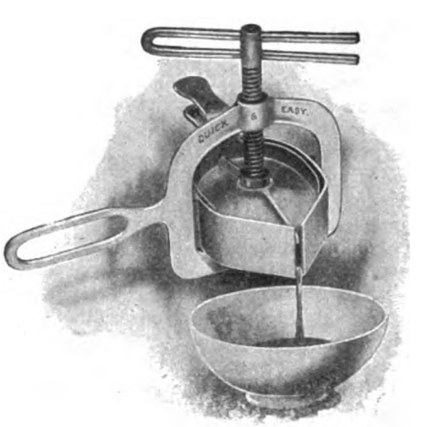


FIG. 2.

size and is intended to be held in the hand when pressing the juice from oranges. lemons and other fruit. The pan of the press shown in Figure 3 is 3 inches long and 1¾ inches wide and 1¼ inches deep, and is intended for use where a small quantity is required. The three styles in which each size of press is made are as follows: Japan frame, with a tinned cup and pan; Japan frame, with aluminum cup and pan, and nickel frame, with aluminum cup and pan. The press with tinned cup and pan, shown in Figure 1, weighs 4 pounds. The two with aluminum cup and

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pan weigh each 2¾ pounds. The tinned cup and pan illustrated in Figure 2 weighs 3 pounds, and the two with aluminum cup



FIG. 3.

and pan weigh each 2 pounds. The weight of the tinned cup and pan press in Figure 3 is 1½ pounds, and the two with aluminum cup and pan weigh each 1 pound.

ATKINS PERFECT SAW SET AND VISE.

E. C. Atkins Company, Inc., Indianapolis, Ind., the well-known saw manufacturers, are placing before the Hardware trade a new Saw Set for hand saws, as shown in the illustration, Fig. 1, that

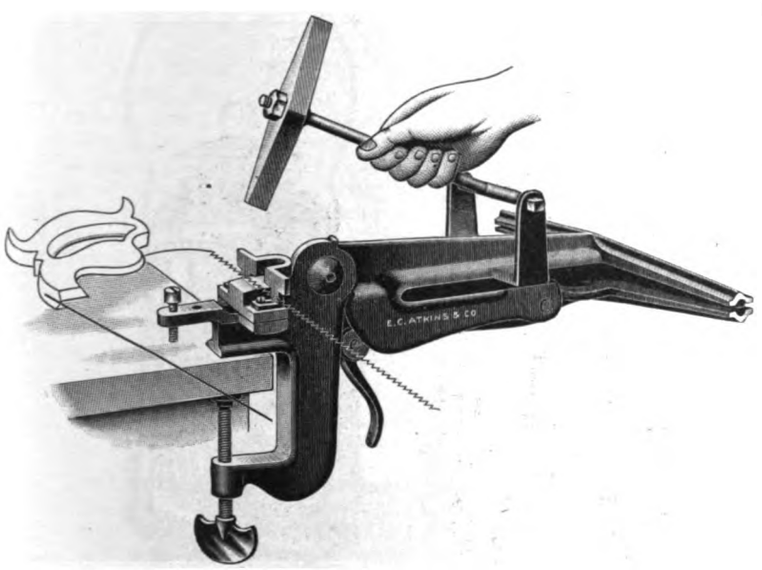


FIG. 1.

is sure to call forth favorable comment from all practical people. The device is so constructed that a uniform blow can be given to each tooth, thus insuring a perfectly even set throughout the

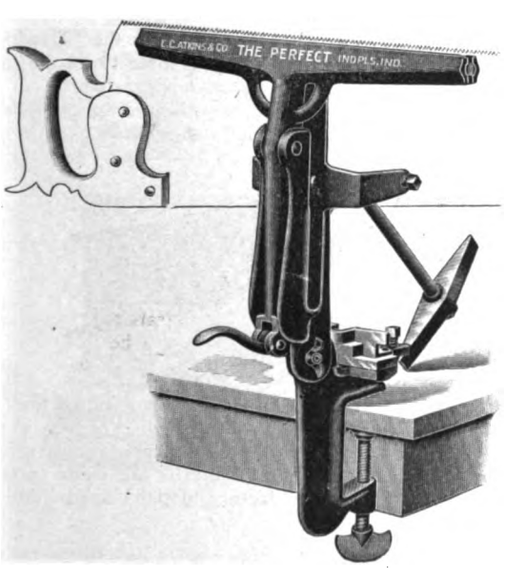


FIG. 2. AS A FILING CLAMP.

blade. There is no danger of breaking the points of the most highly tempered saw, even if operated by a novice. It is adjustable to any amount of set desired and will set the finest as well as the coarsest tooth perfectly. The Atkins Combination Perfect Saw Set and Vise (see Figs. 2 and 3) is a very convenient combination and can be adjusted to the different operations. Cut Fig. 2 shows the filing clamp ready for use. The jaws are rubber cushioned so that it is practically noiseless. In use it may be tilted to any desired angle, as it works on the lock lever principle.

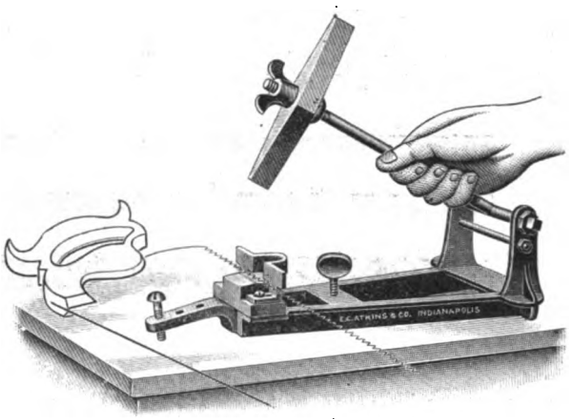
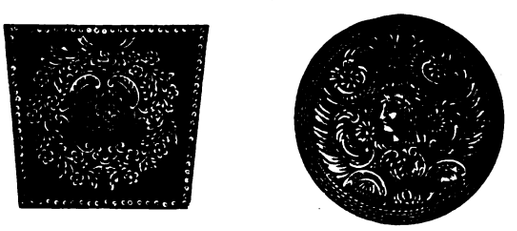


FIG. 3. AS A SAW SET.

It can be fastened to a bench with a malleable iron screw clamp. In Fig 3 is shown the same tool adjusted for use as a saw set.

UNIVERSAL CHAIR SEATS.

The Universal Chair Seat Co., Syracuse, N. Y., are placing upon the market the Universal chair seat, of which we give two illustrations. It is made from material closely resembling leather, but it is always of the same color throughout and is fadeless with use, and, unlike leather, it will not stretch readily; it is claimed the material is free from the imperfections so frequently found in this description of goods. From the fact that these seats look like leather and are very attractive, they will be found ready sellers, as they are claimed to be capable of sustaining even a



UNIVERSAL CHAIR SEATS.

greater weight than a leather seat. They are very durable, and, properly adjusted with brass upholstery nails driven not more than one inch apart, will outlast the strongest of chair frames. They are made in three styles: a flat seat for repair work and round seats for stools and cobblers' seats. A pair of shears is the only tool necessary, for the material easily cuts to suit any size of mat. They can be furnished in four different colors—red, black, olive and walnut, each color showing a handsome design in the centre of the seat. Cobblers' seats, as shown in Fig. 1, are furnished in twelve or thirteen-inch sixes, and, in addition, they make special sizes of the flat seats to order, provided the sides are made up of straight lines and the corners are either angular or rounded.

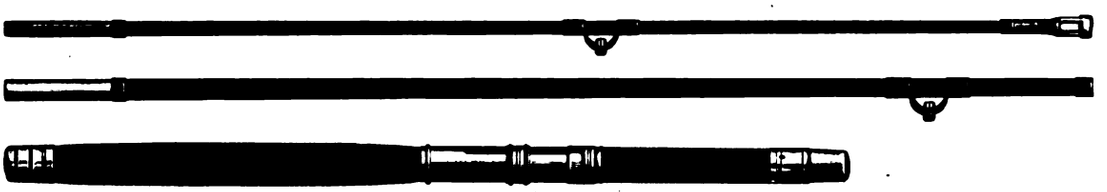
CHICAGO FLEXIBLE SHAFT CO.'S CLIPPERS.

Horse owners now generally concede that clipping a horse greatly benefits him. As a consequence, it is quite the thing to find a clipping machine in every well-equipped stable. A man would hesitate to go around day after day, week in and week out, with no chance to change his clothes. The unhealthful and disagreeable side of it would appeal to him, and we suppose it is much the same argument that appeals to the owner of a horse. The Chicago Flexible Shaft Co., 106 La Salle Avenue, Chicago, seem to keep thoroughly abreast of the growing demand for clippers, as shown by their finely prepared catalogue, which describes every style of up-to-date machine. They are said to make ninety per cent. of all the clippers used. Their plant and equipment is so perfect that they are able to supply the most modern machines at rock-bottom prices. It will be a good investment to get their catalogue, which they will be glad to send if you write for it.

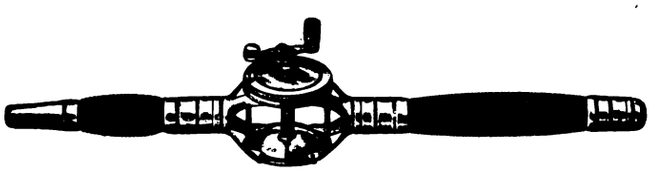
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BRISTOL SALT WATER ROD.

The Horton Mfg. Co., Bristol, Conn., are the manufacturers of the Bristol Salt Water Rod designed for tarpon, tuna and surf fishing. The strength and durability of this rod are claimed to be unequalled, as it is composed of two joints and handle, and is very convenient to carry and it will always keep its shape, as it cannot warp. The rod is six feet nine inches long, joints thirty-one inches long and it weighs twenty-six ounces. The handle is 24½ inches long, has 1-inch reel seat, celluloid wound grips with nickel plated mountings. The guides are special agate, German silver mounted, with agate stirrup top. They also make the "Bristol" Combination Reel and Handle, which can be used on any jointed bait or bass "Bristol" steel rods. This combination reel will be popular with fishermen, as it has many advantages over an ordinary reel, which are readily appreciated. In the illustration herewith it is shown the reel is on a line with the center of handle, thus equally dividing the weight and producing a perfect balance because it will not turn in the hand. A most perfect operation of the reel is afforded, as it does not turn to the under side of rod; it "hangs" naturally, the spool being easily controlled by the thumb. The reel is all metal, with polished steel pivots and bearings, finished in heavy nickel plate. It has a quadruple action, with click and drag, also screw-off oil cups and ivory balanced handle. The spool, which is very free running, holds 80 to 100 yards of line. The illustration given above is one-third its actual size.



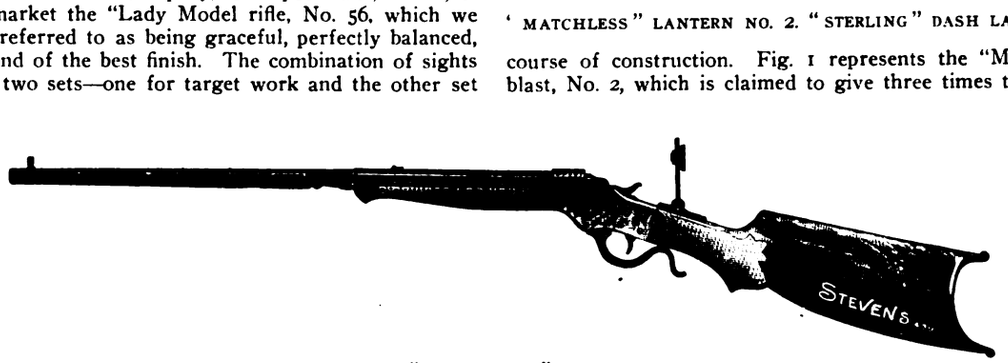
BRISTOL SALT WATER ROD.



BRISTOL COMBINATION REEL AND HANDLE.

THE STEVENS "LADY MODEL" IDEAL RIFLE.

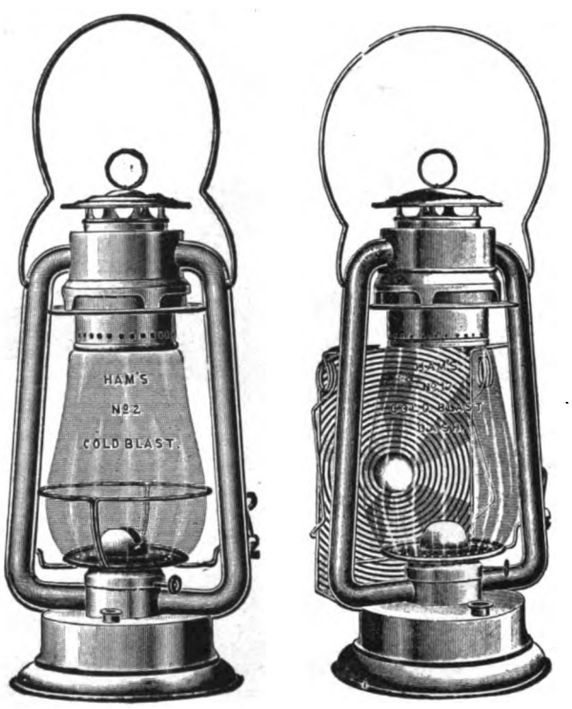
J. Stevens Arms & Tool Company, Chicopee Falls, Mass., is placing on the market the "Lady Model rifle, No. 56, which we illustrate. It is referred to as being graceful, perfectly balanced, light in weight and of the best finish. The combination of sights gives practically two sets—one for target work and the other set (when the peep sight is folded down and the combination front sight adjusted as an open sight) for open hunting work. This rifle will be furnished on special order only. The action is the company's latest, known as the sliding-bolt type, and is operated the same as its Ideal rifles, Nos. 44½ to 54. It is fitted with half-octagon barrel, 24 inches in length for rim fire cartridges, and 26 inches long for centre fire cartridges. The frame and action are case hardened, and the stock and forearm are of fancy selected walnut, highly finished and checked. The butt plate is optional, either the company's regular shotgun rubber or the Swiss butt plate, case-hardened. The sights for the rifle are the company's D combination, consisting of a Beach combination front, sporting rear and Vernier peep sight; but it can also be furnished without additional charge with Lyman No. 1 and No. 5 sights and an open rear sight. The weight complete is 6½ pounds. The ammunition for this model will be 0.22 short rim fire, 0.22 long rifle rim fire, 0.22 7-45 rim fire, 0.25 Stevens rim fire and 0.32 long rim fire. It will also be chambered to take the 0.22-15-60 Stevens centre-fire cartridge.



THE STEVENS "LADY MODEL" IDEAL RIFLE.

"COLD BLAST" LANTERNS.

C. T. Ham Mfg. Co., Rochester, N. Y., are the manufacturers of the "Cold Blast" Lanterns, illustrated herewith. Only the best material is said to be used. They are carefully constructed throughout, passing through several inspectors' hands in the course of construction. Fig. 1 represents the "Matchless" cold blast, No. 2, which is claimed to give three times the light of an ordinary lantern, while Fig. 2 is an illustration of the "Sterling" Dash lantern, No. 17, which is practically the No. 2 cold blast lantern with dash attachment, which makes it a very handy lantern for all-round use. These lanterns are made in the largest exclusive lamp and lantern factory in the United States.



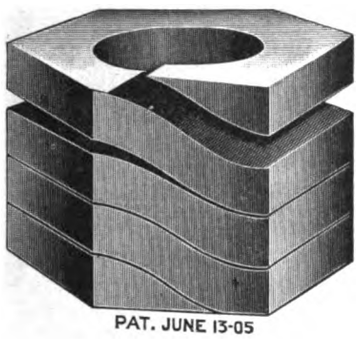
"MATCHLESS" LANTERN NO. 2. "STERLING" DASH LANTERN NO. 17.

SMITH IMPROVED LOCK NUT.

The Smith Improved Lock Nut Company is placing upon the market the Lock Nut shown herewith. The nut is formed from a hexagonal coil of spring steel with horizontal and diagonal faces. It is all of one piece, not even the washer, except when

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applied against wood, and is put on and taken off the same as an ordinary nut. Can be used as many times as desired without injury to thread in nut or bolt. It is claimed to be the only nut ever placed on the market that takes up the wear, also the stretch



SMITH'S IMPROVED LOCK NUT.

of the bolt, and is claimed that it will not loosen or give back the least fraction, and the stretch in bolt or setting of the parts are taken up by the spring lock, keeping all parts held absolutely solid until removed with a wrench. It is threaded to admit the ordinary track or machine bolt of all standard sizes.

PIKE'S COMBINATION OIL STONE BOXES.

The Pike Mfg. Co., Pike, N. H., are now offering to the trade Combination Oilstone Boxes, as shown in accompanying illustrations. These are especially adapted to the use of machinists, carpenters, pattern makers, manual training schools, and, in fact, to all who use edge tools extensively, to whom they will appeal as most efficient edge-producing equipments. It is a well-known fact that the efficiency of an oilstone is greatly increased by keeping it clean and moistened with oil. It is likewise a matter of common knowledge with all skilled workmen that at least two oilstones of different grits are a necessity. The stones in the boxes rest on felt strips, thus forming an oil reservoir in the bottom of each box. The covers are lined with felt to absorb any surplus oil, thus keeping the stone surfaces always fresh and clean. The boxes are put up in two styles, viz., the Mechanic's Delight" and the "Pride of the Shop," the former of which is 13



MECHANIC'S DELIGHT.

inches long by 2½ inches wide, there being room for one 7-inch stone and one 5-inch—the stones being set end to end.

The latter style is shown herewith, which is 8¼ inches long by 4½ inches wide, having room for two 7-inch oilstones side by

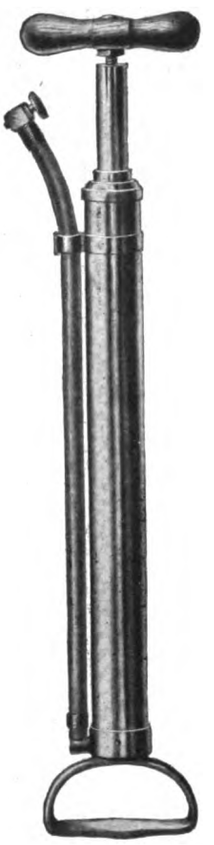


PRIDE O' THE SHOP.

side, with compartment at one end for pocket oiler filled with Pike's "Stonoil." which is a very efficient oil for oilstones, razor hones, all kinds of tools, etc. They may be ordered with any combination of Bench Stones desired. These boxes are constructed of full weight, prime tin plate, enameled and fitted with brass springs, which hold the oilstones firmly in place when the boxes are closed and are being carried in the tool chest.

IMPERIAL-WIXON COMPOUND AIR PUMP.

The Imperial Brass Mfg. Co., 245-247 So. Jefferson Street, Chicago, Ill., are the manufacturers of the Imperial-Wixon Compound Air Pump, of which we show an illustration. The Imperial-Wixon is a double cylinder compound air pump, one cylinder being inside the other. On the up-stroke, the air from the outer cylinder is forced into the inner cylinder, and thus makes the first compression about thirty pounds. On the down-stroke this thirty pounds pressure is compounded to a very high pressure, which is conducted by an inside tube and rubber hose to the tire.



IMPERIAL-WIXON COMPOUND AIR PUMP.

It is claimed that the great ease of operation and large air capacity of this pump are beyond belief to any one who has never used it, which results may be summed up as due to the high pressure being on the down-stroke in the small cylinder, and the entire absence of checked valve or backing of any kind on high pressure space to leak air or cause unnecessary friction. The Imperial-Wixon is simple and convenient, has no parts to work loose or get out of order, is easily taken apart and repaired, and takes up no more room than an ordinary pump. The standard size is 18x1½ in. It is made of brass, polished and lacquered.

MORE BULLS' EYES FOR "PETERS."

Mr. Wm. Veach of Falls City, Neb., winner of the Free for All Handicap at Colorado Springs, has been doing some remarkable shooting recently. Some time during the first week or two of August, he ordered some Peters Ideal shells with a slightly different load than that he had been using. The first time he tried it he broke 256 straight at 16 yards and shortly afterward went to Verdon, Neb. for a tournament, breaking 199 out of 200 there. He has decided Peters shells are good enough for him.

At the tournament given by the Alert Gun Club, Phillipsburg, Neb., Sept. 4th, Mr. E. F. Markley won high average breaking 170 out of 180. Mr. Markley scored 97 out of 100 and made a run of 57 straight. He used Peters factory loads.

At the Brownsville, Pa. tournament, Sept. 14-15, high average score for the two days was won by Mr. James T. Atkinson, of New Castle, Pa., using Peters Ideal factory loaded shells. Mr. Atkinson is well known and deservedly popular with the shooting fraternity, having achieved a national reputation as the winner of the Consolation Handicap at Indianapolis, last June.

Mr. Woolfalk Henderson of Lexington, Ky., won the Auburn Handicap at Louisville, Sept. 4th, breaking 24 out of 25, shooting from the 19 yd. mark. He used Peters factory loaded Premier shells.

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JAP-A-LAC

REGISTERED TRADE MARK

"WEARS LIKE IRON"

WHERE IS YOUR JAP-A-LAC?

When a woman wants to buy a can of JAP-A-LAC she goes where she thinks she can get it. If your stock of JAP-A-LAC is near your front door and in clean condition. a great many women will buy it, even if they are not in your store for that purpose.

JAP-A-LAC is being advertised every day in the year; you can sell it every day in the year. It will pay you to keep your JAP-A-LAC in a very prominent place so that the customers whom we interest in it may buy of *you*.

The dealer who gives attention to JAP-A-LAC is enthusiastic. It isn't up-hill work to sell it, for we attend to that. Our extensive advertising, appearing in 35 of the leading magazines, continuously, *makes JAP-A-LAC buyers.*

The dealer who keeps JAP-A-LAC right gets the benefit of our advertising. Our advertising is done for the dealers and means *real profits.*

Don't let your stock disappear from the front of the store; use your windows—use the first sections of your shelves for JAP-A-LAC, then you will really know what it means to sell so good and so well an advertised commodity.

THE GLIDDEN VARNISH COMPANY,

MAKERS OF HIGH-GRADE VARNISHES FOR ALL PURPOSES

641 WILLIAMSON BUILDING,

CLEVELAND, OHIO

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED SEPT. 18, 1905.

389,549. Combination Tool. E. P. Crosby, Chicago, Ill.
389,553. Compound Tool. R. W. Diefendorf, Fort Plain, N. Y.
389,646. Bolt. J. T. Gunniss, Hancock, Mich.
389,657. Broom Head. G. H. Kimbler, Creelsborough, Ky.
389,666. Pipe Wrench. B. Heagan, Ouachita, La.
389,685. Wrench. W. H. Brock, Brooklyn, N. Y.
389,704. Bolt. J. J. Holland, New Orleans, La.
389,727. Spring Hinge. G. W. Warner, Freeport, Ill.
389,829. Wagon Brake. O. T. Baker, Fort Worth, Tex.

PATENTS ISSUED SEPT. 19, 1905.

799,719. Window Screen. W. F. Cummings, Plattsburg, N. Y.
799,737. Saw Set. H. L. Johnston, Detroit, Mich.
799,769. Wrench. F. N. Wilson, Cripple Creek, Colo.
799,917. Wrench. R. N. Miller, Pittsburg, Pa.
799,936. Weather Strip. H. J. O. Read, Minneapolis, Minn.
799,938. Padlock. W. E. Rembert, Longstreet, Tex.
799,977. Lantern. A. C. Dudley, Kansas City, Mo.
800,007. Door Fastener. G. W. Niles, Vanwert, Ohio.
800,014. Tool Holder. E. H. Purdy, West Somers, N. Y.
800,024. Lock. T. H. Speigelmire, Munhall, Pa.
800,027. Combined Door Lock and Latch. C. E. Stover, Centralia, Ill.

PATENTS EXPIRED SEPT. 25, 1905.

389,874. Churn. J. A. Crandell and O. A. Crandell, Nelson, Neb.
389,921. Dust Pan. G. A. W. Gage, Jr., Los Angeles, Cal.
389,920. Ironing Board. S. M. Brown, Chicago, Ill.
390,022. Sash Fastener. E. S. Hubbard, Belmond, Iowa.
390,025. Can Opener. D. H. King, New York, N. Y.
390,054. Spring Hinge. W. H. Beath, Rockford, Ill.
390,158. Key Hole Guard. T. W. Dawes, Cincinnati, Ohio.
390,166. Pruning Implement. F. A. Hall, Ennis, Tex.
390,183. Cork Extractor. C. Morgan and E. H. Morgan, Freeport, Ill.
390,185. Coffee Mill. E. H. Morgan and C. Morgan, Freeport, Ill.

PATENTS ISSUED SEPT. 26, 1905.

800,134. Door Holder. M. E. Bever, Kansas City, Mo.
800,140. Lock. C. E. Douggan, Detroit, Mich.
800,159. Wheelbarrow. J. Kaufman, Prairie du Sac, Wis.
800,188. Metal Nut. D. O. Ward, Oak Park, Ill.
800,189. Self-Locking Nut. D. O. Ward, Oak Park, Ill.
800,190. Self-Locking Nut. D. O. Ward, Oak Park, Ill.
800,274. Ice Cream Freezer. G. F. Dickson, Chicago, Ill.
800,279. Shade. P. G. Emery, Chicago, Ill.
800,280. Shade. P. G. Emery, Chicago, Ill.
800,305. Attachment for Hammers. A. J. Kitson, Ann Arbor, Mich.
800,342. Weather Strip. W. Van Horn, Piqua, Ohio.
800,343. Weather Strip. W. Van Horn, Piqua, Ohio.
800,415. Flat Iron Heater. E. Thomas, Erie, Pa.
800,417. Door Lock. J. Toth, Steinway, Long Island City, N. Y.
800,423. Window Shade and Curtain Bracket. G. Archambeault, Waterbury, Conn.
800,434. Seesaw and Ironing Board. G. W. Fairbanks, Blue Rapids, Kan.
800,525. Ironing Table. J. A. Whitted, Durham, N. C.

Graham Nut Co., Pittsburg, Pa., have made us the recipients of their new illustrated catalogue which has been published with a view to familiarizing the trade with the very extensive line of goods manufactured by them. They state, "We beg to announce the completion of our new plant located at Neville Island, Pa., where with increased facilities and modern machinery we are prepared to furnish our customers with material of the highest quality, and will endeavor to maintain our reputation established during thirty years' experience in this line of business. Also the completion of our new city warehouse and office building in Pittsburg, where, with improved facilities for handling material, we will serve our trade promptly and satisfactorily." The book covers eighty pages, is indexed, and measures 9" X 6", and is finely printed on excellent paper. It has been carefully prepared and detailed descriptions are given of the various kinds of nuts, bolts, screws, washers, rivets, and turnbuckles. For further information regarding these well-known goods, send for a copy of Catalogue No. 5, with which the manufacturers will only be too glad to supply you.

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REVIEW OF THE MARKETS.

WIRE NAILS: It was in the nature of a surprise to the trade that an advance of $1.00 per ton on Wire and Wire products was announced on September 28, to take effect from date, it following so soon after the advance of September 11. The other mills have announced a corresponding advance. The month of September was a record month for sales of Wire Nails and business is exceedingly good, with prices firm and steady at the advance. Quotations are as follows, f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

Carloads to jobbers.....$1.80
Carload lots to retail merchants..... 1.85

New York. Since the advance of 5 cents per keg on September 28, quotations for small lots from store are $2 to $2.05 base, with the demand a quite active one.

CUT NAILS: Not anticipating the state of affairs that seemingly makes it necessary, the Cut Nail Association at the September meeting made no arrangement about meeting an advance on Wire Nails before the next meeting, when an advance is likely. Quotations are as follows: $1.65, base, for carload lots, f.o.b. Pittsburgh. Iron Cut Nails for delivery at Pittsburgh, Buffalo and all points west of these cities are held at $1.75, base, in carload lots.

New York. The prices remaining unchanged, there is a good demand for Cut Nails locally. Quotations for small lots from store are on the basis of $1.90.

BARB WIRE: The recent advance of $1.00 a ton affected also the price of Barb Wire and Fence Staples. There has been a good demand and the trade with jobbers has been excellent. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$1.95	$2.25
Retailers, carload lots	2.00	2.30
Retailers, less than carload lots	2.10	2.40

Plain and Galvanized Fence Staples are 5 cents less than Painted and Galvanized Barb Wire.

SMOOTH FENCE WIRE: This staple article was advanced with other wire products and enjoyed a steady demand. The trade of September is reported to have exceeded that of August. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads $1.65
Retailers, carloads 1.70

The foregoing prices are for base numbers, 6 to 0. The other numbers of Plain and Galvanized Wire take the usual advances.

HATCHETS: The Hatchet Association at their recent meeting decided on a ten per cent. reduction to the trade, on the regular line of first-class goods, making the quotation 50 per cent., instead of the 40 and 7½ per cent. previously prevailing, with the usual rebates to jobbers on the classified lists.

JACK SCREWS: The quotations ruling the market on Jack Screws have been advanced 10 to 12½ per cent., the discount now being held at 80 to 80 and 10 per cent.

WIRE ROPE: In conformity with higher prices quoted on Wire, an advance has been made in prices of Wire Rope; the quotations now ruling are:

Plain (Bright or Black).....45 and 2½%
Galvanized .....37½ and 2%

SASH WEIGHTS: The recent advance in the Iron market affects the price of Sash Weights materially. The following are the official quotations of the leading makers in each section acting in harmony with the conditions of the Metal market, moderate concessions being given the large buyers:

Eastern Foundries.....$27.50 to $28.00
Southern Foundries ..... 20.00 to 23.00
Middle and Western Foundries ..... 23.00 to 25.00

On account of more profitable business offering, a number of foundries decline making sash weights as a side line at present.

PUTTY: The Association of Putty Manufacturers in New York has advanced the prices of Commercial Putty on account of the higher prices of materials from which it is made; and the following now represent the market in accordance with quantity required:

Bladders .....$1.65 to 1.85
Barrels or Tubs..... 1.20 to 1.40
Tins, 1, 2, 3 and 5 pound..... 2.60 to 2.90
Tins, 12½, 25, and 50 pounds..... 1.45 to 1.85

ROPE: The following prices may be said to represent the market:

	Cents per pound.
Pure Manila, 7-16 and larger	12
Pure Sisal, 7-16 and larger	10
No. 2 Sisal, 7-16 and larger	8

LINSEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linceed Oil Co:

In lots of less than 5 barrels.....54 cents per gallon.
In lots of 5 barrels or more.....53 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than raw.
Calcutta Oil.....60 cents per gallon.

THE PHILADELPHIA TRADE.

Fall trade is well under way, and the delightful weather is prolonging outdoor work, and helping to sustain a good demand for Hardware. Tools and general supplies of all kinds are in request, and on some lines it is difficult to supply actual wants. This is particularly true of a few items in which a notable scarcity exists, despite the fact that the prices on these special goods are just now at a high figure. We refer especially to those goods in which cotton is the leading part. The tone of the market is undeniably strong. Nails and Wire advanced recently and further advances are confidently predicted. Copper goods are all tending towards higher prices, while Copper Rivets and Burrs have reached their highest point for years. The feature of the past week has been the announcement by the Axe Manufacturers that no advance was made in prices October 1st, and this was probably a wise conclusion, as Axes are generally recognized as being high. A change took place in Hatchets and the associated manufacturers made a slight reduction in price, but as their price has been controlled artificially, the action has no significance as far as the general market is concerned. The outlook for business, during the balance of the year, is most encouraging, as both manufacturers and jobbers express unbounded faith that the next few months will develop a large trade, and already we are beginning to hear similar predictions for 1906. All this is most gratifying, and at the same time it is well always to remember that expansion can be carried too far and that a prudent man does not forget his prudence even in prosperous and expanding times.

Biddle Hardware Co.

THE PITTSBURGH TRADE.

Pittsburgh is doing a large business this Fall. Manufacturing interests are especially busy and prices are firm, with an advancing tendency. Demand is heavy in railroad requirements, rail, locomotives, cars and bridges, while structural steel for buildings is ordered several months ahead of the capacity of the mills. Merchants are also doing a good trade, but not quite up to the pace set by the manufacturers, and are ready for a greater demand upon them. Conditions throughout the country are all of so favorable a nature that it may be said there is not a cloud in the business horizon. The Catalogue House Question has occupied a large share of the attention of merchants during the past year and something has been done toward a united movement to restore this lost trade to its old channels. There is another drain upon the business of merchants, which, while it has not attracted the same attention, diverts a very considerable amount of trade from the retailer, and consequently from the wholesale house. We refer to the custom of giving merchandise as prizes to purchasers of specialties, such as soaps, flavoring extracts, etc. Our attention has been called to this by several of our customers, who complain that large quantities of ordinary goods, such as washing machines, lawn mowers, guns and numerous other items, are sent to their customers as prizes for buying some specialty and which, of course, reduces their sales by just that amount. Unless you have given this matter some notice, you will be greatly surprised to find the extent to which it has gone. We commend this matter to our associations, who are dealing with the Catalogue House question, to see whether it is possible to cure this evil or reduce it to less formidable proportions.

Logan-Gregg Hardware Co.

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FILES

Nicholson
Arcade
American



Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASPS

Kearney
& Foot
Eagle



J. B. Smith
"X-F"
Gold Medal

MANUFACTURED — BY — **NICHOLSON FILE CO., - Providence, R. I.**

THE CLEVELAND TRADE.

Sixty days in the woods is not a good preparation for a business letter, but I find upon returning that my past predictions about business have come true, and yet some danger exists. Business just now has most to fear from a boom breeding panic. Trusts may save us again by their conservatism. The largest business interests, if they are large enough, can control this. Whenever outside mills enough exist to compel competitive fights until one side is financially crippled, we shall have a giant panic. Until then the steel and iron interests will be comparatively safe. The fact that fraud is being uncovered is a source of protection rather than injury to financial interests. It will be much safer to trust large financial concerns because of such revelations. The peculiar temptations that have wrecked reputations will be modified and the same qualities that furnished the light to find corruption will help to prevent its repetition. Our progress is not confined to money making, but we are gaining in far more important matters that will greatly increase the value of wealth. All values increase with the increase of character. If not in Wall Street, in the country at large character counts as a basis of credit. The country is greatly indebted to President Roosevelt for furnishing the light that is penetrating the dark places. The best insurance against evil is the knowledge of its existence, and our house cleaning is progressing finely. Time will restore the conditions when our generals in finance will be first in character. Bank defalcations are sure to decrease under the limelight of the present. A reaction from our money-making scramble will be wholesome, with more attention to weightier matters. Evil unearthed is a promoter of good. Good in the making.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE COLUMBUS TRADE.

This has been a busy year with us. Trade has been excellent, and with the extra work in getting our new quarters shaped up, we have had a strenuous year. If any Hardware dealer has an idea that moving and fixing up new quarters is easy, let him try it and he will change his mind. The task of sampling a stock of Hardware is a big job. After goods have been distributed, you find you haven't got them where you want them, so they must be changed; but we are happy to state that we are through with the job and are fixed to do business with but little extra handling or loss of time. The Summer has been one of unusual prosperity in this section. Crops were fine and the weather in most sections was favorable for harvesting. The corn crop is being cut now and is going to be a record breaker. We have had no killing frosts yet. Building in Columbus is far ahead of any preceding year, and in some sections it looks like a building boom in a great many small cities, and farmers have been building houses, barns and sheds galore. What else could you expect of such a State as Ohio? We cannot see any threatening symptoms for future trade so far. With good crops and prices, and employment at good wages for all that will work, we can see no reason why trade should not be good through 1906. If you Easterners ease up on frenzied finance and follow the President's advice, or in other words, believe as he does in giving every man a square deal, there would be more money distributed over the country; but when insurance companies gobble up everything in sight and let the policy holder who puts up the money hold the empty bag, it is anything but a square deal. It makes one dizzy to think about . Possibly if we had been on the preferred list, we might think differently, but we were forgotten. There is nothing like a family row to bring out facts. In the language of Mrs. Katzenjamer, "What a skinch they had." It would be a good thing to go clear through the line of insurance companies, as there may be others. If some of the Nabobs would live on pork and beans like we poor woolly Westerners have to, they would not break the eighth commandment. What a world this would be if every body were honest. There would be no need of any other heaven. Wings would grow on all of us and when we finished our money-making effort, we would be ready to fly up some place and get good, pure air and be happy; but we fear we must go the way of all flesh, and hope for wings on the other side. That we may all have them is our prayer.

THE SMITH BROS. HARDWARE CO.
J. H. Smith.

THE SAGINAW TRADE.

Trade conditions in Michigan are very bright at this season of the year. We had exceptionally fine weather during the month of September, and the frost held off long enough to allow the farmers to secure their crops. The retail stocks throughout the country seem light, and the number of orders handled daily is larger than last year. The general feeling among the trade is that business will be good for some months to come. There seems to be more confidence in the markets and a better feeling all around than has existed at any time during the year.

MORLEY BROTHERS.
R. C. Morley, President.

THE DAVENPORT TRADE.

The real truth is that things are running so smoothly that there is very little new or strange to write to HARDWARE of special interest at this time. The recent advance, in fact, two advances in quick succession in Nails, Wire, etc., has stimulated the demand for these goods, making more work and requiring the use of more capital without a corresponding increase in profits. If we could sell as many carloads of Fish Hooks as Nails, we would make more money. There were never better crops, and prices of same are fair, hence collections are satisfactory.

SICKELS, PRESTON & NUTTING CO.

IMPROVED CARPENTERS' TOOLS

A TOOL THAT'S STAMPED **STANLEY** IS THE BEST OF IT'S KIND

SOLD BY ALL HARDWARE DEALERS

STANLEY RULE & LEVEL CO., New Britain, Conn, U. S. A.

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THE PEACEMAKERS

"Bang!"

"Why did you do that?" snapped Mr. Holt, bouncing out of his office chair as if a mine had exploded under him. His partner, Mr. Hawkins, was returning to his desk after slamming the door.

"Because I have a cold and I want that door shut!" retorted Mr. Hawkins, with the exaggerated hoarseness of a man who has



"BECAUSE I'VE A COLD IN MY HEAD AND WANT THAT DOOR SHUT."

a cold and wants to make the most of it.

"Well, you needn't try to knock the wall out. We may need that wall again."

"Really, I thought from the way you always leave doors open that you considered walls an unnecessary nuisance. You will never be happy until you are doing business in a bird-cage."

"Well, when that time comes I'll not be doing business with a fool partner."

At this point Mr. Hawkins burned out his fuse, to borrow a



"BUT YOU HAVE NEVER ASKED HIM TO DO IT."

simile from the trolley cars, and the partnership of Hawkins & Holt, Commission Merchants, began to dissolve in the fervent heat of a sudden quarrel. It took them only about three minutes to say worse things about each other than even their bitterest enemies ever suspected. At last Mr. Holt closed his desk with a crash.

"This settles it," he fumed. "I am going to consult my lawyer and have this partnership dissolved at once."

He then rushed from the room, leaving the door open behind him.

"It can't be dissolved too soon to suit me," bawled Mr. Hawkins, as he arose and shut the door with a final bang which shook down half a yard of plaster.

It was their first quarrel, and, as usual in such cases, it began about a trifle. Because it was a trifle, that a little consideration on either side could have smoothed over, the quarrel was all the fiercer. Within five minutes each partner was heartily ashamed, but was also determined that he would not be the one to apologize. However, they both did the wisest thing possible under the circumstances. They went home to talk the matter over with their wives before consulting their lawyers.

"What perfect nonsense!" exclaimed Mrs. Holt, after listening to her husband's side of the story. "And just as the partnership was beginning to be so profitable!"

"Well," he replied sulkily, "his habit of banging the door upsets my nerves so that I can't work!"

"But have you never asked him not to do it?"



"HELLO! HELLO! THAT YOU, CARRIE?"

"Yes, but he immediately begins to make a row because I occasionally leave the door open."

"Occasionally?"

"That's right! Take his part!"

"Oh, no, I'll not take his part, for I think one of you is just as foolish as the other."

"But you said that as if you thought I was in the habit of leaving doors open. You know well enough that I never leave doors open at home."

"But there is a good reason why you don't. Now! Don't begin to flare up at me about it. You can't get *our* partnership dissolved over a pesky door. You just sit there and cool off while I see about dinner."

While this conversation was in progress Mr. Hawkins was also having a heart-to-heart talk with his wife.

"I never heard of anything so silly in my life!" she finally commented.

"That's right," snorted her choleric husband. "I needn't expect any sympathy from you even though my head is stuffed with cold, and I may get pneumonia from sitting in drafts in the office."

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"Nonsense. You know well enough that I am awfuly sorry you have such a bad cold—but for two grown men to get into such a row! The idea!"

"But that was his fault."

"Ye-es, but you know you are always slamming the doors. You sometimes frighten me half out of my wits."

"But why will folks always leave doors open?"

"Oh, come now, let us drop the subject till I get you a good hot drink. Then you'll have to put your feet into hot water and go to bed."

A couple of hours later when Mr. Hawkins was in bed and trying to squirm from under an old-fashioned home-made mustard plaster that would raise a blister on even the tough hide of a hippopotamus, Mrs. Hawkins went to the telephone and called up her old schoolmate and particular chum, Mrs. Holt. It was really the wives who were responsible for starting the partnership, as they had introduced their husbands to each other. Naturally they felt responsible for its continuance. The following is a true account of what might have been heard at the Hawkins end of the wire:

"Hello! hello! That you, Carrie? Yes, this is me. Did you ever hear of such a silly thing in your life? Of course, we must get it straightened out. If our babies quarreled like that we would spank them and then make them kiss and make up. And just as I was beginning to look forward to owning a red motor car, too. What's that? Don't you worry. You'll get that sealskin sack all right. But how are we—(Hello, Central, what are you cutting in for?) Yes, as I was saying when the Central cut in, that we would have to hit on some plan to make them friends again. What? You have the scheme—Good! Yes—Yes—Yes—Well, since you admit that Tom has a bad habit of leaving doors open, I'll admit that the way Jack bangs doors is something awful. Uncle Harry says that Jack will never be happy in Heaven because of 'The Gates Ajar.' And I chaff him because the firm has never tried to do business with the far East. I tell him it is because he objects to the Open Door that the papers talk so much about. But what's your scheme? Yes—Yes—Yes—What's that? You have cured Tom of leaving doors open at home? Yes. And you think I can cure Jack of his habit of slamming doors? Yes. Why, that's simply great. But, I say, Carrie, don't let's tell them anything about it. Let's do it all ourselves. Yes—Yes— Why, that's easy. You convince Tom that he is on the verge of nervous prostration, and that's why he got so irritated. If he isn't, just talk over the household accounts with him, and that will finish him. Get him to take the rest cure to-morrow and stay away from the office. I'll fix Jack so that he



WHAT THE GIRLS WERE UP TO YESTERDAY.

won't go to the office, either. I think I can hear him swearing just now about the mustard plaster he has on. To-morrow morning I'll turn him over and put one on his back, and make him stay in bed all day. He is so scared of getting pneumonia that it will be easy. And you and I can meet at the office and fix things up all right. Ten o'clock will suit me exactly. Yes—Yes—I am going to cut it on the bias and use leather trimmings. Yes. Good-bye!"

Two days later Thomas Holt walked into his office at nine o'clock. He nodded curtly to the office force, and instantly resented the discreet smile in which the head bookkeeper indulged. To make it clear to every one that he had not capitulated, he stalked into the private office of the firm—and left the door open. By the time he reached his desk, he turned angrily, for he thought he heard subdued laughter in the outer office. To his complete surprise the door was closed. He walked back to investigate the miracle, when his partner, who was also a punctual man, threw open the door. He was in a savage humor, and looked to be crouching down in his clothes, so as to keep his underwear from pressing too hard on the blisters on his chest and back. Seeing his partner looking at him, he glared back, and deliberately attempted to slam the door. At this there was a burst of unrestrained laughter, in which even Mr. Holt joined. Hawkins turned angrily, and saw that, instead of closing with the force he had expected, the door was closing quietly, yet firmly and quickly, by itself.



"I'M SORRY."

"So that was what the girls were up to yesterday," said Holt, laughing. Hawkins by this time had noticed the Yale & Towne Blount Door Check that so completely controlled the actions of the door, and laughed also. With one impulse both men stretched out their hands, and said:

"I'm sorry."

"You see," explained Holt, "Carrie has always had the important doors in our house, such as the butler's pantry, nursery, back stairs, all outside doors, &c., fitted with Yale & Towne Door Checks, and that was how I got out of the way of closing doors after passing through them."

"Humph!" said Hawkins. "I guess I'll have Mary fit up our house in the same way. It may contribute to the peace of the family."

"Sure it will, for it is the only thing that makes a door perform its complete functions. A door fixed this way keeps flies out, keeps the heat in, and keeps kitchen odors where they belong, and helps people to keep their tempers." Later when the reconciliation became evident to the office force, the bookkeeper said to the stenographer: "Blessed are the peacemakers, even when they happen to be mechanical ones."

The Yale & Towne Mfg. Co., New York, will furnish this story in booklet form in quantities, on request by dealers, bearing the dealers' imprint.

✤

E. W. Bliss Company, Brooklyn, N. Y., are again bringing into prominence their machinery for the manufacture of Pieced Tin and Black Iron Ware by the use of a new eighty page catalogue, in which they give very complete descriptions of their power presses, horning and wiring presses, squaring and slitting shears, reading and flanging machines, double seaming machines, etc. This company has been doing business a good many years and has a reputation all over the country for its excellent products. The catalogue shows a view of their main works, dock and projectile department, which at once indicates the importance of the concern. The catalogue is finely printed and well arranged and is extensively illustrated with cuts of every kind of machine mentioned. It is a convenient size to handle for reference and will be found useful and instructive to manufacturers in this line of goods.

*

The Tramp—Please, ma'am, could youse gimme er bite to eat?

The Lady—I haven't a thing in the house to eat.

The Tramp—Well, I ain't one ur dem kind uv guys wot'll stand eroun' and see er woman starve, ma'am. Gimme a ole baskit an' I'll hustle eround an' steal sumthin' fer youse an' me.—*Chicago News.*

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STAR SAFETY RAZORS



WHY hesitate to carry a line of Star Safety Razors and Supplies when you have the opportunity of procuring a handsome display and stock case with small and large assortments of Star Safety Razors, which assists in disposing of a quantity of them and also knowing that the retail prices are strictly maintained so as to assure the dealer of a good profit?

The Star Safety Razor has stood the test for the past twenty-five years and our vast experience in all these years has helped to make the Star Safety Razor the most practical and the only mechanically perfect safety razor in the market to-day.

Our Star Safety Razor Blades cannot be equaled in quality and workmanship anywhere in the World.

Why let the sheet steel propositions that are now offered to the public faze you in making up your mind as to what line to handle? For comparison we call your attention to the Swedish old style razor, also others made in France and Switzerland with the thin sheet steel blades. Have they been a success? You can tell from past experience that the hand-forged hollow ground and concaved razors were always preferred. We doubt if any dealers between the Atlantic and Pacific Coast, at the present time, are selling or carrying any of these thin sheet steel old style razors. It is the same with the safety razor proposition. While sheet steel safety razors are extensively advertised, thereby creating a demand for safety razors, the public still prefers the hand-forged or hollow ground blade and more so if the dealer will explain the merits of the Star Safety Razor in comparison with a sheet steel safety razor to the ignorant public.

It is to the dealers' interest to offer to their patrons a razor of merit, which they can recommend, positively knowing that same will give good results.

The pillars and foundation of all successful business has always been a satisfied customer. Why then sell your customers an inferior article of questionable merit?

Write us in reference to wholesale prices, asking us about our Assortments A, B, and C.

KAMPFE BROS.,

Reade St., New York

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SIGNIFICANCE OF TARIFF REVISION BY DOMINION.

Special Agent Pepper, writing from Winnipeg, Manitoba, furnishes an interesting letter in regard to conditions in that section of the Dominion of Canada, and also supplies news relating to the work of the tariff commission, whose sessions began in Winnipeg September 7th. The list of questions sent out by the minister of trade and commerce in a circular letter and which indicate the scope of inquiry, will be read with interest. Mr. Pepper's letter follows:

The tariff commision of the Dominion government begins its hearing in Winnipeg on September 7th. This commission is composed of the minister of finance, the minister of customs, and other members of the cabinet. The importance of these hearings is that they are preliminary to the general revision of the Canadian tariff which the government has announced will be made in 1906.

Some significance is attached to the fact that the commission is to begin its work here in Manitoba, which is the gateway and distributing centre of the northwest that is being opened up to settlement. Geographically and through the railway systems Winnipeg controls the trade of this section of the country. An indication of the volume and extent of this trade can be had from the knowledge of importations. In 1903 the duties collected at the Winnipeg customs house amounted to $2,252,000; in 1904 the total was $2,725,000. For the current year they are expected to exceed $3,000,000. The total of the imports entered at Winnipeg in 1904 was $14,300,000. This year I am informed that they will probably exceed $17,000,000. In addition to the collections at Winnipeg the custom dues paid at Regina, Lethbridge, and Calgary are in excess of $600,000 annually, and the total importations are upward of $6,000,000.

A large portion of the entries at all these custom houses is of goods from the United States, and of these imports farm machinery and all kinds of agricultural implements constitute the bulk. The Canadian market for farm machinery may be said to lie largely in this section, where the competition is between the manufacturers of the Mississippi Valley and the States bordering the Dominion and the Canadian manufacturers, the majority of whose plants are located in the province of Ontario. As an illustration of the competition it may be stated that there are in Winnipeg eight agents of threshing machines and similar articles manufactured in the United States and the same number representing Canadian firms. The number of representatives of firms manufacturing binders, reapers, plows, etc., in both cases is larger.

WIRE TRADE CONSTANTLY EXPANDING.

Never before in the history of the wire industry has the demand at this time of the year been so brisk, and the various mills are preparing to meet one of the most active periods they have ever enjoyed. The export branch of the wire trade also gives promise of expansion now, especially from the far east, since the war between Russia and Japan has been ended. The statement has been made time and time again that the wire tonnage of the United States will eventually exceed the steel rail tonnage So far as the United States steel corporation is concerned, it came very near it in 1904. In that year 1,226,610 tons of wire goods were produced, as compared with 1,242,646 tons of steel rails. But there has arisen a remarkable demand for steel rails over the last few months and there is no danger of wire production exceeding rail production next year. The following table shows the steel corporation's production of leading articles of steel in 1904 (in tons):

Steel rails	1,242,464
Wire and products of wire	1,226,610
Blooms, billets, sheets, slabs, etc.	932,029
Sheets and tin plate	735,482
Tubing and pipe	710,765
Merchant steel, skelp, hoops, bands, etc.	577,384
Finished structural work	357,488

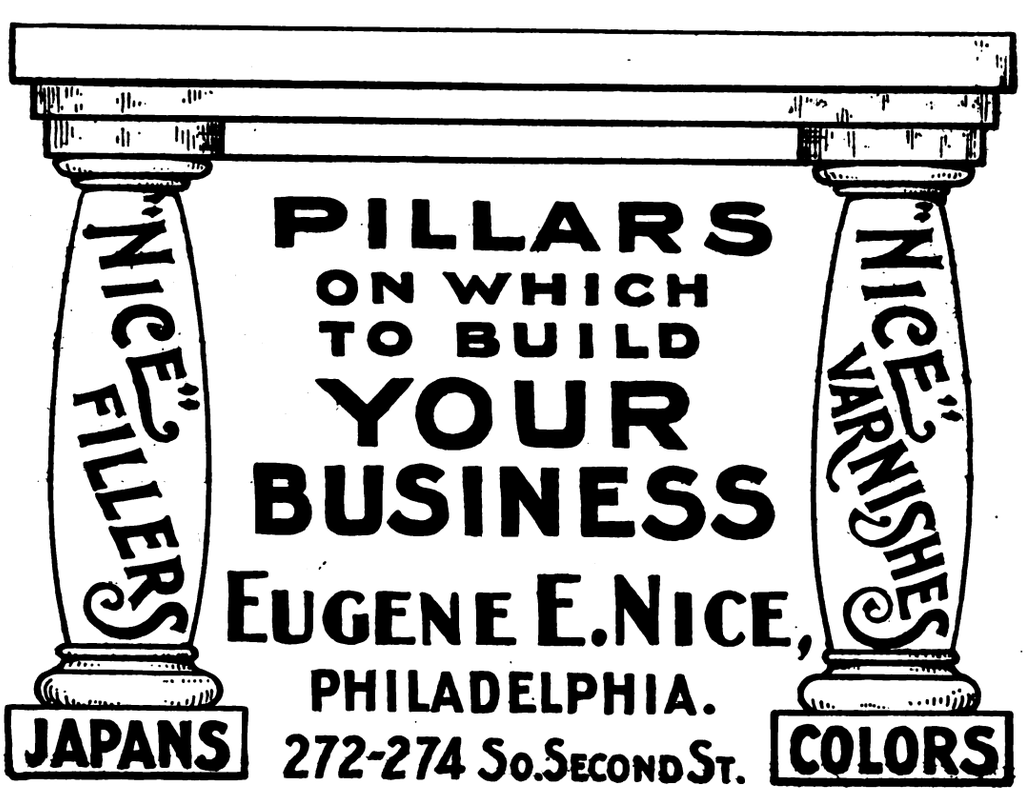
Juicy Chops and Steaks

are what all house-keepers want.
They need "Never-Break" Steel Spiders to be successful.
Catalogue and recipe free.



"Never-Break" Seamless Steel Cooking Utensils do not scorch or burn the food. They will not warp from most intense heat. All because they are made right.

THE AVERY STAMPING CO., CLEVELAND, OHIO.
Sole Mfrs. "NEVER-BREAK" Goods.

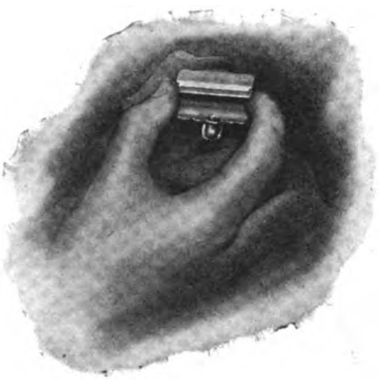


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Zinn

Automatic Razor



Have you only a bowing acquaintance with the Zinn? Then let's get acquainted. It's

The Razor With the Always Keen Blades

Twenty-four of them. They are so thin that 200 of them are only an inch thick!

They are electrically tempered and so hard they will cut glass and any and all kinds of whiskers. None too tough for the Zinn.



A Wonder of Simplicity and Efficiency . . . . .

Only two parts to it: Holder and blade.

Each blade packed in a separate envelope that absolutely protects it from dampness.

And each blade lasts a month!

Its capacity for giving a better shave in half the time with half the skill is unequalled.



NO HONING ✂ NO STROPPING

The Zinn Has Made Friends Fast and---Fast Friends--

through our extensive advertising in the best popular magazines among its millions of readers. We have sown for a plentiful harvest—**Now is the time to reap.**

Get in line, Mr. Hardware dealer. Get hold of the other end of our proposition. Stock up with the Zinn. Display Zinn. Talk Zinn. We protect you against cut-prices.



No. 1 Contains One Razor and 24 Blades, $5.00.



No. 2 Contains one Razor, 24 Blades, Telescope Badger Hair Shaving Brush and Williams' Shaving Stick, $6.50.

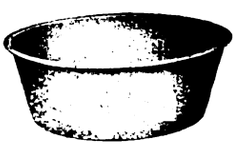
Don't argue--don't delay. Write for particulars to GEM CUTLERY CO. 34 READE STREET NEW YORK, U. S. A.

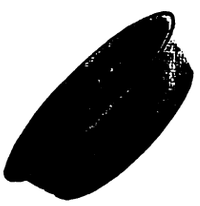
HOME OF THE CELEBRATED GEM SAFETY RAZOR.

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REED'S RELIABLE

Flintstone Enamel Steel Ware







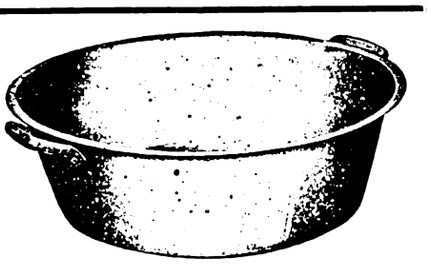
IF YOU are after the best moderate priced enamel ware, buy the Flintstone. Its equal in quality, durability and attractiveness has yet to be produced.

Subjected to severest test, we can afford to sell each piece with a

Ten Years' Guarantee











You Can't Afford

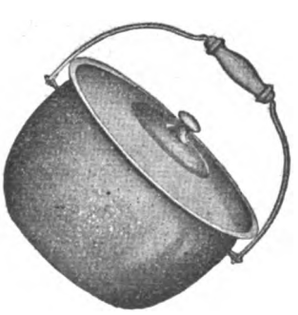
to be without our catalogue. It shows our complete lines:

Reed's Anti-Rust Tin Ware
Reed's Turquoise Enamel Ware
Reed's Galvanized
Iron Goods, Copper, Copper-Nickel Plated Ware





REED MANUFACTURING CO.
NEWARK, N. Y.

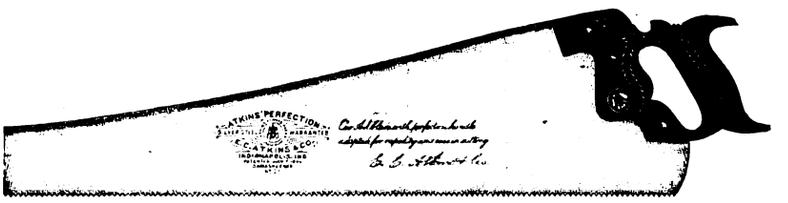






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OUR REPUTATION



Is behind every Hand Saw which bears our factory brand. With this guarantee of quality it is no wonder that dealers find a line of *Atkins Celebrated Silver Steel Hand Saws* the fastest selling and most profitable stock that they can carry. *Quality is the thing.*

CATALOG AND DISCOUNTS FURNISHED ON REQUEST

E. C. ATKINS & CO.

LEADING SAW & TOOL MANUFACTURERS

EASTERN BRANCH:
64 READE ST., NEW YORK CITY.

INDIANAPOLIS, IND.

Standard Carriage Heaters

have attained their widespread popularity by reason of their

Attractive design and finish;

Superior method of ventilation,

And minimum cost of operating.

This season they will be still more popular; we are giving

Free to Dealers



a handsome embossed metal rack, lithographed in colors, for displaying Standard Heaters on counters, in show windows, etc.

Don't fail to get our proposition at once.

You will find these racks an invaluable aid in selling, as the goods are constantly before the notice of your customers.

The
STANDARD STAMPING CO.,

Marysville, Ohio.

L. & I. J. WHITE CO.'S Edge Tools

"TAKE THE PALM"

For all-around excellence. Of course they have carried off more than one highest award at International Expositions.

Do you wonder? We've been making them for

Nearly Three-quarters of a Century

Your Edge Tool business will hum the moment you let your trade know you've got them to sell.

White's Edge Tools never cumber your shelves. They're dividend earners. How about your Fall orders? A Sample order is all we ask.

The L. & I. J. WHITE CO.
BUFFALO, N. Y., U. S. A.

The Latest & *The* Best

No. 602 "Napanoch" Pocket Knife Tool Kit.

Most Useful Pocket Knife Combination.
Made in America by Skilled American Mechanics.



WARRANTED.

Leather Pocket Book 4½ ins. Long x 3¼ ins. wide.

Pocket Knife, File, Saw, Chisel, Screw Driver and Reamer.

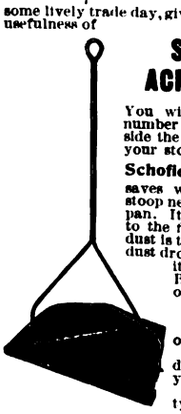
Send for Circulars and Prices.

U. J. ULERY, 9 Warren St., N. Y.



PUT A BOY IN YOUR WINDOW,

some lively trade day, giving demonstrations of the usefulness of



SCHOFIELD'S ACME DUST PANS

You will be gratified with the number of sales it will make, beside the attention it will direct to your store.

Schofield's Acme Dust Pan saves women the back breaking stoop necessary with the ordinary pan. It can be pressed so tightly to the floor that every particle of dust is taken up. When raised the dust drops in the pocket allowing its removal without spilling. Being made of steel it will outwear 10 ordinary pans.

Retails for 25c.

Discounts, samples, free on request.

P.S.—Better have 2 or 3 doz. Acmes on hand before you try this trade promotor. It pulls the quarters pretty lively.

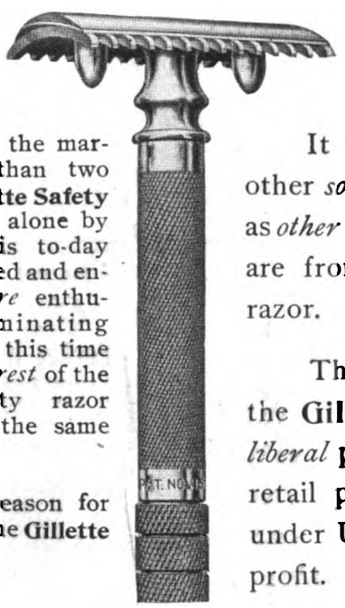
SCHOFIELD & CO., - Freeport, Ill.

Mfrs. of Economy Ovens—Steel Runner Attachments, Schofield's Hand and Foot Power Grinders.

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The Gillette Safety Razor--

Has the FIRST, and only NEW idoa in RAZOR BLADES for OVER FOUR HUNDRED YEARS



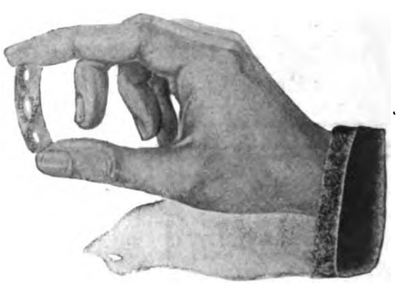
Although on the market for less than two years, the **Gillette Safety Razor**, judging alone by actual sales, is to-day used, appreciated and endorsed by *more* enthusiastic, discriminating shavers during this time than *all* of *the rest* of the so-called safety razor purchasers in the same period.

There is a reason for the success of the **Gillette Safety Razor.**

Exact Size Complete Razor.

It is as *different* from other *so-called* safety razors as *other so-called* safety razors are from the old-fashioned razor.

The dealer who handles the **Gillette Razor** makes *liberal* profits, for the fixed retail price of $5.00 for a set *is*, and *will* be *maintained* under U. S. Patent laws, thus assuring every dealer a full profit.



The blades are as thin as paper, as hard as flint, as tough and flexible as whalebone.

The Gillette Safety Razor is made by *automatic machinery insuring perfection* and *uniformity* in every detail and a never varying quality which is so often found in the old-fashioned hand-make razors and blades.

The Gillette's Advantages

Our manufacturing facilities have been increased recently to meet the enormous and growing demand for the **Gillette Razor**, and this demand proves that it will certainly pay YOU to investigate at once the many advantages that are now offered in handling this phenomenal shaving device which is the talk of the civilized world.

Remember -- The Gillette while having *many imitations*, has no direct competitor, *is in a class by itself*, is here to stay, and its patents will be fully protected and all infringements on its rights will be prosecuted.

TWELVE BLADES.



TWENTY-FOUR SHARP EDGES

A Paying Proposition

No shaving proposition to-day offers you the inducements that the Gillette does.

Write to-day for further particulars and do not allow yourself to be persuaded to do otherwise by other *so-called* safety razors that have been put on the market, due solely to the phenomenal success of the **Gillette Safety Razor.**

Gillette Sales Co., 1104 TIMES BUILDING, BROADWAY, NEW YORK CITY.

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Are You A Gillette Safety Razor Dealer?

Then you will receive the benefit of the enormous advertising plans that are now being worked out, embracing Magazine publicity, Signboards, extensive catalog distribution, and in fact, *every known* and *up-to-date* method in the science of advertising.

By our publicity methods we are interesting and appealing to *millions* of shavers *every* month.

We are *spending more money* in *making known* the unique advantages of the **Gillette Safety Razor** than is being spent by all the combined, *so-called* safety razor manufacturers in the country, which benefits every Gillette dealer.

That this advertising is producing the desired results is a fact which we will prove to every **Gillette** dealer to his entire satisfaction.

If you are not selling the
GILLETTE SAFETY RAZOR,
Get into line, for once in it, means you are there to stay.



The "Gillette" cannot be put together in any way but the right way, and when so put together the blade is concaved and both edges are in the right position in their relation to the guards to be used with absolute safety.



Exact Size Set, Complete.

Greater Profits--- Greater Satisfaction

There are not only greater profits in handling this razor, but greater satisfaction because the **Gillette Safety Razor** is fully guaranteed, is backed by *responsible* and strong financial interests, and the razor itself is already endorsed by several hundred thousand users who are voicing its merits throughout the civilized world.

You see **Gillette** advertisements everywhere, and up-to-date dealers are joining our ranks every day.

Do not delay, but write us *at once* and let us show you evidence of such a nature that will make you regret the delay which for some reason unknown to us, has resulted in your name not being on our list of dealers.

ADDRESS TO-DAY

Gillette Sales Company,

1104 TIMES BUILDING
BROADWAY, NEW YORK CITY.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Abilene, Texas.—Ed. S. Hughes Company has been incorporated; capital stock, $200,000. Purpose, to buy and sell Hardware implements, vehicles, etc. Incorporators: Ed. S. Hughes, A. S. Payton, of Abilene, and P. S. Stokes, of Big Springs.

Belhaven, N. C.—J. K. Voliva & Co. have recently opened up a Hardware store.

Cambridge, Mass.—H. Pill & Bro. have been incorporated to deal in Hardware and cutlery; capital, $3,000. President, Jacob Pill; treasurer, Hyman Pill; clerk, Samuel W. Pill.

Decatur, Tex.—Carpenter & Kendall have recently engaged in the Hardware business.

Detroit, Mich.—The J. R. Stirling Co. has been incorporated. Capital, $15,000.

Concordia, Kan.—A. Linville has engaged in the Hardware business.

Mammoth Springs, Ark.—The Mammoth Springs Hardware Company has been incorporated. Capital, $25,000. The corporators are: B. F. Elder, president; T. H. Morris, W. C. Morris, G. C. Burford, R. A. Gregory, L. N. Sedgewick, J. A. Sigler, W. B. Pace and H. F. Northcutt.

Minneapolis, Minn.—M. F. Dressler is erecting a two-story brick building in which he will engage in the Hardware business.

Newbern, N. C.—The Whitford Hardware Company has been incorporated to conduct a wholesale and retail business, capital, $2,500. Incorporators: John Hardy, Daniel H. Whitford and Mrs. Laura E. Williams, all residents of Newbern.

Little Rock, Ark.—The Grummer Hardware Company has engaged in business here.

Mt. Pleasant, Mich.—The R. C. Ullrich Hardware Co. has been incorporated; capital, $28,000.

Fort Worth, Tex.—The Alston-Gowdey Hardware Co. has been incorporated with a capital stock of $10,000.

Pomeroy, Wash.—J. R. Stevenson is erecting a two-story brick building, 60x85 feet, where he will engage in the Hardware business.

Portsmouth, Va.—Virginus Johnson has opened up a Hardware, tinware and house furnishing store.

Toledo, Ohio.—The Standart-Simmons Hardware Company has been incorporated; capital stock, $200,000, by Wm. H. Standart, Frank E. Moulton, Charles H. Russell, Daniel Segur and George P. Kirby.

Changes.

Amsterdam, N. Y.—The Hardware business of Irving J. Larrabee was taken over this morning by Charles A. Peek, of New York. The business will be continued in the present location, at least for some time, and incorporated under the name of Charles A. Peek.

Bangor, Me.—The J. and H. L. Willington Hardware Company, which was burned out in the May fire, have opened their business in a new building.

Birmingham, Ala.—The Prowell Hardware Company will October 15 absorb the local branch of the Gray & Dudley Hardware Company, which company will retire from the Hardware business in Birmingham. The Prowell company, in order to execute its present plans, will increase the capital stock to $150,000.

Carlton, Okla.—C. W. Ashley has purchased the Hardware stock of F. L. Chronister.

Cawker City, Kan.—John Domino has purchased the business of the Cawker City Hardware Co.

Cedar Falls, Iowa.—The Johnson & Wyth Co. has succeeded the Cedar Falls Hardware Co. in the Hardware, heating and plumbing business.

Cherokee, Iowa.—F. F. Leonard has purchased the Hardware store of P. H. Brison.

Clinton, Ind.—The Hardware stock of Charles Whitcomb & Co. has been purchased by Dr. K. A. Adams, Roy Staats and Bert Reynes. The old firm has been in business here for the past thirty years. The new firm will take possession November 1.

Cohoes, N. Y.—Pete and Edwin D. Stiles, of this city, have purchased the Hardware business from Paul H. Andrae. Alterations will be made in the store, and a complete line of up-to-date Hardware, stoves and ranges and a general line of house furnishing goods will be placed on sale.

East Sedalia, Mo.—J. M. Dobel has added a new store to his place of business, in which he will deal in Hardware supplies.

Ebensburg, Pa.—Shettig Brothers, Hardware firm, have purchased the Hardware stock of E. M. Stiffler, at Nant-y-Glo, and will close out the business there.

Elmira, N. Y.—G. A. Gridley & Son have entirely remodeled and re-equipped their Hardware store, which was partly destroyed by fire, and are again engaging in the Hardware business.

Elton, Iowa.—F. J. Croff has sold his Hardware business to Haven & Co.

Ferndale, Wash.—P. E. Wallin has sold his Hardware store in Ferndale, Wash., to Kaas & Hoverson.

Galveston, Texas.—Boddeker & Lyons, dealers in general Hardware, whose store was recently destroyed by fire, report that the rebuilding of their wareroom is progressing rapidly, and they expect to be in shape again in about two weeks.

Greenwich, Conn.—George Geibel and T. J. English, of Waterbury, have purchased the interests of F. W. Jaynes in the Jaynes Hardware Co., and are conducting the business under the same name.

Hutchinson, Kan.—The Colladay Wholesale Hardware Co. are erecting a new warehouse.

Haverhill, Mass.—The Hanscom Hardware Company has purchased the business of George E. Durgin. The store will be completely renovated and placed in proper condition to transact an up-to-date Hardware business.

Le Roy, N. Y.—Harry J. Stickney, who has been connected with the Taft Hardware store for the last two years, will go to Akron on November 1, where he will open a Hardware store and engage in business for himself.

Lewiston, Me.—Benjamin L. Furbish has purchased the Hardware business which for many years was conducted by his father, the late John Furbish.

Morris, I. T.—Gordon & Meeks have sold their business to the Morris Hardware Co.

Mullin, Tex.—Kemp Bros. have purchased the Hardware business of Summy & Abscher.

New London, Iowa.—Ed. M. Lee has sold his Hardware business to Walker Bros.

North Platte, Neb.—H. M. White has sold his Hardware business to Blake Maher.

Owatonna, Minn.—John Roell has sold his interest in the Thompson-Roell Hardware Company to J. M. Thompson, who will continue the business.

Parkville, Mo.—A. M. Maderia has purchased the Hardware stock of Ernest Zeitz.

Port Huron, Mich.—J. B. Sperry will add a toy department to his Hardware store this Fall.

Roseburg, Ore.—Churchill & Woolsey have been succeeded in the Hardware business by F. H. Churchill.

Steamboat Rock, Iowa.—J. L. Foster has succeeded in the Hardware business of Foster & Smith.

Seymour, Conn.—The new storehouse of the Seymour Lumber & Hardware Co., which has been in course of construction, is completed.

Union, S. C.—The Oetzel Hardware Co. have purchased two new stores, into which they will move about December 1st. This will give them a large double storeroom, and they will add to their already extensive line of Hardware, buggies, wagons, harness and everything in the farming implement line.

Verdigris, Neb.—Dozbaba & Studney have succeeded to the Hardware business of Ruda & Dozbaba.

Washington, Iowa.—T. J. Brus has purchased the Hardware business of Mann & Lemley.

Youngstown, Ohio.—The Wilkins-Leonard Hardware Company are erecting a $7,000 warehouse.

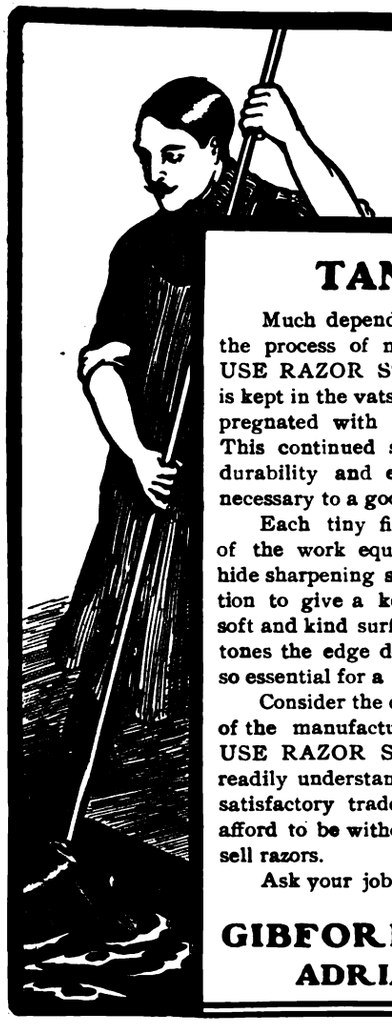
Fires.

No. Tonawanda, N. Y.—The Knapp-Cramer Hardware Company sustained considerable damage recently by fire, the loss amounting to between $20,000 and $30,000. When prepared to start business again the company expect to resume on a larger scale than previously.

Hammond, La.—The loss by fire at the Hardware store of the Baltzell-Donaldson Company, Ltd., whose place was partially destroyed recently, will total $6,000.

PATENTS
procured promptly and with care in all countries. Also trade marks and copyrights.
DAVIS & DAVIS
ATTORNEYS-AT-LAW.
WASHINGTON, D.C.
St. Paul Building, NEW YORK.

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TANNING

Much depends on this first step in the process of making RED-E-FOR USE RAZOR STROPS. The leather is kept in the vats until every part is impregnated with the preserving liquid. This continued steeping insures great durability and eveness of texture so necessary to a good strop.

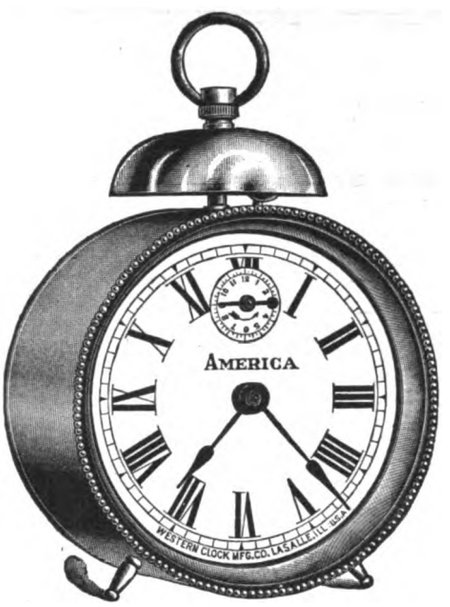
Each tiny fibre bears its portion of the work equally, giving the horse hide sharpening strop the requisite friction to give a keen cutting edge and a soft and kind surface to the finisher that tones the edge down to the smoothness so essential for a good shave.

Consider the care used in every step of the manufacture of RED-E-FOR USE RAZOR STROPS and you will readily understand why they prove such satisfactory trade producers. Can you afford to be without them? Not if you sell razors.

Ask your jobber for a sample doz.

GIBFORD MFG. CO.
ADRIAN, MICH.

The America Alarm



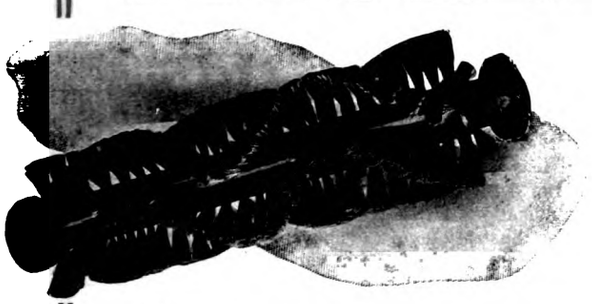
Gives you an opportunity to offer a clock, accurate, efficient, guaranteed, at a remarkably low price and is sold at a figure that leaves you plenty of room for profits. Your jobber has the "America."

The Western Clock Mfg. Co.
La Salle, Ill.

NEW YORK
51 Maiden Lane

CHICAGO
131 Wabash Ave.

BISSELL'S *THE SWEEPER OF QUALITY*

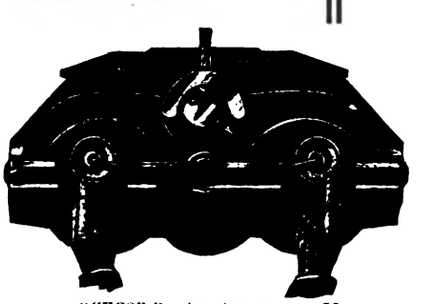


The carpet sweeper being strictly an article of utility, its merit and value is determined by its mechanism, durability, sweeping qualities, etc., and not by exterior embellishment. The prerequisite in a carpet sweeper is a high grade brush, with the necessary propelling power to insure its positive rotation on all grades of carpets.

BISSELL'S

"CYCO" BEARING SWEEPERS

Alone contain brushes with bristles sufficiently long to insure the best results in sweeping, and which add materially to the life of a sweeper. "Cyco" Bearings produce the best friction that man has yet devised for insuring the positive and constant rotation of the brush on all grades of carpets. Full 2¾ inch best quality grey bristles from which Bissell brushes are made, cost more money than shorter bristles, but it means better brushes, better sweeping power and longer life to the sweeper. The Bissell is the sweeper of quality and reputation, and as a well known manufacturer and advertiser has said, "Quality lingers in the memory long after the price is forgotten." Write for our special Fall Fair Offer.



"CYCO" Bearings insure positive rotation of the brush on any grade of carpet.

BISSELL CARPET SWEEPER CO.

Branches:
NEW YORK
TORONTO
LONDON
PARIS

Factories and General Offices: Grand Rapids, Mich.
Eastern Office, Salesroom and Export Dept: 25 Warren St., N. Y.
(LARGEST SWEEPER MAKERS IN THE WORLD)

Founded in 1876.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Beaumont, Tex.—A new stove factory is being erected here, with a capital of $40,000.

Camden, N. J.—The Wonder Manufacturing Co. has been incorporated to manufacture stoves, heaters and furnaces, etc.; capital, $125,000. Incorporators: T. E. Moore, D. E. Lindley and M. A. McKee.

East Orange, N. J.—Duplex Steel Plate Piling Co. has been incorporated to manufacture steel articles, machine work, foundry and rolling mill; capital, $500,000. Incorporators: Walter Scranton, John R. Williams and Charles C. Gill.

Franklinville, N. Y.—The Ontario Knife Co. is erecting a factory here.

Franklin, Pa.—The Hough Pump Co. has been incorporated with $50,000 capital.

Groton, S. D.—The Groton Foundry & Manufacturing Company has been incorporated for $50,000, to do a general line of foundry and machine shop work. It will manufacture a kerosene oil burner for cooking and heating stoves.

Hartford, Conn.—The Archambault Company has been incorporated; capital stock, $5,000. The company will manufacture all kinds of machinery, implements, etc. The incorporators are: Ellis B. Baker, George A. French and Albert C. Bill.

Indianapolis, Ind.—The Hussey Farm Tool Company has been incorporated; capital stock, $100,000. Directors: Ray W. Hussey, Joseph D. Hyde and Tilmand Smith.

Lockport, Ill.—The National Broom Factory is erecting a large plant here.

Nashville, Tenn.—The Bryant & Drake Mfg. Co. has erected a plant for the manufacture of lawn mowers. Capital, $25,000.

New Albany, Ind.—The Great Central Steel Range Co. is erecting a large factory, 60x100 feet in size, and five stories high, for the manufacture of steel ranges.

New York, N. Y.—Popular Service and Novelty Introduction Corporation has been incorporated to manufacture household articles; capital, $10,000. Directors: Lawrence Waters, Robert McInerny, W. M. Keane, New York.

New York, N. Y.—Usona Light Co. has been incorporated to manufacture light mantels, gas burners, etc.; capital, $100,000. Incorporators: Henry Kreuder, William Mahler, J. William Hill.

Springfield, Mass.—The Perfection Grate Company has been incorporated with a capital of $3,000. Frank W. Redlon is president; Grace E. Spooner, treasurer, and Nelson J. Hubbard and Theodore F. Handy, directors.

Shelbyville, Ill.—The Frank M. Patten Mfg. Co. is erecting a factory for the manufacture of hay tools.

Tuscumbia, Ala.—The King Stove & Range Co. has been incorporated with $100,000 capital for the purpose of manufacturing stoves, ranges, hollow ware, metal castings, agricultural implements, etc. Its incorporators are George E. King, W. H. Martin, F. H. Jackson and W. E. Werrill. The former is president and W. H. Martin treasurer, vice-president and manager.

Williamsport, Pa.—Andet Novelty Tool Works has been incorporated. Capital, $5,000.

Woodstock, Ont.—The Canadian Tool Company, Limited, has been incorporated; capital, $100,000. The directors are: Edwin G. Law, Joseph Stickney, Arthur J. Downing, James J. Terry and Theophilus L. Wilson.

Changes.

Buffalo, N. Y.—Sidney Shepard & Company, manufacturers of tinware, is to be reorganized a joint stock company and will be capitalized at $1,500,000.

Chattanooga, Tenn.—C. S. & F. S. Stokes are erecting a new plant for the manufacture of tools, and will discontinue their business in Saginaw, Mich.

McKees Rocks, Pa.—The Star Enameling & Stamping Co. are erecting a large factory building and their business will be removed from Allegheny, where the plant is at the present time.

McKees Rocks, Pa.—Jackson Brothers, manufacturers of hand-made mechanics' tools, are enlarging their plant along the P. C. & P., near the White Bridge. The new structure is being constructed of concrete and is being erected over the present plant, which will be kept in operation.

Rochester, N. Y.—The Rochester Non-Rust Tinware Co. is erecting a new plant and expect to occupy same this Fall.

Richmond, Ind.—The Richmond Shovel and Tool Company has filed notice of dissolution of that corporation. The directors of the company are: J. Newton Cole, of Andover, Mass.; Herbert Goff, also secretary and treasurer, of Andover, Mass., and Myron P. Lewis, of Somerville, Mass.

St. Paul, Minn.—The White Enamel Refrigerator Co. has secured building permits for the erection of five one-story brick buildings and one frame building at its plant on the south side of University Avenue, between Albert and Hamline avenues. The new structures will cost $19,500.

Syracuse, N. Y.—The Continental Can Company, which was incorporated a year ago and now has large plants in this city and Chicago, in opposition to the American Can Company, commonly known as the trust, will move its Rochester machine shop to this city. The company is capitalized at $500,000. The officers are: President, T. G. Cranwell; vice-president, A. W. Norton; secretary and treasurer, F. P. Assman. The officers, with J. C. Taliaferro and B. H. Larkin, are the directors.

TRADE DIRECTORIES IN CONSULATES.

Counsul H. W. Harris, of Mannheim, Germany, calls attention to defects in certain trade publications that are sent to consuls. He says:

Among the publications received at consulates are numerous more or less complete lists of American manufacturers and traders. Though not printed solely for consulates or foreign buyers, stress is usually placed by the publishers on the value of these publications for reference in the consulate and as aids in bringing the trader and his foreign customers together. While such books are of much value, their usefulness is apt to be lessened by either one or both of two chief defects, namely, the omission of the names of many excellent concerns and the insertion of those less worthy, and the omitting of anything to indicate whether the concerns named are engaged in foreign trade.

The first defect naturally arises from the fact that the publications are usually, if not always, prepared as a private enterprise, and the names of those firms only appear which desire to advertise in the book. The other defect could in most cases be corrected by giving the address of foreign agents or otherwise. As is well known, many first class American concerns are fully occupied with domestic trade and do not care to sell in a foreign market. Manufacturers and trades usually fall into two classes—those who trade abroad and those who do not. The foreign buyer is not seeking the concern that is indifferent whether it sells abroad or not and which will fill an order only for cash and without further responsibility after the merchandise is placed in cars. He is seeking the concern which is seeking him and is willing to go half way in the matter of trade.

The fact that the American firm has its agents in London, Hamburg or elsewhere is evidence on its face that the concern is at least attempting to do business abroad. The fact should appear in lists of American traders for use in a consulate or in the hands of a foreign buyer.

Two publications lately received at this consulate may be referred to as illustrations of the above. One while fairly complete, omits many well known firms in various branches and inserts the names of others less well known and less reliable. It makes no claims to insert the names of other than its "members." It gives however, the addresses of the foreign agents of those having such agents, and is excellent in this respect. The other directory, a book of some 400 and more pages, gives exhaustive lisst of manufacturers in certain branches, but no clue to what part of these manufacturers are engaged in the foreign trade. For example, eighty different firms manufacturing a certain machine are named. Probably five or six of these have foreign agents. The other probably would not consider an order for a single machine at all.

CAUSE FOR THANKS.

Mrs. Bacon—Who was that man you were bowing and scraping so to at the front gate just now?

Mr. Bacon—Oh, that's the instalment man. He's just been taking the piano away from next door, and I was thanking him.—*Yonkers Statesman.*

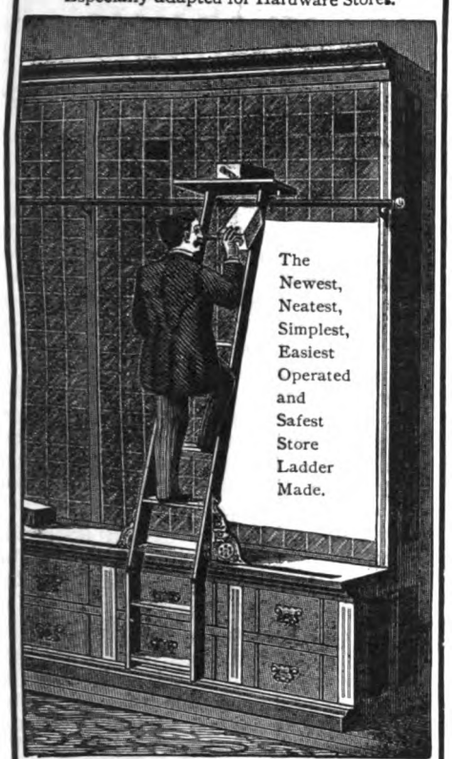
REBUKED.

"Father," said a boy of 12, "can you tell me who Shylock was?"

"What!" exclaimed the father in an aggrieved tone, "have I sent you to Sunday-school for the past six or seven years only to have you ask me who Shylock was? Shame on you, boy! Get your Bible and find out at once!"—*Lippincott's Magazine.*

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The BICYCLE STEP LADDER.
Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO .ILL.

DEALERS

should insist on their jobbers supplying them with **Pelouze Family Scales** having the **New Silver Finished Dials.**

Capacity 24 pounds by ounces.

The best and handsomest finished scales on the market. While superior in many ways to other makes, prices are as low.
Send for complete Catalogue G; 40 styles: Counter, Family, Market, Candy and Postal Scales, Ice Scales, Spring Balances, etc.

Order through your jobber.

Insist on **Pelouze Scales with Silver Finish Dial.**

PELOUZE SCALE & MFG. CO.,
118-133 W. Jackson Boul., CHICAGO.



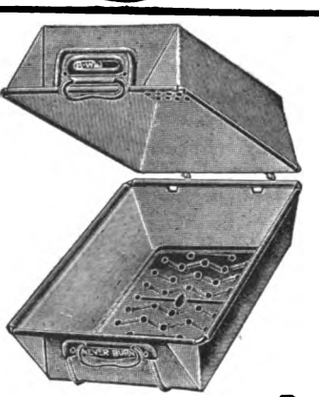
No. 750 Silver dial, tin scoop.
No. 850 Silver dial, steel platform.

Received Highest Award at World's Fair, St. Louis.

"NEVER-BURN"
TRADE MARK

Has steel rods beneath which raise it from the oven floor—give an air space for ventilation—prevent burning
The rods take all the wear—make the Never-Burn roaster outlast others

Made in Cleveland Ohio by The Bronson-Walton Co
New York John H Graham & Co



BOX STRAPPING OF ALL KINDS
BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
STANDARD METAL STRAP CO., 356-342 E. 38 St., New York

The AD-EL-ITE Pair



AD-EL-ITE PAINT AND VARNISH REMOVER

Takes off old finish clean to the wood.
2 Requires but a few minutes to complete its work.
3 Doesn't injure finest grained wood or fabric.
4 Economical—a little goes a long ways.
5 You can apply it yourself.

AD-EL-ITE ONE-COAT DULL FINISH

Rejuvenates old furniture, floors and woodwork.
2 Economical — requires but one coat—covers much surface.
3 Durable — penetrates the grain and retains its rich luster for years,
4 Beautiful — gives rich mission finish now so popular.
5 You can apply it yourself.

DEALERS!

We are spending Thousands of Dollars telling the above facts to the HOME keepers of America.

YOU GET THE BENEFIT OF THIS OUTLAY.

BECAUSE we refer every one of the hundreds of inquiries received daily to local dealers.

BECAUSE we fill no order from the factory unless we have no dealer to whom we can turn over the order.

BECAUSE we furnish you with advertising matter for distribution and display and supply you with free electrotypes.

BECAUSE we co-operate with you in every possible way.

SEND FOR SAMPLES AND PRICES

ADAMS & ELTING CO., Chicago.

Pull the Business

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Allentown, N. J.—Allentown Non-Freezing Powder Company has been incorporated by Chas. G. Schanley, Joseph R. Moreland and Albert M. Barnes. The company is to manufacture and deal in powder and other explosives.

Los Angeles, Cal.—The Dyas-Cline Sporting Goods House at 116 West Third Street, is now open for business. B. H. Dyas, for years one of the hardest workers for amateur athletics in Southern California, and George T. Cline are the proprietors. The house will handle a complete line of guns, ammunition, gymnasium equipment and sporting goods of every kind.

Norwalk, Conn.—It is reported that the incorporators of the new Federal Cartridge Co., organized with several million dollars capital, has selected a site here. If the town is successful in obtaining this new company, it will add thousands to the population, for they no doubt will start out with many orders, as it is expected that they will secure large contracts from the U. S. Government and foreign countries.

Palo Alto, Cal.—F. E. Peterson has leased the building on Alma Street, occupied at present by the Dudfield Lumber Company's offices, and will open an automobile garage and machine shop by the 1st of October. The location will be convenient and the equipment one of the best between San Francisco and San Jose.

Rome, N. Y.—A new company has been organized in this city for the manufacture of automobile radiators, spiral tubing and other metal specialties. The incorporators are Dr. W. L. Kingsley, Hon. T. H. Stryker, G. W. Turney, J. S. Haselton, of Rome, and J. B. Long, of Chicago. The capital stock is $50,000, all paid in. Dr. W. L. Kingsley is the president. The new concern will be located in the plant recently vacated by the Utica Industrial Company, south of the New York Central Railroad, on the banks of the Erie Canal. The incorporate name of the company is the Long-Turney Manufacturing Company, and it is a branch of the Long Manufacturing Company, of Chicago.

Worcester, Mass.—The Mills Woolen Cartridge Belt Co. have organized with a capital stock of half a million dollars. The company is the successor of the Anson Mills Woven Cartridge Belt Co. The capital stock of the corporation is divided into 5,000 shares. The par value is $100. The entire capital stock is now to be divided as follows: Cash, $280,000; machinery, $73,000; merchandise, $2,000; patent rights, $50,000; good will, $75,000; services, $20,000.

Changes.

Abingdon, Ill.—Through the efforts of Andrew C. Woods, of the Greenslade Oil Co., the Animal Trap Co. will remove its plant to Detroit, Mich. The company manufactures mouse and game traps exclusively and employs 125 men. It is expected that at the new location the number of men will be doubled.

Franklin, Mass.—George W. Hosie has purchased the bicycle business of Floyd D. Hosie & Co., and will consolidate it with his Hardware stock in the Hosie Building.

Chicago, Ill.—The Armac Motor Company, formerly of St. Paul, Minn., have reincorporated under the laws of the State of Illinois, with a capital stock of $50,000, and are now located at the corner of Sheldon Street and Carroll Avenue. E. W. Keller is president of the company, A. J. McCollum, vice-president, and E. S. Messervey, secretary and treasurer.

Huntsville, Tex.—Kneeland & Moore have bought the retail Hardware, stove and sporting goods business formerly conducted by W. W. Randolph.

Tacoma, Wash.—E. E. Peterson, formerly associated with the Kimball Gun Store, has formed a partnership with G. A. Bunting and purchased the stock of F. B. Shank. They will add a complete stock of sporting goods and bicycles.

Miscellaneous.

Five hundred Remington rifles were shipped recently to Havana on the steamer Morro Castle. These arms, consigned to private individuals in the Cuban metropolis, were shipped by M. Hartley & Co., of New York. The rifles were packed in fifty cases, each containing ten. On the official manifest, besides the entry of this shipment, were written the words "For sporting purposes." The sale of arms during the Presidential campaign has been prohibited by the Cuban Government.

Homestead, Pa. — The Monongahela Trust Co. was appointed receiver on September 12, by the Kilgore & Atkinson Sporting Goods Co., of Homestead, Pa. In the bill in equity filed in Common Pleas Court, No. 2, the company has debts of $18,000, while the assets are said to be valued at $25,000 in addition to a building on a leased lot. The business was originally established by Kilgore & Atkinson in 1897.

The secretary of the Cyclists' Touring Club has just been informed officially that the motor bicycles of its members who wish to tour in France may pass the French custom houses without payment or deposit of duty; in fact, that in future members of the Cyclists' Touring Club may enter into France with their motorcycles under the same conditions as with ordinary cycles. This concession not only throws open France, but the whole of Europe free of duty to the members of the Cyclists' Touring Club furnished with the necessary ticket, as members of the club have already been granted free entry with their motorcycles into Germany, Holland, Belgium, Italy and Switzerland.

The bicycle industry is still flourishing in Great Britain. One firm of makers has just placed contracts for a new building amounting to over £35,000.

The cycle industry in Switzerland is becoming of greater importance each year, but the trade has to rely solely on imports, the local production being very small. During the period of 1899-1903, covering five years, 74,500 bicycles were imported in Switzerland, which were valued at $3,280,000. Of the total number of imported machines Germany supplied 49,500; France, 12,500; the United States, 6,000, and the United Kingdom only 1,700. The import for the year 1903 amounted to 17,170 finished cycles, which is far above the average for the period mentioned.

Fires.

Derby, Conn.—Fire in the building known as Annex No. 6 of the United States Rapid Fire Gun and Ammunition Company caused the destruction of the building and contents. The building was a wooden structure and contained tanks of oil for hardening shells by a process. In some way an explosion in one of the tanks set fire to the oil, which blazed up with such rapidity that it was impossible for the firemen to more than save the adjoining buildings of the factory. In addition to the building between 700 and 800 shells in the process of finishing were destroyed. The loss is $5,000, partially covered by insurance.

Philadelphia, Pa.—Fire of unknown origin completely destroyed the three-story brick building of the Joseph H. Masland hammock factory on September 5. Loss, $10,000.

Saratoga, N. Y.—The bicycle and automobile establishment of Fred. Hawkins was totally destroyed by fire recently; insurance not stated.

HANDLE MEN TO FORM COMBINE.

The Consolidation of Many Plants—Capital Is About $4,000,000.

Routine details, checking over books, etc., are all that stand in the way of a combination of all handle manufacturing plants in the United States. This includes the plants of the Southern Handle Co. and of the Hartzell Handle Co., in Memphis. It is thought by M. R. Grace, president of the Southern Handle Co., who is promoting the project, that the deal may be closed in a very short time.

Options have been secured on every handle manufactory in the United States. There are twenty-seven plants in all, located in various parts of Ohio, Indiana, Illinois, Alabama, Kentucky, Tennessee nad Texas. The aggregate capital of these plants is about $4,000,000 and the combined annual output runs into the millions of dollars. It was first planned to make the transfer of stock of twenty-four of the companies September 1. Three of the smaller companies had refused to enter the proposed combine. At almost the last minute the officers of these companies gave in, and at a meeting held in Chicago final terms were agreed upon. Mr. Grace refused to say as to how the purchased plants will be paid for. It is reported, however, that stockholders of the old companies will be given a chance to sell their holdings for cash or to take stock in the combination. New York and Eastern capitalists, who are financing the deal, will purchase the stock of all who desire to sell for cash.

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The "FOLLETT"
NUMBERING MACHINE
PRICE $5.00
STYLE OF IMPRINT
123456

Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

Sent to responsible parties on approval.

CUSHMAN & DENISON MFG. CO.
240-2 W. 23d St., New York City.

THE SCHWERDTLE STAMP CO.,
STENCILS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MACH. PLATES-CHECKS
BRIDGEPORT, CONN.

Barrett Glass Cutters



Best in quality. Unsurpassed as sellers. Get prices from
W. L. Barrett, Bristol, Conn.

GENUINE
BARNES' PIPE CUTTERS
get around the question of profits in pipe cutters.



The reputation they sustain for excellence makes them quick sellers.
Write us for catalog and prices.
BARNES TOOL COMPANY
New Haven, Conn.

A New Revolver



H. & R. DOUBLE ACTION
MODEL 1904
38 CALIBER, also
32 CALIBER, 6 Shot.

A solid frame revolver following the pleasing lines of our famous H. & R. Automatic, and which we are supplying in place of the American Double Action, as made by us for more than twenty years.

SPECIFICATIONS

32 caliber; 6 shot; 2½ inch barrel; weight 16 oz.; C. F. S. & W. cartridge; also S. & W. Long and Colt New Police cartridges.

38 caliber; 5 shot; 2½ inch barrel; weight 15 oz.; C. F. S. & W. cartridge.

FINISH—Nickel or blue. We can also furnish with 4½ and 6 inch barrels

Catalog on Request.

Harrington & Richardson Arms Co.
Worcester, Mass., U. S. A.
MAKERS OF H. & R. SINGLE GUNS.



GET BUSY

That is the one secret of success in the Hardware trade.
The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

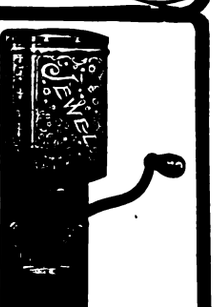
We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill

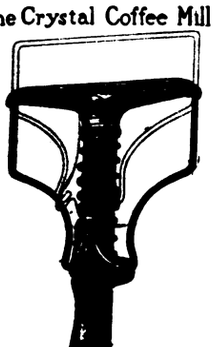
THE CRYSTAL COFFEE MILL with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.



The Jewel Coffee Mill

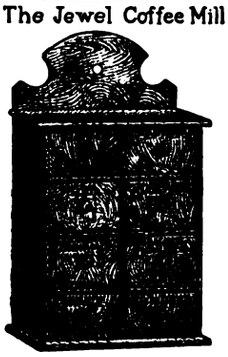
You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.



The Gem Mop Head.

THE FAMOUS GEM is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

THE RIGHT SPACE SPICE CABINET is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.



Eight Space Spice Cabinet

Write for Our Latest Catalog

ARCADE MANUFACTURING CO.
Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.

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BUFFALO
WIRE WORKS CO.
FORMERLY SCHEELER'S SONS
WIRE CLOTH
WIRE GOODS
Artistic Metal Works.
SEND FOR CATALOGUE.
BUFFALO, N.Y.
U.S.A.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES.** *two cents per word. No ad. received less than three lines.*

Situation Wanted.

SITUATION WANTED.—An experienced Hardwareman would like a situation as Salesman, or Assistant Buyer for some large house. J. E. Peters, 2100 Wabash Avenue, Chicago, Ill.

Side Line Offered.

SALESMEN calling on Hardware Dealers can increase their income by carrying a copy of HARDWARE with them. A few minutes talk with the Hardware Dealer almost invariably gets his subscription. A liberal commission goes to the salesman—why don't you try it?

HARDWARE PUBLISHING CO.,
309 Broadway, New York

For Sale.

FOR SALE.—Hardware stock in Western Pennsylvania, town of 4,500 population on the main line of Pennsylvania Railroad, 2½ hours from Pittsburgh. Established ten years. Industries, principally mining, brickworks and railroad center. Junction for branch railroad, tapping one of the biggest Bituminous coal districts in Pennsylvania. Stock will invoice approximately $4,000. For further information, address "Sell," care of HARDWARE.

Salesman Wanted

SALESMEN, we have a splendid side line for you to carry. Sells easily. Big profit. Write Crescent Mfg. Co., Fremont, O.

J. E. BOLLES IRON AND WIRE WORKS
DETROIT, MICH., U. S. A.

Bank and Office Railings, Grilles, Elevator Cabs and Enclosures, Porch Railings, Window Guards, Electro Bronze Work, Ornamental Iron and Wire Work of all Descriptions.

Shipments made to all parts of the world. State your wants and

SEND FOR CATALOGUE 20H

Columbia
Can Opener
It never slips nor tears. A high grade can opener at a low price—10 cts. retail. Discount most liberal to the trade. Send for it.
A. F. Meisselbach & Bro
30 PROSPECT STREET
NEWARK, N. J.

Genuine Philadelphia
LAWN MOWERS
Send for 1906 large catalogue before ordering Spring Stock.
Made only by
THE PHILADELPHIA LAWN MOWER CO.
3101-07 Chestnut St., Phila., Pa.

Situation Wanted

SITUATION WANTED — German-American, experienced salesman, thoroughly acquainted with Hardware and Housefurnishing Trade in Germany, Holland, Belgium and Scandinavia, solicits the Agency of first-class concerns in those countries. Highest references and security. For particulars address "Export Trade," care of HARDWARE.

PARKS & PARKS
TROY, N.Y.
MANUFACTURERS OF
HARDWARE AND HOUSEHOLD SPECIALTIES

Improved Quick and Easy Rising Steam, Electric and Hand Power
ELEVATORS
Send for Circulars.
Kimball Bros. Co.,
1013 Ninth St., Council Bluffs, Ia.
KIMBALL ELEVATOR CO., 120 Cedar St., New York.
39 Vincent St., Cleveland, O.

Robert Murray.
24 Duane St.,
New York City.
General Hardware
Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

HAROLD McCALLA
IRON AND STEEL
Of Every Description
Plain and Galvanized Bars, Hoops, Bands, Angles, Channels, Tees, Etc.
Shipments from stock or mill.
619 North Front St., PHILADELPHIA

ELEVATORS & DUMB WAITERS
We make a specialty of manufacturing them. Also appliances for same.
O'NEILL ELEVATOR CO. 628 Cherry Street, Philadelphia, Pa.

LOOK
for your wants in our classified index
WHEN
writing to advertisers mention HARDWARE.

G. MALLET
82 Ave. de la Republique, Paris,
wants catalogues and prices f. o. b. N. Y. for American Specialties in machinery, tools, steam, gas and water fittings, hardware, motors, cash registers, sewing machines etc.

WHY HAVE OUR SALES FOR 1905 SHOWN AN INCREASE OF 32 4/10 % OVER THE CORRESPONDING MONTHS OF 1904
Because
WE have
The Goods
Made of Wood, Iron and Aluminum Frames
COOK'S PATENT LEVEL
Of all jobbers, or
The
Carpenter
Wants
DAVIS & COOK CO., Watertown, N. Y.

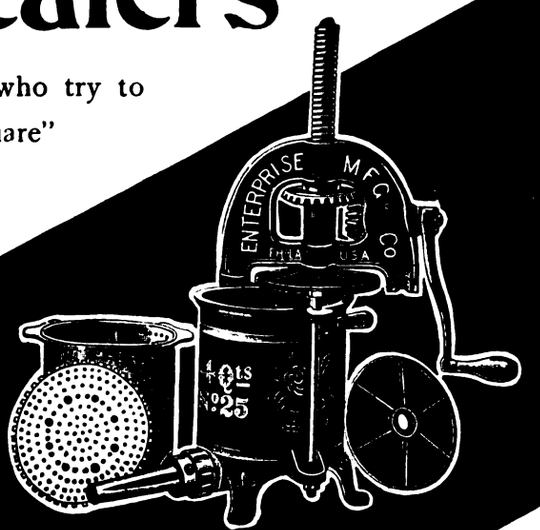
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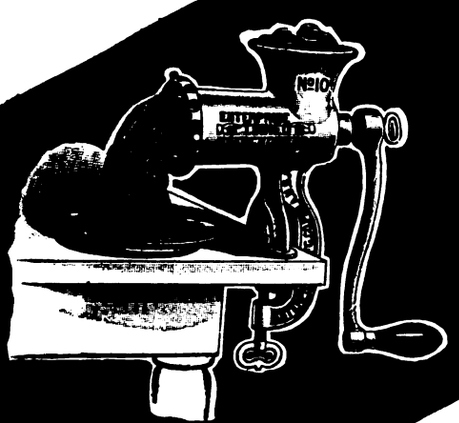
A Square Deal

— FOR —

Square Dealers

Square dealers, we take it, are those who try to give their customers goods that are "square" — honest all through. For forty years we have been giving all dealers the "square deal."





We make all the "ENTERPRISE" hardware specialties just as good as we know how—then we go out and tell the public, of all the world, about their merits. Square Dealers *distribute* them — they are already *sold*. Just ahead is the big demand for

"ENTERPRISE"

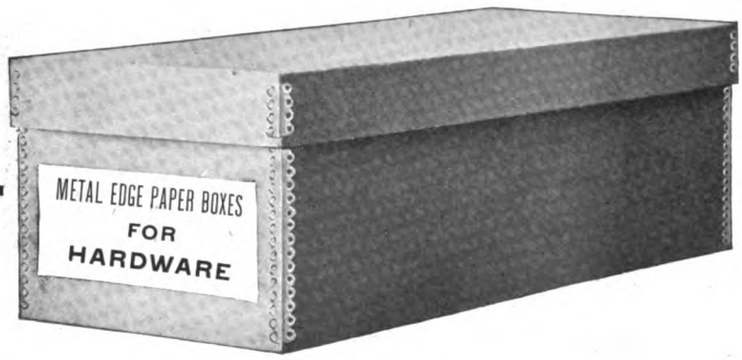
Meat and Food Choppers and "ENTERPRISE" Sausage Stuffers, Lard and Fruit Presses. They are being widely advertised now to the public. Write for our literature about them, including our new catalogue of all the "ENTERPRISE" specialties. Get ready for the biggest season you have ever seen on "ENTERPRISE" goods. We are ready. Get your share.

Increase your sale of "Enterprise" Meat and Food Choppers by using our new booklet: "The Cook, Her Critic and—". We will send you a supply of these on request.

The Enterprise Manufacturing Co. of Pa.

New York Office, 10 Warren St. **Philadelphia, U. S. A.** **San Francisco Office, 105 Front St.**

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You receive and handle flat the stock for Metal Edge Paper Boxes, setting them up just as they are required for packing.

National Metal Edge Box Co.

8th and Willow Streets, Philadelphia, Pa.

"Perfect" Ice Creeper

THOROUGHLY GOOD.

Made of Cold Rolled Steel Galvanized, Spikes made of Hardened Steel.

Fastened to the Shoe with Automatic Adjusting Web. NO RUBBER OR ELASTIC.

POSITIVELY BEST CREEPER MADE

PUT ON IN AN INSTANT,
TAKEN OFF IN LESS TIME.

Ask the Jobber.

MANF. BY

BLAIR HUSKING GLOVE CO.

BUCYRUS, O.



"Little Shaver"

THE CUTEST THING

IN THE KITCHEN



Shaves chocolate so thin that it dissolves without stirring. Slices Potatoes, Radishes, Cucumbers, Onions, Apples, and all the smaller fruits and vegetables. Made of black walnut or other fine hardwood. Tempered steel knife which carries keen edge.

Splendid seller at all times.

Favorite Corn Grater

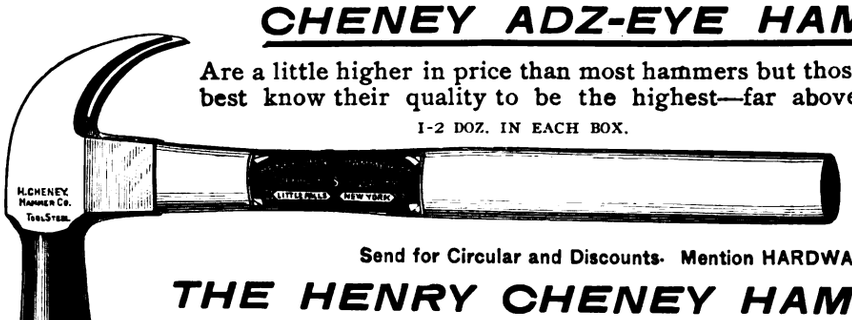
An absolutely reliable utensil for preparing corn for many different dishes.

DEALERS GET PRICES FROM

J. M. Mast Mfg. Co.

Lititz, Penna., U. S. A.

CHENEY ADZ-EYE HAMMERS



Are a little higher in price than most hammers but those who demand the best know their quality to be the highest—far above the price asked.

1-2 DOZ. IN EACH BOX.

Made of "Crucible Cast Steel." Fully Warranted.

Send for Circular and Discounts. Mention HARDWARE.

THE HENRY CHENEY HAMMER CO.

LITTLE FALLS, N. Y., U. S. A.

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TALKING POINTS
FOR
RETAIL HARDWAREMEN

When a customer asks for a particular thing, it is very necessary that he be correctly informed regarding it. In other words you must "show him."

Now, take a SWATY HONE for instance. Imagine you have a customer in front of your show-case. You may lay that Swaty Hone before him with these positively true words:—

"That hone, sir, is a famous SWATY, the very name of which is a guarantee of its superior quality. It is manufactured abroad under conditions of the greatest care."

Have Your Clerks Read This

"The keen edge of a razor must be smooth. The Swaty Hone does that, and also gives that soft, gummy edge so greatly desired. One of the best features of that hone is the fact that it takes hold instantly and does its work so very quickly. Barbers say they can hone up a razor while a customer is in their chair and not have him notice any delay, if they use the Swaty hone. In the biggest shops in New York City, where haste is so necessary, the Swaty Hones are exclusively used."

"Seventy-five cents, sir, is all it costs. May I send it or will you take it with you? Send it? Very well."

"Good day. Come again."

The above is authorized by the

PIKE MFG. CO.

Pike, N. H.

P. S. The Pike Mfg. Co. are now putting up assortments of Razor Hones, which are convenient and display hones to advantage. A postal will bring full information



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"To Swear By or To Swear At"

Metal Ceilings--Which?

Turn anywhere--North--East--South--West--and you will find thousands of pleased customers swearing by Northrop Metal Ceilings because the

Original Northrop Metal Ceilings



Are unequalled in sharpness of stamping, simplicity of construction and architectural fineness.

Remember: If you'll send us the particulars about any room, we'll submit drawings and prices.



Name anything you wish in the way of metal ceilings, or walls for rooms of any size, shape, kind or purpose and the Original Northrop Metal Ceilings will fill the bill.

The latest and the best designs in metal ceilings are finely illustrated in our new catalog. You ought to have a copy.

Every Hardwareman ought to handle Northrop's Metal Ceilings because any mechanic can put them up.

NORTHROP, COBURN & DODGE CO., Manufacturers

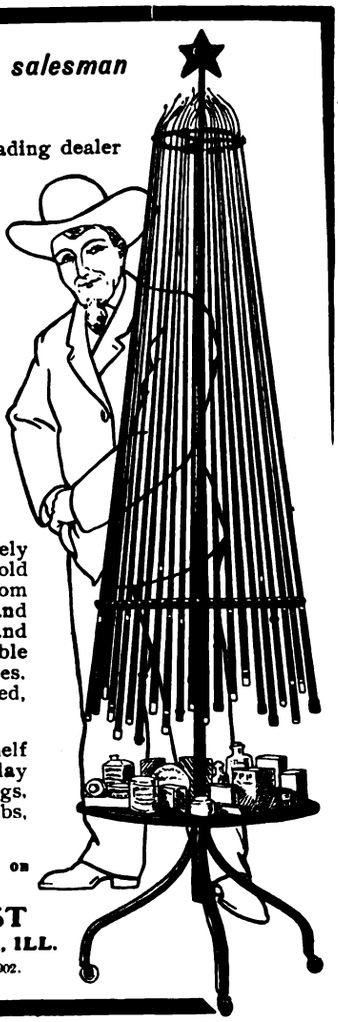
40 Cherry Street, New York

MENTION HARDWARE

"The best silent salesman I ever saw,"

writes W. L. Skinner a leading dealer of Dunkirk, Ind., in a letter commending the

Best Portable Revolving Whip Rack and Display Stand.



It brings the whips out where they are seen and displays them in such an attractive manner that they catch the customer's eye at once.

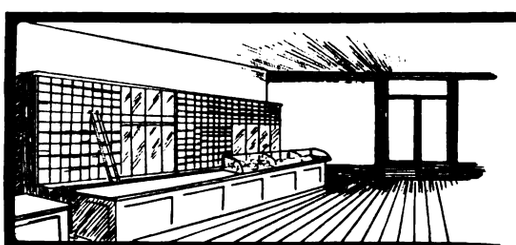
The stand is durably made of steel, handsomely enamelled in Blue with Gold trimmings. It holds from ½ to 1½ gross of whips and keeps them straight and elastic. Hight adjustable from 8 ft. to 9 ft. 10 inches. Weight 80 lbs. Boxed, 100 lbs.

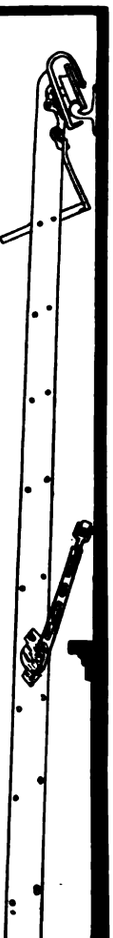
The Revolving Shelf makes an attractive display of Greases, Oils, Dressings, Liniments, Brushes Combs, etc.

Catalog with Prices mailed on request.

JOHN H. BEST
1905 10th St. GALVA, ILL.

Patented May 1, 1900—Oct. 2, 1902.





DON'T MOVE

You can increase the size of your store without increasing your rent by installing one or more

Milbradt Rolling Step Ladders

They make it easy to utilize the space between the top shelf and the ceiling for extra shelvings and boxings.

Milbradt Ladders are made to order from measurements covering the conditions peculiar to each store.

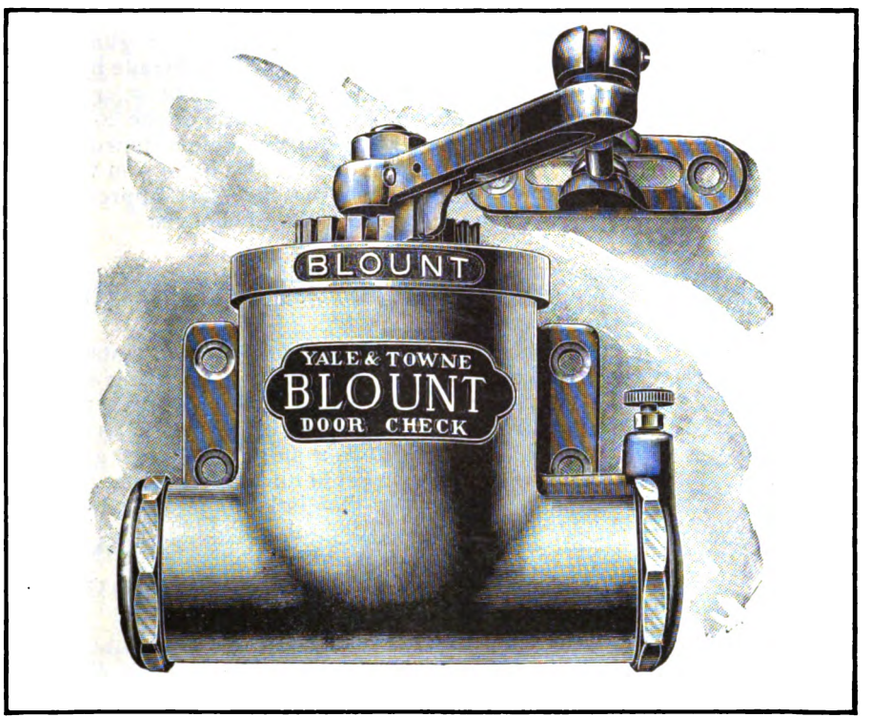
They combine great strength, easy and noiseless operation and handsome finish at a cost that is as low as the price for ready made ladders.

Style No. 4 (shown in outline), a ladder for use on shelving with very narrow or no base. The swinging arms hold the ladder in the position most convenient for climbing. These arms may be swung up allowing the ladder to hang close to the shelves when not in use. Rubber rollers are attached to these arms and run against the base. This is a most convenient ladder for use in narrow aisles or in stock and store rooms.

Our latest catalog illustrates 14 other standard styles adapted to every form of shelving. It will be mailed on request.

THE EBBING MANUFACTURING CO.
1400 N. 8th St. - ST. LOUIS, MO.

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The Blount Door Check is a Great Seller

because it is popular—it's popular because it's good; it's good because it's well designed and *well made*—better made than any other door check, and from better material. ¶ Experience has shown that the Blount Door Check and Spring will give perfect satisfaction under conditions that send checks of other makes to the repair shop or scrap heap. ¶ The Blount Check is well advertised and we assist dealers to give it local publicity. To those who handle the Blount Check, we furnish, on request, illustrated printed matter as listed below, bearing name and address of dealer. (Our name and address does not appear.) Write us for samples of our

Blount Check Catalogues,
Blount Check Brochures,
Blount Check Folders,
Blount Check Envelopes,
Blount Check Seals,
Blount Check Display Cards,
Blount Check Electrotypes for Advertising

and state quantities wanted; also send your card or letter head for the printer's use. ¶ We have a number of ideas that *sell* Checks: ask us about them when writing for the above samples.

The Yale & Towne Mfg. Company
9-15 Murray Street, New York City

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A Clean Shot

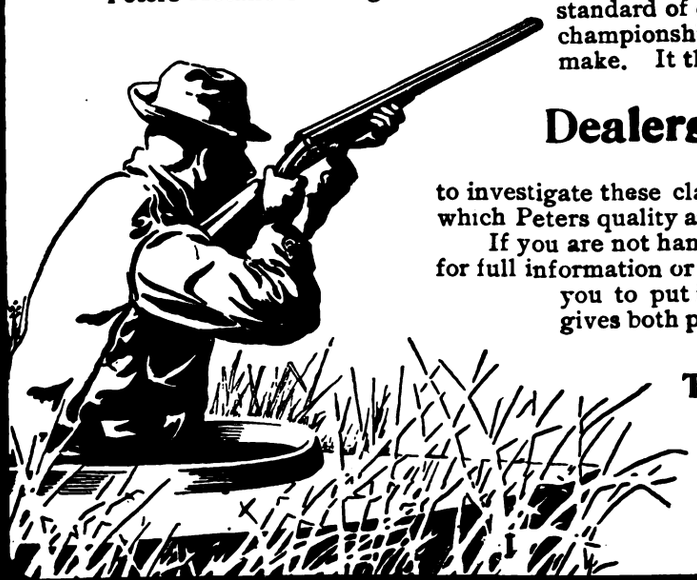


One of the beauties of **Peters** "Referee" shells is their clean way of bringing down game. They develop as much velocity and killing power as smokeless. Being loaded with semi-smokless powder, they are extremely clean and do not foul the gun.

Peters "League" loaded with black powder is the best shell of its grade on the market.

Peters smokeless shells, "Ideal," "Target," "High Gun," and "Premier" are preferred and used with great success by multitudes of sportsmen in every section of the country.

Peters Metalic Cartridges loaded with the famous Semi-Smokeless powder have attained a standard of quality and have won victories in the great championship matches, not approached by any other make. It therefore behooves



Dealers in Ammunition

to investigate these claims and take advantage of the business which Peters quality and Peters advertising are making.

If you are not handling this line at present, ask your jobber for full information or if you prefer, write us direct. It will pay you to put in a stock of Peters goods, the line that gives both profit and satisfaction.

THE PETERS CARTRIDGE CO.,
CINCINNATI, OHIO

NEW YORK: 98 Chambers St.,
T. H. KELLER, Mgr.

A Bargain in Coffee Mills.



Our No. 5 Special at $2.25 per dozen.

A Strikingly Handsome Mill, Canister of Japanese design. Capacity one pound.

Grinding Parts, simple in construction, easily adjusted, adjustment maintained by tension spring.

A Large Cup, securely fastened hangs close to Mill, allowing no waste. **Cup graduated** by tablespoonfuls.

This Mill is Practically Air Tight, thus retaining the full strength of the Coffee.

Mills are Packed each separately in cardboard box and 1 dozen in strong new case.

A Limited Quantity only at this price. Something very appropriate for fall and winter **Bargain Days.**

This Bargain is only one of several we are prepared to make you. Write for particulars of others.

W. H. Glenny & Co., Spec. Mfg. Dept. Rochester, N. Y.

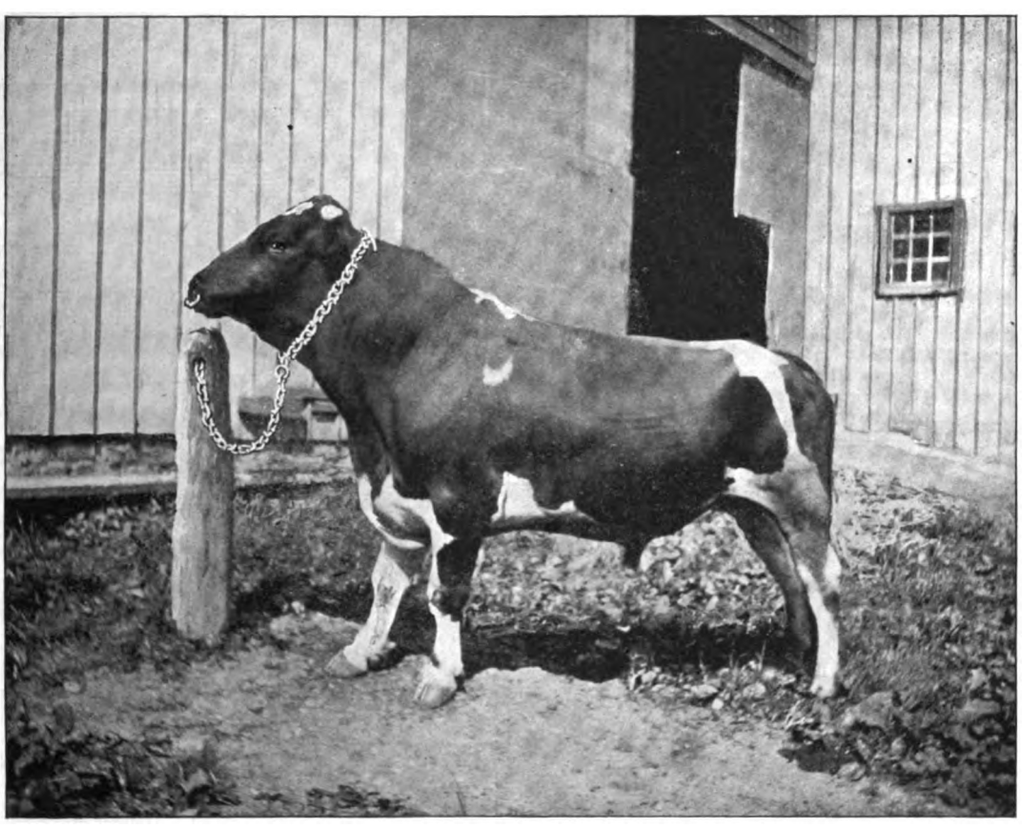
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NIAGARA COW CHAINS

"OHIO" PATTERN

Provided with our latest patented attachments. Steel Swivel and Ring--Two Toggles.

"DE KOL BUTTER BOY PRINCE"



REGISTERED HOLSTEIN-FRIESAN BULL, NO. 30,369.

NIAGARA COW TIES are an indispensable necessity in the new "Model" Dairies, which are being formed on so large a scale, and which are becoming so numerous and so successful throughout the country; for here, an equipment which provides not alone for a neat and attractive appearance but also for the actual welfare and security of the animals, is a matter of paramount importance. The adoption of **NIAGARA COW TIES** is now considered the first step toward attaining to the modern standard of improved Dairy conditions.

Every Hardware dealer should carry NIAGARA COW TIES in stock.
Your customers will ask for them.

MADE BY

ONEIDA COMMUNITY LTD.

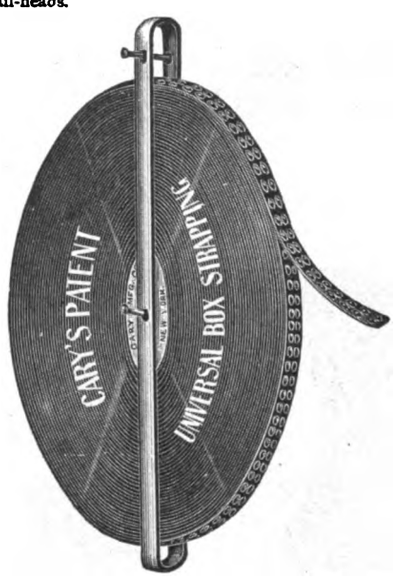
ONEIDA, - - - NEW YORK

The Largest Weldless Chain Manufacturers in the World.

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CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

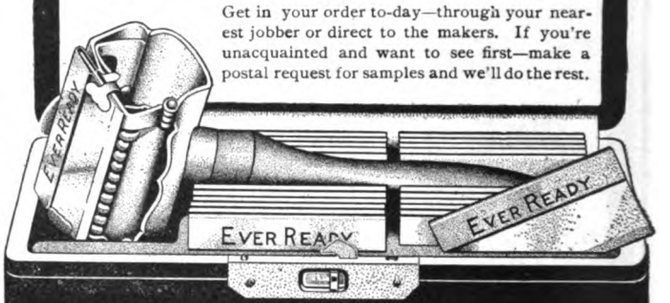
CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

EVERYBODY--EVERYWHERE
IS CALLING FOR
"Ever-Ready" Safety Razors

The only $5.00 retail proposition on the market to-day that gives the customer a run for his money and allows the retailer a profit that is worth his while. **"Ever-Ready" sets contain twenty-four keen, perfect blades**--a dozen more than any other similar priced razor. "Ever-Ready" blades are as thin as paper and yet can be rehoned and resharpened at will—another incomparable feature.

Advertised at $5.00--
BIG PROFITS TO RETAILERS

Get in your order to-day—through your nearest jobber or direct to the makers. If you're unacquainted and want to see first—make a postal request for samples and we'll do the rest.



"EVER READY"-THE RAZOR WITH A YARD OF BLADES

Reichard & Scheuber Mfg. Co.
66 Duane St., New York City

Makers of Yankee Safety Razors—Yankee Sets—Stropping Machines and Radio Magno Razors.



COLONIAL RUBY

FOR HARD COAL, SOFT COAL OR WOOD

Its Nickel Trimmings on Oven Door Panel, Shelf, Nickel Bands, Grate Shaker, and its ornamentations, make it the most handsome Range on the market.

It works perfectly. Made in 3 sizes: No. 8-18, 8-20 and 9-20 with or without Reservoir.

A Good Range to sell at a good profit.

SEND FOR CATALOGUE

South Erie Iron Works,
ERIE, PA.

DON'T FAIL

TO MENTION "HARDWARE"

WHEN WRITING

TO

THESE ADVERTISERS.

PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, in barrels, ₱ gal	55c
Linseed, City, boiled, in bbls, " "	56c
Out of Town, on spot, ₱ gal	53c
Calcutta, raw, in barrels, ₱ gal	60c
Lard, prime city, ₱ gal	61@62c
Lard extra, No. 1	47@48c
Lard, No. 1	35@39c

Paints and Colors

Barytes, Foreign floated, ₱ ton	$17.50@19.00
Barytes, American floated, ₱ ton	$14.00@18.50
Barytes, crude, ₱ ton	$17.00@11.00
White Lead, American, dry, in bbls., ₱ lb	6c
White Lead, American, in oil, in lots of less than 500 lbs., ₱ lb. net	7c
In lots of 500 lbs. and over, ₱ lb	6½c
White Lead Eng., in oil, ₱ lb	9½c
Litharge Kegs, ₱ lb	6½@7½c
Zinc, American dry, ₱ lb	4½@6c

Putty

In bulk	$1.15
In bladders	$1.75
In cans, 12½ lb. to 25 lb	$1.50@1.60

Spirits Turpentine

In regular bbls	64½@65c
In machine bbls	65@65½c

Dry Colors

	₱ Lb
Blue, Chinese	30@c35
Blue, Prussian	28@c34
Blue, Ultramarine	5@15c
Sienna, Italian, burnt & powdered	3@6½c
Sienna, Italian, raw & powdered	3@6½c
Umber, Turkey, burnt	2½@3½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	5@,78c
Green, Paris, in kegs	12½@14½c
Indian, Red, American	3@3½c
Indian, Red, English	4½@8½c

Colors in Oil

Black Ivory, best	16@20c
Blue, Chinese	29@32c
Blue, Prussian	27@30c
Blue, Ultramarine	14½@15c
Sienna, burnt	3@9½c
Sienna, raw	3@6½c
Umber, burnt	11½@12c
Umber, raw	11½@12c
Brown, Spanish	11@11½c

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 34@35c
F. L.....per M 40@45c
G. E.....per M 50@52c
Musket.....per M 62@63c

PRIMERS—

Berdan Primers $3.00 per M.....20&5%
B.L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50.....10&5%
38 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal., Rim, $2.75.....10&5%
B. B. Caps, Can. Ball, swgd.....$1.90
B. B. Caps, Round Ball.....$1.49
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gge..65&5%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge.....25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge.....20%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).....20.
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Black Powder.....40%
Smokeless Powder, medium grade....40&5%
Smokeless Powder, high grade....40&10&10

SHOT—

Drop, up to B 25 lb bag.....$1.65
Drop, B and larger, per 25 lb bag.....1.90
Buck, 25 lb bag.....1.90
Chilled, 25 lb bag.....1.90
Dust Shot, 22 lb bag.....2.25

GUN WADS—℔ 1000—

B. E., 11 up.....$ 60
B. E., 9 and 10.....70
B. E., 8.....80
B. E., 7.....80
F. E., 11 up.....1.00 } 15%
F. E., 9 and 10.....1.25
F. E., 8.....1.50
F. E., 7.....1.50
Ely's B. E., 11 and larger.....$1.70@$175
Ely's F. E., 12 to 20.....$.00@$3.25

Animal Pokes

Iowa Farming Tools.....℔ doz.
Hawkeye.....$8.25
Western.....4.00

Anti-Rattlers

Fernald, Quick Shift, ℔ doz. pair, net..$2.00
Burton's, ℔ doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00
Kohler's:.....℔ Gro.
Daisy, No. 4.....Net. $5.00
Perfect, No. 2.....Net. 7.20
Bolt Holder, No. 1.....Net. 9.00

Anvils

American "Horse-Shoe".....9¼c
Arm and Hammer.....8¼@8¾c
Eagle Anvils, ℔ lb, net.....7¾@8c
Peter Wright's.....10¼c
Trenton.....9 to9¼c
Columbian, all steel, ℔ lb, net.....9c

ANVIL AND VISE COMBINED—

Millers Falls (with drill).....$18.00, 15&10%

Augers and Auger Bits

Boring Machine Snells.....70%
Com. Auger Bits.....75@75&10%
Forstner Pat. Bits.....25%
Ford Auger Bit Co:
Auger Bits.....
Car Bits.....
Machine Bits..... } 40@40&5%
C. E. Jennings & Co.:
D'ble Spur pattern car, No. 30..40&7½&10%
Nobles Double Spur, No. 33.....55&10%
No. 10, Extension Lip.....25&10%
Car Bits, No. 10.....35&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....65&10%
Jennings' Pattern.....60&10%@70%
Snell's Auger and Car Bits.....60%
Extra.....60%
No. 1.....60&10%
Russell Jennings' Augers and Bits.....25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable.....$9.00&10.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....25%

EXPANSIVE BITS—

C. E. Jennings & Co.....33⅓&10%
Clark's small, $18.....55&10%
Clark's large, $26.....55&10%
Ives' Model, ℔ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@$3.25
German Pattern, net.....$4.50@4.75
Mayhew's Diamond ℔ doz. $1.25.....40%
C. E. Jennings & Co.....45&10%
Ladde.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper and Straight Shank...60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40%
L'Hommedieu's.....15&10%
Snell's.....40%
Watrous'.....35&5&10%

Awl and Auger Handles

See Handles

Awls

Per Gro.
Handled Brad.....$2.75@3.00
Handled Scratched.....$3.50@4.00
Patent Peg.....$31@34c
Sewing, Com.....88@$1.00
Shouldered Peg.....65@70c
Shouldered Brad.....50%
Socket Scratch ℔ doz.....$1.00
Stanley Rule and Level Handled Brad.....45%

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ℔ doz. $7.50; No. 20, ℔ Doz. $10.....60%
Brad Sets:
No. 42, $10.50: No. 43, $12.50.....70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18....15&10%
C. E. Jennings & Co's. Adj. Tool Hdls..33⅓%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18.....80%

Axes

First quality, best brands.....$6.50to9.75
Ice, Bradley's.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....$9.25

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc.....33⅓&5
Broad and Bbl.....33⅓%
Boy's Axes.....33⅓&5
D Simmons & Co.:
Broad..... } 50&5%
Shingling and claw.....
Lath, Hunters', etc.....
Picks and Mattocks.....50%
Peck Edge Tool Co.:
Hatchets, shingling, etc.....33⅓&5
Broad and Bbl.....33⅓
Boy's Axes and Hatchets.....33⅓&5

Axle Grease

Dixon's "Everlasting" Graphite:

1	lb cans (36 in case)	15 ea.
2	" "	25 "
10	" firkins (6 in case)	$1.20 "
25	" "	2.75 "
50	" kegs	5.00 "
100	" "	9.00 "
200	" half bbls.	} 8½lb
375-400	lb "	

Balances, Spring

Chatillon's:
Light, class A.....40&10%
Circular Balances, class C.....50%
Ice Balances, class B.....50%
Straight Balances, Class A1 and A2...40%
Class D, E, F.....30%
Class G.....20%

Balances, Sash

Caldwell's.....50%
Pullman's.....50&10to60

Beef Shavers

Enterprise:
Japanned, each, $8.00.....25@30%
Tinned, each, $10.50.....25@30%

Bells

HAND—

Hand Bells, polished brass.....60@60&10%
Pure bell metal.....60%
Silver chime.....33⅓@35%
White metal.....60%

DOOR—

Trip, Gem.....50&10%
Gong, Abbe's.....45%
Gong, Yankee.....55%
New Departure:
Rotary.....50@10%
Push.....50%

COW—

Common wrought.....75%@75&10%
Kentucky.....70%@70&10%
Kentucky, Sargent's list.....70%
Texas Star.....50%
Western, Sargent's list.....70@70&10%

Bellows

Blacksmiths'.....65&10@70%
Hand.....25&10%
Moulders'.....25&10%

Belting Rubber

Boston Belting Co:
"Boston".....50%
"Imperial," seamless stitched.....45%
Niagara.....60%
New Jersey Car Spring & Rubber Co:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Seymour Smith & Sons.....25&10%
Miller's Falls.....15&10%
Weston's.....40

Binder Twine

Per Pound
Sisal.....10c
Standard.....10c
Standard Manila.....11c
Manila.....12c
Pure Manila.....13c

Bit Holders.

Angular.....45%
Extension:
Barber's, ℔ doz. $15.00.....45@50%
Ives' ℔ doz. $20.00.....60&10%

Blind Adjusters

Columbian.....33⅓%
Domestic, ℔ doz. $3.00.....33⅓%
Excelsior, ℔ doz. $10.00.....50&10&2%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons

Security Gravity, ℔ gr.....$9.00
Zimmerman's.....50%

Blocks, Tackle

Eddy's.....50&10@60%
Hartz' Steel.....40&10@50&5%
Iron Strapped, Japanned Sheaves...70&10%
Iron Strapped, Lig Vitae Sheaves.....60%
Rope Strapped, Japanned Sheaves...65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50&10%

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....60%
Wrought Barrel.....80@80&10%
Wrought Barrel Bolts, Griffin's.....75&10%
Wrought Square.....70@70&10%
Wrt Shutter, St'nrd list...50&10%@50&10&5%
Wrought Spring, Sargent's.....70&10@75%

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ⅝x6 and smaller.....75&2½%
Larger and longer.....70%
Phila. Eagle, $3.00 list May 24, '99...80&10%
Bolt ends, list Feb. 14, '95.....70&5%
Bolt ends, with C and T nuts.....65&10%
Machine, ⅝x4 and smaller.....75&5%
Machine, larger and longer.....70&5%

TIRE—

American Screw Co:
Bay State, plain, list Dec. 28, '99.....72½%
Bay State, fluted.....72½%
Eagle Phila.....82½%
Norway, Phila.....80%
Common.....72½@72½&10%
Norway, Phila.....80%
Portchester, Norway.....80%
Phila.....80%

STOVE AND PLOW—

Plow.....70&10@70&10&5%
Stove.....80%@80&10%

MISCELLANEOUS—

Sink.....80%

Bone Mills

Enterprise.....25@30%
Stearns.....40%

Borers, Tap

Enterprise.....20@25%

Each	$1.25,	$1.65,	$2.50
Nos.	1	2	3

C. E. Jennings & Co.:
No. 6.....80&10%
No. 10.....25&10%
Common ring.....20&10%
Ives.....25&10%

Boring Machines

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		.35&5&10%
Miller's Falls	$7.50,	15&19%
Snell's, Rice's Pat	$2.50,	$2.75
Ajax		.40%
Phillips		$4.00 net

Bow Pins

Hotchkiss.....60&10%

Boxes, Mail

Heller's.....40&5%

Box Hooks

Humason & Beckley's.....60&10&10%

Box Openers

Humason's.....℔ doz. net $5.00
Bemis & Call's.....65%

Box Scrapers

Bradley's.....20%

Box Strapping

Cary Mfg. Co's., in case lots:
"Universal".....20&10&10&10
Standard Metal Strap Co's.:
Eclipse.....20&10&10&5%

Braces

Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
Ives':
Barbers'.....60&5%
Barbers' Ratchet.....60@60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108@114½.....50&5&10%
No. 208½@214½.....50&5&10%
Lancasser Mach. & Knife Works.....50%
Gen. Spofford's.....60%

Brackets

Griffin's Folding.....70&10%
Griffin's Pressed Steel.....80%
Bradley's Patent, full cases.....80&10&10%
Bradley's, in broken cases.....80&10%

Bracket Saw Frames

Miller's Falls Co.....25&10%

Bracket Sets

Miller's Falls Co.....33⅓&10%

Bright Wire Goods

Standard list, June 24, 1903.....90&10&10@90&10&10%&5%

Bull Rings

Humason, Beckley & Co's.....80%
Rea's 2½ in. net, ℔ doz.....$1.50
Sargent's.....80%
Seymour Smith & Sons.....60%

Bull Punches

Humason & Beckley's, ℔ doz. net....$3.00

Butchers' Cleavers

Bradley's.....40%
Foster Bros., flat heads.....30%
Foster Bros., round heads.....30%
Lancaster Mach. & Knife Works....33⅓&40%
L. & I. J. White.....30%
Plumb's.....33⅓%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star.....15@15&10%
C. E. Jennings & Co.....30&10%

Butter and Cheese Triers

Ordinary Black Handle.....25%
Humason & Beckley's.....40%

Butt and Rabbet Gauges

Stanley's.....25&10%

Butts.

BRASS—

Wrought Brass, list September, 1896....80%

CASTIRON—

Fast Joint, broad.....40&10@50%
Fast Joint, narrow.....40&10@50%
Loose Joint.....70&5@75%
Loose Joint, Japanned.....70&5@75%
Loose Joint, Jap. with Acorns....70&5@75%
Loose Pin.....70&5@75%
Mayer's Hinges.....70&5@75%
Parliament Butts.....70&5@75%

WROUGHT STEEL—

Table and back flaps.....75% } Ex 10%@10&10%
Narrow and broad.....75%
Inside Blind.....75%
Loose Pin.....75%
Loose Pin, Ball and Steeple Tip.....85%
Japanned, Ball Tip Butts.....79&10%
Bronzed Wrt. Nar. and Inside Blind Butts.....55&10%

Calipers

Bemis & Call:
Wing.....60%
Double.....65%
Inside and outside.....65%
Straight leg.....65%
Call's Pattern, inside.....55%

Can Openers

American.....℔ gross, $1.75@$2.00
Goodell's Acme.....℔ gross, 6.00
Hopper's.....℔ gross, 15.00
No. 5, iron handle.....℔ gross, $2.00@2.25
Phœnix.....40%
Sardine Scissors.....75&10%
Sardine Scissors, forged steel..℔ doz.,$4.50
Sprague, Nos. 1, $2.00; 2, 2.25; 3, 2.50..75&10%
Universal, ℔ doz.....50%

Cartridges

See Ammunition.

Casters

Bed.....70@70&10%
French or Philadelphia Iron wheel.....75%
Plate.....60@60&10%
Payson's Furniture.....70&1&10%
Payson's Truck.....70&10%
Standard, Ball Bearing.....45%

Cattle Leaders

Humason, Beckley & Co's.....70%
Sargent's.....70&10%
Welton's.....70&10%

Chain

American Coil, Straight Link:

Inch	℔ 100 Lbs.
3-16	$7.50
¼	5.35
5-16	4.40
⅜	3.70
7-16	3.55
½	3.45
9-16	3.40
⅝	3.35
¾	3.30
⅞	3.25
1 to 1¼	3.25

Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain.....35&5%

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Chains

Galvanized Pump chain, ₱ lb.....5@5½c
Ger. coil, list July 24, '97...60&10@60&10&10%
Ger. Halter chain, list July 24, '97..60&10&10%
Jack chain, Iron.....60&10@60&10&5%
Jack chain, Brass.....60&10@60&10&10%
Oneida Wire Dog chains.....45@50&5%
Trace Wagon and Fancy Chains:
New list.....60@60&10%
Bridgeport Trace chains.....65%
Stake chains.....65%
Heel chains.....80%

COW TIES—

American.....45@50%
Niagara.....45&5@50&10&5%
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....50%
Sisal.....30&10%

Chain Guards

Aluminum S. & N. Co.....50%

Carpet Stretchers

Montross' "Excelsior," ₱ doz., $6.00....20%
Bullard's.....83⅓%
Cast Iron, Steel points, ₱ doz.....90%
Sockets, ₱ doz.....$1.75@$2.00

Carpet Sweepers

	₱ Doz.
Bissell's Cyco Bearing:	
"Parlor Queen"	$30.00
"Elite"	29.00
"Boudoir"	27.00
"American Queen"	27.00
"Ideal"	25.00
"Gold Medal"	24.00
"Premier"	24.00
"Superior"	24.00
"Prize"	24.00
"Welcome"	24.00
"Grand Rapids," nickel	24.00
"Grand Rapids," Japan	22.00
"Standard," nickel	22.00
"Standard," Japan	20.00
"Crown Jewel," nickel	21.00
"Crown Jewel," Japan	19.00
"Crystal"	36.00
"Grand," length of case, 17 inches	36.00
"Club," length of case, 24 inches	54.00
"Hall," length of case, 28 inches	60.00
"Junior," nickel, length of case 12¾ inches	22.00
"Junior," Japan, length of case 12¾ inches	20.00
"Misses"	9.00

Sterling Carpet Sweepers:

	₱ Doz.	₱ Gro.
Model A, Nickel trimmings	25.00	
" B, Japd. "	21.00	
" " Nickel "	23.00	
" C, " "	21.50	
" D, Japd. "	19.50	

Carpet and Rug Beaters

	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10, Wire, Glavanized	1.50	18.00

Cherry Stoners

Enterprise.....25@30
Goodell's Family, net ₱ doz.....$5.00
Rollman's, net., ₱ doz.....6.00

Chisels

SOCKET FRAMING & FIRMER—

Standard Makes.....70&10@75%
L. & I. J. White.....30@30&5%
C. E. Jennings & Co., No. 70.....25&10%
Jennings & Griffin Mfg. Co.....65&2&10%

TANGED & MISCELLANEOUS—

W. & S. Butchers'.....$4.75@5$5.00to2
C. E. Jennings & Co.....25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels.....25&10%
Tanged Gouges.....25&10%
Tanged Firmers.....40%&10%
Tanged Gouges.....40%
L. & I. J. White.....25&5%

COLD CHISELS—

Good quality, ₱ lb.....18&16c
Snell's best C. S.....50&10%
Cronk's.....50%

Cleaners, Sidewalk

	₱ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers

HORSE—

Chicago Flexible Shaft Co's.:

	Each.
Lightning eBit Clipping Mach.	$15.00 15%
New '98, Chicago	8.75 15%
1902 Chicago	10.75 15%
Twentieth Century	5.00 20%

Cocks, Brass

Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks....70&10@75%

Coffee Mills

Box and Side.....50&10@60%
Enterprise Mfg. Co.....25@30%
Lane Bros. Co.....80%

Compasses, Dividers, &c

Athol Calipers and Dividers.....40%
Bemis & Call Co's.:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers...75@75&10%
Stevens' "Ideal".....25&10%
Stevens' "Leader".....25&10%

Coopers' Tools

Bradley's:
Hoop Drivers.....25%
Rivet Sets.....20%
Cold Chisels.....20&5%
Punches.....15%
Vises.....15%
Inshaves.....20%
Barton's.....20@20&5%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@30&10%

Corkscrews

Detroit Cork Screw Co.....33⅓%
Humason & Beckley Mfg. Co.....50&10%
Samson, ₱ doz.....$10.00

Corn Hooks

	₱ Doz.
Kretsinger Cut-Easy	net $8.00

Corn Knives and Cutters

Bradley's.....net
Wadsworth's.....net $1.50

Countersinks

Mayhew's Diamond.....40@45%
Smith's.....25%
Snell's.....40%
Wheeler's Patent.....50%

Cow Ties

See Chain.

Crayons

Sargent's List.....20%

Dixon's:	₱ Gro.
Eclipse.....7 in., $3.75; 9 in.,	$4.38
Emerald	5.00
Oriole	5.0
Rainbow	3.12
Solid	7.50
Tailors, black, $5.62; red and blue	9.00

Curry Combs

Kohler's.....40%
The Metal Stamping Co.....40%
Southington Cutlery Co's.....25&10%

Cutlery

Foster's Pocket.....30%

Diggers

See Post Hole, etc.

Dividers

See Compasses, Dividers, etc.

Dog Collars

Walter B. Stevens & Son:
Brass.....40%
Embossed Gilt.....30&10%
Leather.....40%
Union Hd'wre Co., new list.....50@50&10%

Door Checks

Bardsley's.....40%
Columbia.....50&10%
Eclipse.....60&10%
Home.....50&10%
Pullman's Screen, ₱ doz. net.....$4.50

Door Holders

Empire.....50%

Door Springs

Columbian Steel.....20%
" Faultless.....50%
Gem (Coil), list Oct. '95.....20%
Pullman, Perfect.....20%
Pullman Coil.....20%
Star (Coil), list Oct. '95.....30%
Torrey's Rod, 39 in., ₱ doz. net.....$1.25
" 48 in., " " " 3.50
Victor, Coil.....50&10&10%
Chicago Coil Springs.....40&10%
Reliance Coil Springs.....40&10%

Drain Cleaners

Iwan's Adjustable.....55%
Iwan's Stationary.....45%

Drawer Pulls

Drawer Pulls, Griffin Mfg. Co., list..75&10%
Sargent's list.....60

Drawing Knives

Standard Makes.....70&10@75%
Adjustable Handle.....25@25&10%
Bradley's.....40&5%
Jennings & Griffin.....65&2&10%
Watrous.....16⅔&10%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks

Automatic Boring Tools, Goodell's 40&5@40&10%
Blacksmiths'.....60%
Breast, Goodell's.....25@30%
Breast, Miller's Falls, each $3.00.....15&10%
Stearns' bench.....30%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $12.00.....33⅓%

TWIST DRILLS—

See Augers and Bits.

Egg Beaters

	₱ Doz.	₱ Gro.
Holt-Lyon Co.:		
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz.	1.15	13.00
No. 1, Tinned	1.40	16.80
No. B, Japanned, hotel size.	1.85	22.00
No. 6, Japanned, Dasher flared	1.65	19.20
No. 2, Tinned, hotel size	2.00	24.00

	₱ Gro.
Taplin Mfg. Co.:	
No. 60 Improved Dover	$ 6.00
No. 75 Improved Dover	6.50
No. 100 Improved Dover	7.00
No. 102 Improved Dover, Tinned	8.50
No. 150 Improved Dover, Hotel	15.00
No. 152 Improved Dover, Hotel T'd	17.00
No. 200 Improved Dover, Tumbler	8.00
No. 202 Imp'd Dover, Tumbler T'd.	9.50
No. 800 Imp'd Dover Mammoth ₱ doz	2.00

Escutcheons

Wood.....25%

Farriers' Knives

	₱ Doz.
"Challenge"	$3.00
Popes	3.00
Wilkinson's, net	3.00
Wostenholm's	3.25

Faucets

Iron Petroleum.....70@70&10%
John Sommer's "Peerless," Tin Key....40%
"Boss," Tin Key.....50%
"Victor," Metal Key.....50&10
"Duplex," Metal Key.....60%
"I. X. L.," Corked Lined.....50%
"Reliable," Cork Lined.....50&10%
"O. K.," Cork Lined.....50%
"Chicago," Cork Lined.....60%
"Perfection," Cedar.....40%
"No Brand," Cedar.....50%

SELF MEASURING—

Enterprise ₱ doz. $36.00.....40&10%
Lane's.....$40.10&2%

Files

DOMESTIC—

New list, Nov. 1, 1899:
American.....75&10@75&10&10%
Arcade.....75&10@75&10&10%
J. Barton Smith.....75&10@75&10&10%
Disston's.....75%
Disston's Superfine.....50%
Eagle.....75&10@75&10&10%
Great Western.....75&10@75&10&10%
Kearney & Foot.....75&10@75&10&10%
McClellan.....75&10@75&10&10%
Nicholson.....70&10@75&5%
Nicholson's X. F. Files.....40@40&10%
Royal.....80@80&10%

IMPORTED—

Stub's.....Stub's list, 30@33⅓%

Filters

Acorn.....50%
Fulper's Natural Stone.....$3.50@$18.50
Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list.....60@60&10%
Kirby & Limerick, low list (50c. base)...10%

Fishing Tackle

Bishop's.	₱ Doz.
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:
Great American.....60&20%

Fruit, Wine & Jelly Presses

Enterprise.....20@25%

Fry Pans

Standard list.....70&10%

No.	0	1	2	3	4
₱ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.		5	6	7	8
₱ doz.		$6.00	$7.00	$8.00	$9.00

Gauges

Bemis & Call's Steel.....50%
Clapboard.....25&10%
Disston's Mortise.....70%
Marking Mortise, etc.....60%
Stanley's.....35%
Starrett's Surface, Center and Scratch.....25&10%
Wire, Morses.....25%
Wire, P. S. & W., low list.....30@30&10%

Gimlets

"Diamond" Gimlets, ₱ gro.....$4.00@$4.25
Double Cut.....40&10@50%
Metal Head.....50&10%
Wood Head.....50%

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40&10%

Glue Pots

See Hollow Ware.

Graters

Enterprise.....25@30%

Graphite, Lubricating

Dixon's Pure Flake:
632— 1 lb. cans.....20c. ea
633— 5 lb. screw top tin cans.....85c. ea
634— 10 lb. screw top tin cans....$1.60 ea
644— 25 lb. boxes.....15c. lb
645— 50 lb. boxes.....14½c. lb
646—100 lb. kegs.....14c. lb
647—350 lb. barrels.....12c. lb

Grindstone Fixtures

Cronk's.....50%
Forest City.....30@30&10%
Sargent's Patent.....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....60&10%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₱ doz.....$6.50

Halters

Covert Mfg. Co.:
Jute Rope Halters.....50%
Sisal Rope.....30&10%
Web Halters.....35&5%

Hammers

HANDLED HAMMERS—

Cheney's:
Adze Eye and Plain.....40&10&10%
Blacksmiths and Riveting.....50&10%
Machinists and Engineers.....60&5%

Magnetic tack, Nos.	1	2	3
	$1.25	$1.50	$1.75

40&10@40&10&10%
Maydole's.....33⅓&5@40&10%
Sargent's new list.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....33⅓&7½%
Engineers and B. S. Hand.....50&12½%
Quaker City Hammers.....40&5%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS & SLEDGES—

Under 3 lb 50c lb.....80&10@85%
3 to 5 lb 40c lb.....80&10@85%
Over 5 lb 30c lb.....85%
Wilkinson's Smiths.....9½c@10c ₱ lb

Hammock Ropes

Covert Mfg. Co.:
Jute.....40&5%
Sisal.....20%

Hand Cultivators

Ulrich Mfg. Co.:
Osborne's, ₱ doz.....$15.00

Handles

WOOD—

Auger, assorted, ₱ gro.....$2.75@3.00
Auger, large, ₱ gro.....3.25@3.50
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 32/4.....40%
Axe, Pick, etc.....50&10@60%
Bliss Mfg. Co.:
Chisel, Brad Awl, File, Auger, Soldering Iron } 25@33⅓
Brad Awl, ₱ gro.....$1.75@$2.00
Chisel, Worcester, leather capped, ₱ doz. net.....$1.50
File, assorted, ₱ gro.....$1.40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro. $2.25@$2.75
Hammer, Hatchet.....50%
Hoe, Rake and Fork.....45@50
Rollis Hdw. Co. Hafts, $9.00.....40&10%
"Simplicity" File Hdls, ₱ gro....$ .90&1.50
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D Handle.....40%
Shovel and Spade, Long Handles..40&5@50%

CROSS-CUT SAW HANDLES—

Atkins.....40&5%
Champion.....45@45&10%
Disston's.....80%

Hangers, Barn Door

Old Pattern.....60&10%
New England.....66⅔@70
Chicago Spring Butt Co.:
Fraction.....25%
Oscillating.....25%
Big Twin.....25%
Lane's:
Covered.....60&2%
Hinge Pattern, net.....$6.08 ₱ doz.
Standard.....60&5%
Special, No. 25.....$3.50
" " 30.....3.90
" " 40.....5.00
" " 20.....6.25
Track for same, ₱ 100 ft. net.....3.75
Cronk's:
Nos. 1, 1¼, 2 and 3.....60&10%
Nos. 11, 12.....70%
Nos. 22, 21¼, 22.....60%
Nos. 33, 50.....60&20%
No. 44.....60%
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr..60&10%
Myers' Stay-on.....60&5%
Wilcox's New Century.....50&10&10%

Hangers, Garment

Pullman's.....₱ gro. net $9.00

Hangers, Parlor Door, Etc

Lane's:
Standard.....net $2.20
Ball Bearing....." 4.15
No. 105....." 2.85
New Model....." 2.25
New Champion....." 2.85

Hardware Shelving

OAK CABINETS—

J. D. Warren Mfg. Co.:
No. B 488, 40 drawers, no partitions, run. ft., $3.60; net each.....$30.00
No. 1656, 58 drawers, no partitions, run. ft., $4.38; net each.....36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each.....54.28

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.85; net each.....15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each.....18.75
No. 1703, with two adjustable center shelves, run. ft. $2.75; net each....22.92

NAIL BIN BASES—

No. 1732, 12 spaces, 150 lbs. each, run. ft., $2.71; net each.....22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each.....25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each.....30.68

Hasps and Staples

Cronk's.....50%
McKinney's "Perfect", $1.10 ₱ doz.....50%
Wrought.....90&10 10%
Wrought, Stanley.....80%
Wrought, Griffin.....80%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:
Myers Unloader, double steel track..$7.00
Myers Unloader, wood track.....7.00
Comb. Car, Double steel T.....7.00
Comb. Car, wood track.....7.00
Rev. Car, Double steel track.....7.00
Rev. Car, wood track.....7.00
Myers Unloader, cable.....7.00
Myers Unloader, single rail.....7.00
Sure Grip Sling Car, steel or wood track.....12.00
Dbl. Rail steel track, complete, ₱ ft.....—
Single Rail steel track, complete, ₱ ft.....30
D. H. Fork steel, regular, each.....1.50
Nellis Fork, each.....3.00
Double Grapple Fork, each.....7.00
Sprouts, Shear Fork, each.....1.50
Walker Fork, each.....2.50
Common 6 in. wood sheave pulley, Fig. 433, ₱ doz.....3.20
Faultless steel frame K. P. pulley, Fig. 435, ₱ doz.....4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 465, ₱ doz.....3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz.....4.80
Reed Wood Frame pulley with hook, Fig. 434, ₱ doz.....4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz.....3.50
Floor pulley, wood sheave, Fig. 486, ₱ doz.....4.50
Hanging Hooks for double steel track, ₱ doz.....1.40
Hanging Hooks for single steel track, ₱ doz.....1.40
Hanging Hooks for wood track, 10 in., ₱ doz.....1.00
16 in., ₱ doz.....1.30
Floor Hooks, ¾ in., ₱ doz.....1.40
Malleable Rafter brackets, ₱ doz.....70
Wrought Rafter brackets, ₱ doz.....70
Rope Hitch, ₱ doz.....3.20
Discount on above 50%

Hay and Straw Knives

Auburn Hay, com. and spear point..40&10%
Iwan's Hay, sickle edge, ₱ doz., net...$9.50
Iwan's Hay, imp. serrated, ₱ doz., net.10.00
Kohler's Hay, sickle edge, ₱ doz., net.10.00
Auburn Straw.....40&10%
Weymouth, pat.....65&5%
Wadsworth's.....40&5%

Hedge Trimmers

Wadsworth's:
No. 1, ₱ doz., net.....$8.00
No. 2, ₱ doz., net.....6.00

Hinges

WROUGHT IRON HINGES—

Screw Hook and Strap	6 to 12 in., ₱ lb.	3½c
	14 to 20 in., ₱ lb.	3c
	22 to 36 in., ₱ lb.	2½c

STRAP AND T HINGES—

New list, Dec. 20, 1904:
Light Strap Hinges.....70%
Heavy Strap Hinges.....75&5%
Light T Hinges.....65%
Heavy T Hinges.....70%
Extra Heavy T Hinges.....70&10%
Hinge Hasps.....50%
Corrugated Heavy Strap.....70&5%
Corrugated Ex. Heavy T.....70&10%
Extra 10%

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SPRING HINGES—

Bommer Brothers:
Bommer Spring Hinges....40%
Bommer B. B. Floor Hinges....40%
Bardsley's Patent Checking....15%
Chicago Spring Butt Co.:
Chicago Spring Butts....25%
Triple End Spring Butts....50%
Chicago Ball Bearing Floor Hinge....50%
Garden City Fire Engine House Hinge..25%
Chicago Saloon Door Hinge....25%
Columbian:
Steel Hinges....60%
Floor Hinges....60%
American....30&5%
Gem....30%
Oxford....30&5%
Acme, Steel....55%
" Brass....25%
Niles Mfg. Co....30%

GATE HINGES—

Clark's, Nos. 1, 2, 3....50&10@60&10%
N. E., ₱ doz., $7.80....60%
N. E., Reversible, ₱ doz., $5.60....60%
N. Y. State, ₱ doz., $4.80....60%
Western, ₱ doz., $4.20....60%

BLIND HINGES—

Parker....70&10@70&10&10%
Sargent's, Nos. 1, 3, 5, 11, 13....75%
W. H. Co's., No. 2 Mortise Gravity....60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.20 ₱ doz. sets....30&10%

Hitching Cords

Covert Mfg. Co....45&2%
Covert Mfg. Co....—
Hitchers Stall....35%

Hollow Ware

ENAMELED—

Lalance & Grosjean Mfg. Co. list Nov. 1, '01:
Agate Nickel Steel Ware....50&20%
Pearl Agate Ware....50&20%
Blue and White Ware....60&15%
All White Ware....50&20%
Regal Steel Ware....60&10%
Peerless Ware....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895....40&10%
Iron Clad:
Peppered Ware, high list....70%
Mottled Ware, high list....75%

STOVE HOLLOW WARE—

Blacklock:
Ground....55 @60&10%
Plain or Unground....60 @65&10%
Country Ware ₱ 100 lbs. net...$2.75@$3.00
Enameled Ware....50 @55&10%

WHITE ENAMELED WARE—

Maslin Kettles....70%
Tinned Boilers and Saucepans....40@45%
Enameled....50@55%

GLUE POTS—

Tinned....35%
Enameled....40%

SILVER-PLATED HOLLOW WARE—

4 mo. or 5% cash in 30 days.
Hartford Silver Plate Co....40&5%
Holmes & Edwards Silver Co....40&15&5%
Meriden Brittania Co....40&10%
Rogers & Brother....40&5%
William Rogers Mfg. Co....40&10%

Hooks

BUSH—

Jennings & Griffin's....33⅓&5%
Wadsworths....60%

CAST IRON—

Ceiling, Sargent's list....50&10@60%
Chandelier....60 @60@&10%
Clothes Line, Sargent's list....50&10&10%
Coat and Hat, Sargent's list....50&10@60%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....60@60&10%
Picture....50&10%
Screw Hat....60&10&70%
Wardrobe....69&10 @60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₱ doz....$1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise....40%
Humason & Beckley, new list....85&10%

WIRE—

Atlas, new list, single cases....75%
Ten case lots....75&10%
Wire Coat and Hat, Acme....60@60&10%
Wire Coat and Hat, Gem....60&10%
Wire Ceiling, Gem....60&10%

MISCELLANEOUS—

Belt....80&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....35&5%
Grass, Wadsworth's....60%
Gronk's, Grass, ₱ doz....$3.00
Hooks and Eyes, Brass....60&10&10%
Hooks and Eyes, Mal. Iron....70&10%
Cotton, box and hay....60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.....	6	7	8	9	1	
A. C.....	25c	23c	22c	21c	21c	40&5%
American, all sizes, net						9½c
Nos.....	6	7	8	9	10	
Anchor and New Haven	28c	21c	20c	19c	18c	40% @40&5
Nos.....	6	7	8	9	10	
Ausable.....	28c	26c	25c	24c	23c	50&10%
C. B. K.....	25c	23c	22c	21c	21c	40%
Capewell.....	19c	18c	17c	16c	16c	10&5%
Champlain....	28c	26c	25c	24c	23c	40&10&50%
Clinton Fin...	19c	17c	16c	15c	14c	30&10%
Essex.....	28c	26c	25c	24c	23c	40&10&50%
Lyra, all sizes, net						9½c
Maud S.....	25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10 ₱ lb.....						12c
Northwestern.	25c	23c	22c	21c	20c	25@25&5%
Putnam.....	23c	21c	20c	19c	18c	33⅓%
New Hutnam.	19c	18c	17c	16c	16c	10&10%
Vulcan.....	28c	21c	20c	19c	18c	25&10%
Western, net						8½c

Horse Shoes

F. O. B. Pittsburgh:
Horse and mule, Iron, ₱ keg....$4.00
Steel, ₱ keg....3.75

Horse Ties

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Sisal....50%
....30&10%

Hose, Rubber

Boston Belting Co.:
"Boston"....50%
Niagara....60%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%
Standard....70&10%

Hose Bands

Star Hydrant....80&20%
Steam....70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross....$9.00 net
Crown....net
Gem Ice Shave....net
Sargent's Ice Awls....55%
Snell's....50%
Star....net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise,....No. 33, ₱ doz. $6.00 25@30%
No. 34, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain....20@25%

Knives

Kimball's:
Bread Knives, ₱ doz. $1.50....20%
Butcher Knives....25%
Shoe Knives....25%
Cronk's Chopping....33⅓%
Dunlap Kitchen and bread Knives....25%
Foster Bros., butcher, &c....30%
Cable and Pocket, see Cutlery.
Wilson's Butcher Knives....net

Knives, Hay and Straw

Wadsworth....40&10%

Knife Sharpeners

Pike's:
Nat. Grit Carving Knife Hones ₱ doz....$3.00
Solid Stone Carving Knife Hones ₱ doz....$2.50
Quick Edge Pocket Knife Hones ₱ doz....$3.00
Mounted Kitchen Sandstone ₱ doz....$1.50
} 40%

Knobs

Bardsley's wood, door, shutter and base....10@15%
Base, rubber tip, 2½ in bead, ₱ gro.... $1.15@$1.25
Dor Mineral....65@70c
Door Por. Jap'd....70@75
Door Por. Nickel....$2.10@$2.20

Lanterns

C. T. Ham, Class A, B, C and D....40&10%

Latches

₱ Doz.
Cronk's barn door, net....$2.00
Lane's Barn Door....40&10%

Lawn Mowers

Champion....75&10%
Clipper Improved....50&10&10&5%
Enterprise....40&10%
Genuine Philadelphia Mowers;
Styles M, S, C, K, T....70&10%
Style A (all steel)....60&10%
Style E, low wheel....60&10%
Style E, high wheel....70&10&5%
Drexel, low list....40&10%
Gold Coins, low list....40&10%
New Departure, high wheel....70&10%
New Departure, low wheel....75%
Pennsylvania....60&10

Lawn Sprinklers

Enterprise....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

Nos.....	1	2	3	
Per Dozen.....	$12.00	$15.00	$24.00	30%

Kohler's:
Daisy, net, ₱ doz....$7.50
Mystic....6.00
Rainmaker....4.80
Dew Drop....1.20

Lawn Swings Easy

Ulrich Mfg. Co., ₱ doz....$75.00

Leads

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....50%
Sisal....30&10%

Lead Pipe, Etc

₱ Lb.
Bar Lead....5½@6c
Block Tin Pipe....35@37½%
Lead Pipe, full lenghts....5 to 6½c
Lead Pipe, tin lined....12½c
Sheet Lead, full rolls....6½c

Lemon Squeezers

Berger Bros., ₱ doz...8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Flush, ₱ doz....$9.60
Little Giant....50@50&5%
Porc. lined, Iron, ₱ doz....$1.75
Porc. lined, Wood, ₱ doz....$1.25
Wood, common, ₱ gro.....No. 0, $5.25 @$5.50; No. 1, $5.25@$6.50

Levels

C. E. Jennings & Co's.:
Hexagon....25&10%
Iron Bench, new design....25&10%
Hollis Hardware Co.:
Adj. Steel 7 in., $24.00....40%
12 in., $27.00....40%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish....40%
Cotton Chalk, 20 feet....40&10%
Cotton Trot....20%
Samson Cot., Nos. 4, $2.90; 4½, $2.75....20%
Silver Lake braided, ₱ gro., Nos. 0, $6.00; 1, $6.50; 2, $7.00; 3, $7.50....20%
Wire Clothes:

	18	19	20
1000 feet.....	$2.20	$2.00	$1.55
75 feet.....	1.80	1.70	1.30

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co....40%
R. & E. Mfg. Co....40%
Reading Hardware Co....45&20%
Sargent & Co....40&10%

CABINET—

Eagle Lock Co....33⅓%
Corbin....33⅓%
Yale....33⅓%

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00..40%
Ames Sword Co....40%
Brown's brass....25%
Brown's chain....25%
Champion....40%
Eagle....40%
Slaymaker's:
General line....35&10%
Scandinavian....90%
" steel keys....50%
Smith & Egge bicycle....50%
Wrought Iron....75&10@80%
Yale Lock Co....60%

TRUNK—

Corbin's....25&10%
Eagle....40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory....45@5&50%
Lignumvitæ....45@5&50%
Bliss:
Carpenters, Tinners, Box, Carvers...33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden....33⅓%
Regular Goods....70&10%@75%

Meat Cutters

American....30%

Nos.....	1	2	3	4	B	5
Each.....	$5	$7	$10	$25	$50	$60

Dixon's, ₱ doz....30&10@40%

Nos.....	1	2	3	4
Each.....	$14	$17	$19	$30

Enterprise....25@25&7½%

Nos.....	5	10	12	20	22	32
Each.....	$2	$3	$2.75	$5	$4.50	$3

Little Giant....33⅓@40%

Nos.....	305	310	312	320	322
Each.....	$35	$48	$44	$72	$68

Woodruff's, ₱ doz....30&1@40%

Nos.....	100	150
Each.....	$15	$18

Beef Shavers (Enterprise)....25@30%

Meat Jiuce Extractors

Enterprise....25&20%

Metals, Anti-Friction

	₱ Lb
Magnolia Metal Co.:	
Defender	18c
Cosmic	10c
Magnolia, Anti-Friction	25c
Mystic	15c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00....40%
Sargent's....60 @60&10%

Mitre Boxes

C. E. Jennings & Co....30&10%
Seavey's, ₱ doz., $30....40%
Stanley Rule and Level Co.:
Nos. 340 to 460....30%
Nos. 50 and 60....35%

Motors

COFFEE MILL—

Specialty Novelty Co., each....$5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Assn list, July, 1899....90, 90&10%

PICTURE—

Niles' Patent....40%
Porcelain head, combination list....60&10%
Porcelain head, Sargent's list....60%

Nail Nippers

"Gem," ¼ gross lots, ₱ gross....$21.00
" less quantity, ₱ dozen.... 2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net....$7.50
Black Hawk, ₱ dozen....9.00
Cyclops....50&10%@50%
Cronk's, ₱ dozen, net....$12.00
Eureka, No. 74, ₱ doz., net....$8.50
Eureka, No. 75, ₱ doz., net....$8.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00....30&5%
Lightning, ₱ doz., $18.00....20%
Morris No. 1, list $20.00....50%
National, ₱ doz., $24.00....10%
Pelican, ₱ doz., $ 9.00....40@40&10%
Rollis Hardware Co., No. 1, $18.00...50&10%

Nail Sets

₱ Gro
Hunters, Cup Point, knurled....$10.00
Hunters, Cup Point, plain....9.00
Octagon....4.00@4.75
Round, assorted....3.00@3.25
Square....4.00@4.25
Snell's:
Octagon, ₱ gro....$5.25
Corrugated....6.75
Knurled....6.75@7.50

Nippers

Acme....50%
Smith's cutting....50%
Todd's cutting....50%

Nut Crackers

₱ Gro
Acme, Japanned, $30.00....40%
Acme, Nickel Plated, $8.00....20%

Nuts

Cold Punched:
Mfrs. or U. S. Standard. Off List
Square, plain....$4.90
Hexagon, plain....5.40
Square, C. T. & R....5.10
Hexagon, C. T. & R....5.80
Hot Pressed:
Mfrs. U. S. or Nar. Guage Standard
Square, blank....5.40
Hexagon, blank....5.80
Square, tapped....5.40
Hexagon, tapped....5.80

Oils

Linseed, city, raw, in barrels, ₱ gal....49c
Linseed, city, boiled, in barrels, ₱ gal..51c
Out of town on spot, ₱ gal....48c
Calcutta, raw, in barrels, ₱ gal....60c
Lard, prime city, ₱ gal....56@58c
Lard, Extra, No. 1....48@49c
Lard, No. 2....36@38c

Oilers

Brass and copper....50&10
Tin or steel....65&10
Cushman & Denison's: ₱ Doz
Gem....$ .50
Leader.....60
Perfect oilers....1.50
Star pocket oilers....75
"Paragon," brass....45@50%
"Paragon," zinc....60&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust....70@70&10%
Zinc and tin....65@65&10%
American Tube & Stamping Co.:
Spring bottom cans....70@70&10%
Railroad oilers, etc....60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes':
Hindostan, large axe.... 8c ₱ lb
" small " .... 10c " " } 40%
Queer Creek Axe.... 20c " "

OIL STONES—

Pikes':
Lily White Washita.... 60c ₱ lb
Rosy Red " .... 60c " "
Extra " .... 50c " "
No. 1 " .... 40c " "
No. 2 " .... 30c " "
Lily White " round edge slips.... 90c " "
No. 1 Washita, round edge slips.... 70c " "
Washita Pen Knife pieces. 70c " "
No. 1 Hard Arkansas stone 3 to 5½ in. long.... $2.80 " " } 33⅓
No. 1 Hard Arkansas stone 5½ to 8 in. long.... $3.50 " "
No. 1 Soft Arkansas stone 3 to 5½ in. long.... $1.50 " "
No. 1 Soft Arkansas stone 5½ to 8 in. long.... $1.70 " "
Soft Arkansas, round edge slips.... $2.50 " "
Hard Arkansas, round edge slips.... $4.00 " "
Hard Arkansas Pocket Knife pieces.... $4.00 " "

Pikes':
Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes.... 40%
India Oilstones, all grades and sizes.... 33⅓%
Queer Creek Oilstones.... 20c ₱ lb
Chocolate Oilstones.... 50c " " } 40%
Regular Hindostan.... 8c " "
Small Hindostan.... 10c " "

Packing, Steam

RUBBER—

Boston Belting Co.:
Phoenix, net ₱ lb....50c
Plumbago....50%
Pure Packing, "Excelsior"....50%
Extra....60%

MISCELLANEOUS—

	₱ Lb
American Packing	8c@10c
Cotton Packing	16c@25c
Italian Packing	9½c@12c
Jute	4½c@5c
Russian Packing	8½c@11c

Padlocks

See Locks.

Parers

APPLE—

Advance	₱ doz	$ 4.00
Baldwin	"	4.00
Bonanza Improved	each	6.50
Daisy	₱ doz	4.00
Dandy	each	7.50
Eureka Improved	"	20.00
Family Bay State	₱ doz	15.00
Improved Bay State	" "	36.00
Little Star	" "	5.00
New Lightning	" "	7.00
Reading, 72	" "	3.25
Reading, 78	" "	6.25
Rocking Table	" "	6.20
Turntable, '98	" "	6.00
White Mountain	" "	5.00

POTATO—

	₱ Doz
Saratoga	$7.00
White Mountain	6.00

Pencils

Dixon's:	₱ Gro
Carpenter's	$2.17@8.75
Carpenter's, blue or red lead..	4.00@7.50
Office	1.87@7.50
Lumber	6.87
Colored lumber	9.00
Black artists	9.37
Colored	4.38@7.50
Assortment boxes	1.31@2.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 23, 1899....70&10@75%

Pipe Hangers, Conductor

Iwan's, Perfection wire....50%

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.)....40%
Bench, first quality....40&10%
Bench, second quality....50&10%
C. E. Jennings & Co....50&10
Molding....33⅓&5

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IRON PLANES—
C. E. Jennings & Co., iron ..... 50&10%
Sargent's ..... 60&60&10%
Standard Tool Co. ..... 50&60&5%
Stanley Rule & Level Co.:
Bailey's 40%
Miscellaneous 35%

PLANE IRONS—
Buck Bros. 30%
Butcher's ..... $5.00 @ 5.25 to £
C. E. Jennings & Co. ..... 16⅔&10%
Stanley R. & L. Co. 35%
L. & I. J. White ..... 20&5&2%

Pliers and Nippers

Button ..... 70&10&7½%
Cronk & Carrier:
Pliers.
No. 1 ..... 60&10%
" 20, net $9.00
" 40 ..... 75%
" 50 ..... 80%
" 65 ..... 40%
" 70 ..... 50%
" 80 ..... 40%
" 85 ..... 40%
Wm. Johnson's Gas Pliers 66⅔%
Smith's Side Cutting 25%

Plow Bolts

See Bolts.

Plumb Bobs

Keuffel & Esser Co. 33⅓%

Plumbs and Levels

Cook's ..... 40&10&10%
Davis':
Inclinometers 20%
Iron Levels ..... 25&10%
Disston's 70%
Machinists' 25%

Pocket Levels

Stanley's 45%
Duplex 35%

Poachers

See Egg Poachers.

Police Goods

Tower & Lyons 25%

Polish Metal

Presoline Liquid, new list 40%
Prestoline Paste ..... 40&40&10%
U. S. Metal Polish Paste, 3 oz boxes,
℔ doz ..... $ .50
℔ gross 4.00
¼ pound boxes, ℔ dozen 1.25
1 pound boxes, ℔ dozen 2.95
U. S. Liquid, 8 oz cans, ℔ dozen 1.25
℔ gross 12.00
Barkeeper's Friend Metal Polish
℔ dozen 1.75
℔ gross 18.00

Polish, Stove

Black Eagle benzine paste, 5 lb cans, ℔ lb 10c
Black Eagle, liquid, 10 oz. cans, ℔ doz. 75c
Black Jack paste, ¼ lb cans, ℔ gross 9.00
Black Kid paste, 5 lb can, each 65c
Ladd's Black Beauty, ℔ gross, $10.00 ..... 50%
Joseph Dixon's, ℔ gross, $5.75 ..... 10%
Dixon's Plumbago, ℔ lb 8c
Fireside, ℔ gross 2.50
Gem, ℔ gross, $4.50 ..... 10%
Japanese, ℔ gross 3.50
Jet black, per gross 3.50
Peerless Iron enamel, 10 oz. cans ℔ doz 1.50
Wynn's:
Black silk, 5 lb. pail, each 70c
Black silk, ¼ lb. box, ℔ doz. 1.00
Black silk, 5 oz box, ℔ doz 75c
Black silk, ¼ pint liquid, ℔ doz. 1.00

Poppers, Corn

Square.	℔ Doz	℔ Gro
1 qt.		$ 9.00
1½ qt.		11.00
2 qt.		13.50

Post Hole Diggers

Disston's Samson Digger, ℔ doz. $14 ..... 25%
Kohler's:
Little Giant ..... ℔ doz., net $12.00
Hercules ..... " " 9.50
Invincible ..... " " 9.00
Pioneer ..... " " 7.20
Universal ..... " " 13.00
New Champion ..... " " 5.50
Rival ..... " " 7.50
Ryan's ..... ℔ doz., $20.00 ..... 25%
Iwan's: ℔ Doz
Split handle ..... net $7.00
Perfection ..... " 8.00
Rockford Tack & Nail Co.:
Rockford brand ..... ℔ doz., " 6.50
Atlas pattern ..... " " " 7.50

Post Hole Augers

Iwan's Patent improved ..... 40&5%
Perfection ..... ℔ doz., net $8.25
Split handle ..... " " 7.50
Vaughan's, 4 to 9 in ..... " " 6.00

Potato Hooks, Etc

Hoe Down Hooks ..... 75&10&2%
Hop Hooks ..... 60&10&2½%
Potato Hooks 70

Powder

See Ammunition.

Presses

See Fruit and Jelly Presses.

Primers

See Ammunition.

Pruning Hooks and Shears

Cronk's Pruning Shears, all styles 33⅓
Disston's Combined Pruning Hook and Saw, ℔ doz., $18.00 ..... 25@25&10%
Disston's Pruning Hook, ℔ doz., $12.00 ..... 25@25&10%
Smith's:
Pruning Shears ..... 60&10%
Rockdale Pruners 33⅓%
Standard Tree Pruners 75%
E. S. Lee & Co's. Pruning Tools 40%
P. S. & W. Co's. Shears 40%
Waters' Tree Pruners ..... 75&10%

Pulleys

Awning ..... 60%60&10%
Axle ..... 50&10%60%
Brass screw ..... 45&10%
Ceiling ..... 50&10&60%
Clothes line, Japanned 60%
Common Sense 60%
Dumb Waiter ..... 60@60&10%
Empire Sash Pulley 60%
Fox all steel 50%
"Grand Rapids," all steel 50%
Hay Fork, swivel eve., ℔ doz., 4 in., $3.75; 6 in., $5.00 ..... 55%
Hay Fork, Hartz, 4¼ in., ℔ doz., $6.00 ..... 50&10%
Hay Fork, 5 in., solid, $5.70 ..... 50%
Hot House ..... 50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ℔ doz., $12.00 ..... 40%
Side, Anti-Friction 60%
Shade rack 45%
U'pright ..... 50&10@50&10&10%

Pumps

Cistern, best grades ..... 60@60&10%
Pitcher Spout, best grades ..... 75&80%
Power Pumps, Myers' 50%
Spray Pumps, Myers ..... 50&10%
Spray Pumps, Kohler's:
Daisy, net ℔ doz ..... $ 7.50
Mechanical, net ℔ doz 7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 328, 3 in. Shallow Well Pump 13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump 15.00
No. 5, Fig. 307, 3 in. Deep Well Pump 15.00
No. 6¼, Fig. 307, 3½ in. Deep Well Pump 17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump 15.00
No. 32, Fig. 523, 3 in. Deep Well Pump 17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump 14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump 17.00
No. 70, Fig. 333, 2¼ in. Deep Well Pump 15.00
No. 72, Fig. 333, 3 in. Deep Well Pump 15.00
No. 102, Fig. 448, 3 in. Lift Pump 9.00
No. 108, Fig. 448, 3½ in. Lift Pump 11.00
No. 128, Fig. 510, 3 in. Lift Pump 7.00
No. 131, Fig. 510, 3½ in. Lift Pump 8.50
No. 225, Fig. 389, Windmill Pump 12.50
No. 235, Fig. 406, Windmill Pump 16.00
No. 240, Fig. 406, Regulator Pump 28.00
No. 302, Fig. 477, Spray Pump, complete 11.50
No. 330, Fig. 647, Knapsack Spray Pump 10.00
Discount 50% f. o. b. Ashland.
No. 208, Fig. 513, Low Down Tank Force Pump, net 5.00
No. 320, Fig. 492, Bucket Spray Pump, net 2.00

Punches

Bemis & Call Co's.:
Cast Steel Drive 50%
Morrill's 50%
Niagara Hollow 45%
Niagara Solid 55%
Saddlers' or Drive, good ..... 60@65%
Snells' Tinners' ..... 40&5%

Rail

Barn Door, Light, Inches ... ¼ ⅜ ½
℔ 100 feet ... $1.40 1.95 2.60
Barn Door, "None Better" No. 1, ℔ ft. ... 3½c
Barn Door, "None Better" No. 2, ℔ ft. ... 4c
B. D. for N. E. Hangers:
Angular, ℔ ft., 6c 70%
Double Flange, ℔ ft., 8c 70%
Cronk's: ℔ Ft
O. N. T. style, No. 13 ..... 2½c
Double braced 3c
Lane's:
O. N. T. 1 in., ℔ 100 ft., net $2.75
O. N. T. 1¼ in., net 3.00
O. N. T. 1½ in., net 4.00
Hinge Hanger, 1 in., ℔ 100 ft 3.50
" 1½ " " " 3.98
Stowell's Wrought steel 25%
Sliding Door, Bronzed Wrought iron, ℔ ft 6½c
Sliding Door, Steel, Brass Plated, ℔ ft. 5½c
Sliding Door, Wrought brass, 1¼ in ℔ lb. 36c ..... 25c@30%
Victor Track Rail, 7c ℔ ft ..... 60&10&2½%

Rakes, Etc

Cronk's:
Malleable 70%
New Champion 75%
Victor 80%
Anti-Clog Lawn 75%
Never Break Garden ..... 75&10%
Queen City Lawn 40%
Kohler's: Net
Lawn Queen, 20 ..... $3.45
" " 24 ..... 3.60
Jumbo Lawn, 36 ..... 5.25
Paragon (wood head) 2.75
Steel Garden, 10th 2.24
" " 12th 2.40
" " 14th 2.64
" " 16th 2.88

Rasps, Horse

Disston's 75%
New Nicholson Horse Rasp ... 70&10@75&5%
See also Files.

Razors

Electric ..... List Net
Boracic 60%
Fox 50%
J. R. Torrey Razor Co. 20%
Wostenholm & Butcher, $10.00 to £ 10%

Razor Hones

Belgian German and Swaty, all sizes ... 50%

Registers and Ventilators

HOT AIR—
New list, July 1, 1906:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated ..... 70&10%
White Porcelain 60%
Solid Brass and Bronze Metal 50%

Revolving Chimney Tops

Iwans' Volcano ..... 50&5%

Rifle Cleaners

Bishops':
Small Bore Rifle Cleaner, ℔ doz. ... $3.00

Rings

See Bull and Hog Rings.

Rivets and Burrs

COPPER—
Belt with Burrs ..... 50&60&60%
Hose with Burrs ..... 50&10&60%

IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners ..... 75%&5%
Miscellaneous ..... 75%&5%

Rivet Sets

Regular list 70%

Rollers, Stay

Cronk's:

Nos.	50	55	56	60	65
℔ Dozen	$1.00	.60c	.75c	.75c	.90c

Rope

Cotton Rope:	℔ Lb
Best ¼ in. and larger	16½c
Medium	14½c
¼ in. and larger	——
Common	10¼c

Jute Rope:
A grade 6c
C grade 5½c
Manilla Pure:
7-16 in. and larger 12c
⅜ in. 12½c
¼ and 5-16 ..... 18c
Sisal, Pure:
7-16 in. and larger 10c
⅜ in. 10½c
¼ and 5-16 in. 11c

Root Cutters

Lane's 25%

Rules

Athol, Steel 33⅓%
Boxwood ..... 60&10 @ 60&10&10%
Ivory ..... 35&10 85&10&5%
Keuffel & Esser Co.:
Folding, wood ..... 35&10%
" steel ..... 33⅓&10%
Lufkin's:
steel ..... 50&10%
Lumber 60%
Miscellaneous, Stanley's 60%

Sad Irons

DOVER ASBESTOS—
Polishing 50%
Pressing 50%
Laundry 45%
Sleeve 50%
Tourist 50%
Toy 50%
Blacklock:
Plain black in cases, ℔ 100 lbs $2.75
Bronze finished in cases, ℔ 100 lbs 3.15
Aluminum finish, in cases, ℔ 100 lbs 2.95
Full nickel, in cases, ℔ 100 lbs 3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa. ..... 20&5&5%

Safety Fuse

See Fuse.

Safety Lifts

Burr Mfg. Co., steel ..... 70 \ 10%

Sand and Emery Paper and Cloth

Baeder, Adamson & Co's. list:
Emery cloth ..... 50&10 60%
Garnet paper 25%
Flint and emery paper ..... 50&10 60%

Sash Balances

Caldwell Mfg. Co. 50%
Pullman ..... 50&10 60%
Victor bronze 75%
Victor steel 70%

Sash Chain

Competition ..... 50&10%
Giant 40%
Monarch B. C. Co. 70%
Pullman bronze 70%
Pullman cop steel ..... 70&10&10%
Royal metal ..... 65&5%
Steel B. C. Co. ..... 70&10%
Steel, copperplated 70%
Victor bronze 70%
Victor steel 75%

Sash Cord & Weight Fastener

Ives 40%

Sash Cord

Cable Laid Italian, ℔ lb. ..... 16@ 18c
Cable Laid Russia, ℔ lb. 15c
Common India, ℔ lb. ..... 10 @ 10½c
Patent Russia, ℔ lb. 14c
Patent India, ℔ lb. ..... 12½ @ 13c
Silver Lake:
A Quality, drab, ℔ lb. 40c
A Quality, white, ℔ lb. 35c
B Quality, drab, ℔ lb. 35c
B Quality, white, ℔ lb. 30c

Sash Fasteners

Imperial 33⅓%
Sash rollers 70%
Ives casement fasteners 40%
Champion 50%
Monitor, steel 25%
Shutter sheaves 60%
Window screen sash lifts 02%

Sash Locks

Champion meeting rail 50%
Champion side 60%
Ives' patent:
Bronze and Brass 62½
Crescent ..... 50&10
Iron 62½
Window ventilating 60%
Robinson pat. ventilating sash lock 40%
Wrought bronze and brass 55%
Wrought steel 55%
Payson's signal 80%
Pullman patent ventilating 25%

Sash Weights

Ton lots at factory (Eastern) $25.00

Sausage Stuffers or Fillers

Enterprise Mfg. Co. ..... 25@25&7½%
National Specialty Mfg. Co. 30%

Saws

Atkins:
Band to 14 in. wide 30%
Band ⅛ to 3-16 in. wide 50%
Butcher ..... 40&10%
Pruning and Compass 40%
Circular 50%
Cross Cut ..... 35&5%
Gang 50%
Hand, Panel and rip 40%
Wood ..... 40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws 25%
Disston's:
Circular, solid and inserted tooth 50%
Band 8 in. to 16 in. wide 60%
Band ⅛ in. to 1¼ in. 60%
Cross cuts 50%
Narrow cross cuts 55%
Mulay, mill and drag 50%
Framed wood saws 35%
Wood saw blades 35%
Wood saw rods 15%
Hand saws, Nos. 12, 99, 9, 16, D100, D85, 120, 76, 77, 8 ..... 22½
Hand saws, Nos. 7, 107, 107½, 3, 1, 0, 00, combination 30%
Compass, keyhole, pruning, dovetail, &c. 25%
Butcher saws and blades 35%
C. E. Jennings & Co's.:
Butcher ..... 30&10%
Hand Panel, rip & other saws. 20&2½&10%
Peace:
Cross cuts 30%
Hand panel and rip 30%
Richardson:
Circular and mill 50%
X cuts 50%
Hand saws 30%
Star, Butcher 25%

HACK SAWS AND FRAMES—
Chatillon 30%
Diamond Saw & Stamping Works:
Sterling hack and saw blades 35%
Sterling hack saw frames 20%
Disston's:
Concave blades 25%
Keystone flex. back and mach. blades 40%
Hack saw frames 30%
Griffin's:
Complete ..... 40&10%
Saw blades ..... 35&5&10%
Star, saws and blades 25%

Saw Filer

Disston's D8 Clamp and Guide, $50.00 ℔ doz. 80%

Saw Frames

C. E. Jennings & Co. 30%
Richardson's Wood ..... net

Saw Sets

Atkins,
Criterion saw sets, ℔ doz. $6.00
Excisior saw tools, " " 6.00
Disston's Monarch, Nos. 1 & 10 & Star ... 30%
Hart's patent lever 20%
Kohler's:
"Giant Royal," ℔ doz. net $3.50
"Royal," ℔ doz. net 5.00
Morrill's:
Nos. 1, $15.00; 10, $15.63; 11, $15.63 ..... 50%
Cross cuts, Nos. 3 & 4, $20.63; 5, $30.00 .. 50%
Richardson's 25%
Seymour Smith & Son, hammer, ℔ doz. $4.75
Stillman's, ℔ doz. 1.00
Taintor's Positive, $18.00 ℔ doz. 60%

Scales

Chatillon's:
Eureka 40%
Favorite 40%
Grocers' triple scales 50%
Family, Turnbull's ..... 30 @ 30&10%
Hatch:
Counter 40%
Tea 40%
Union Platform, plain ..... $1.80 @ $2.00
Striped ..... $2.00 @ $2.20
Pelouze 50%

Scale Beams

Chatillon's No. 1 ..... 30%
Chatillon's No. 2 ..... 40%

Scrapers, &c

Adj. Box scrapers (S. R. & L. Co.) $5.00 .. 45%
Box, 1 handle, ℔ doz. $2.00
Box, 2 handle, ℔ doz. ..... $3.00 @ $4.00
Foot ..... 55&5 @ 60&5%
Ship, Common, ℔ doz., net $2.40
Ship, R. I. Tool Co. 10%

SIDEWALK—
Kohler's steel No. 7, ℔ doz. $2.50

Screens

DOOR—

Phillips.	℔ Doz
Style E, ⅛ in.	$10.00
Style O77, ⅛ in.	7.50
Style X Y, ⅛ in.	10.50

WINDOW AND FRAMES—
Phillips:
Flyer pattern ..... 60&10 @ 60&10&5%
Air Line pattern ..... 60&10%
Perfection ..... 60&10 @ 60&10&5%
Screen frames ..... 70&5 @ 60&10%

Screw Drivers

Brace Screw drivers ..... 25&10&5%
Buck Bros. 30%
Screw Driver Bits 27½
Champion 40%
Disston's Flat Blade, electric, telegraph and cabinet makers 70%
Electric spiral, No. 01, ℔ doz., net $6.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet ..... 40&10%
Fray's hollow hdle sets, No. 3, $12.00 ..... 50%
C. E. Jennings & Co., No. 285 ..... 40&10%
Jennings & Griffin 66⅔%
Sargent & Co's.:
No. 1 forged blade ..... 50&10@50&10&5%
Nos. 20 and 40 ..... 66⅔%
Screw Driver bits (Snell's) ℔ doz 60c
Stanley R. & L. Co's.:
No. 64, varnished handles ..... 60&10%
No. 86 ..... 70&10%
Victor 55%
Defiancio 70%
Snell's No. 5 ..... 75%
No. 10 ..... 80%
Nos. 20 and 30 ..... 70%
Tower & Lyon:
Champion 40%
Magazine 25%
Machinists' 40%
Belsley's patent 33⅓%

Screws

WOOD SCREWS—
List July 22, 1903.
Drive screws, diamond point ..... 87½&10%
Iron, bright flat head ..... 87½&10%
Iron, bright round and oval head ... 85&10%
Brass, flat head ..... 85&10%
Brass, round head ..... 80&10%
Bronze, flat head ..... 77½&10%
Bronze, round head ..... 75&10%
Nickel Plated, iron flat head ..... 77½&10%
Nickel Plated, iron round head ... 77½&10%

MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head .. 50@50&10%

COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '99 ..... 75&12½%
Hand Rail ..... 70&10@75%
Lag screws, list Oct. 1, 1899.
Cone Point ..... 75&*1*

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BENCH, HAND, ETC—

Bench, iron, ₱ doz....1 in., $2.50@$2.75
1¼, $3.00@$3.25; 1½, $3.50@$3.75
Bench, wood, beech....30@30&5%
Hand, wood....30@30&5%
Jack Screws, Miller's Falls, roller bearing....50&10%
Jack Screws, Miller's Falls, without roller bearing....40&10&10%
Jack Screws, P. S. & W....50@50&5%
Jack Screws, Sargent's....70&10%

Scroll Saws

Cricket....10&10%
C. E. Jennings & Co....25%
Lester, complete, $10.00....15&10%
Rogers, complete, $4.00....15&10%

Scythes

₱ Doz

Wadsworth's:
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, grain; weed and bush....40%

Scythe Rifles

3-Coat, ₱ gro., $10.00 } 40%
4-Coat, ₱ gro., $12.00 }

Scythe Stones

	₱ Gro	
No. 1, Indian Pond	$ 7.00	40%
No. 2, " "	4.50	
White Mountain	9.00	
Black Diamond	12.00	
Lamoille	11.00	
Green Mountains	6.00	
Leader Red End	4.50	
Willoughby Lake	9.00	
Extra Quinnebog	7.00	
Pike's Corundum	24.00	
" Emery	15.00	

Seeders

Raisin, Enterprise....25@30%

Shears

Acme (cast)....40@40&5%
Ætna, Steel Japanned....80&20%
Ætna, Steel Nickeled....70&20%
Barnard Lamp Trimmers....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers....63⅓%
N. P. Bent Trimmers....66⅔%
Japanned Straight....70&10%
Japanned Bent....70&10%
Cronks
Nickel Plated....60&10%
Japanned....60&20%
Heinisch's:
Straight Trimmers, etc.60&10@60&10&10%
Tailors' Shears....40%
Tinners' Snips....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned....70%
Nickeled....60%
Standard Cutlery Co.:
Japanned....70&10%
Nickeled....60&10%
Star Brand:
Nickel Scissors....60%
Nickel Shears....60%
Japan Shears....70%
Tailors' Shears....40&10%
Pruners....70%
Tinners' Snips....40&10%

Shears, Hedge

Wm. Wilkinson & Sons....50%

Sheaves

SLIDING DOOR—

Corbin's list....60&10&2%
Hatfield's Pattern....70&10@80%
Stowell's Anti-Friction....50%
Patent Roller....60&10@60&10&5%

SLIDING SHUTTER—

Sargent's list....70%

Shells

See Ammunition.

Ship Tools

L. & I. J. White....25%

Shot

See Ammunition.

Shovels and Spades

Association List, Nov. 15....40%
F. E. Kohler Co....net prices
Avery Stamping Co....net prices

Shutter Bars

Ives'....45%

Shutter Bolts

See Bolts, Shutter.

Sifters, Flour

Hunter's Genuine, ₱ gross....$10.50@$11.50

Skate Sharpeners

Eureka....₱ doz.. $1.75; ₱ gro., $18.00

Slaters' Tools

Plumb....30%

Slaw and Kraut Cutters

Disston's:
Slaw, vegetable, corn grater, turnip shredder....40%
Kraut cutters, 24x7, 26x6, 30x9....55
Kraut cutters, 36x12, 40x12....40%
Enterprise Mfg. Co....25@30%
Tucker & Dorsey:
1 knife, ₱ gro....$18.@$20.00
2 knives, ₱ gro....$22.50@$30.00
Kraut cutters....40%
Woodrough & McParlin....40%

Sledges and Heavy Hammers

See Hammers.

Slicers

Vegetable, Enterprise....25%

Smiths' Bellows

See Bellows.

Snaps, Harness, &c

German, new list....40@40&10%
Sargent's:
Patent Guarded....66⅔%
Covered Spring....50@55%
Covert Mfg. Co.:
Covert Breast strap, bkle snaps....45%
Yankee Breast strap, bkle snaps....17½%
Breast strap protector....45&5%
Double for bits or trace carrier....45%
Trojan snaps....45%
High grade snaps....45%
Jockey snaps....35%
Derby snaps....30&2%
Rope snaps....35&5%
Yankee snaps....80&2%

Scythe Snaths

National Snath Co....45@50%
Grain cradles....40&12½%

Spoke Shaves

Bailey's (Stanley R. & L. Co.)....50&10%
Razor Edge....35%
Iron, ₱ doz....50&10%
Miller's Falls....15&10%
Seymour Smith & Sons, iron....20%
Wm. Johnson's:
Wood, best....30%
Wood, second quality....33⅓

Spoons and Forks

Boardman's:
Nickel silver, catalogue "D"....net list

SILVER PLATED FLAT WARE—

L. Boardman & Son, cat'lge "D" net list
International Silver Co.:
"1847"....40&10%
"Anchor"....60%
"Eagle"....50&10%
"Star"....50&10%
Rogers, Smith & Co....50&10%
Rogers & Hamilton....40&10%
Holmes & Edwards....50&10&10%
German silver, unplated....60@60&5%

KNIVES AND FORKS, NO. 12—

	₱ Doz. Net
"1847"	$3.50
"Anchor"	3.25
"Eagle"	3.25
"Star"	3.25
Rogers, Smith & Co.	3.25
Rogers & Hamilton	3.25
Holmes & Edwards	3.00

Springs

See Door Springs.

Spring Balances

See Balances.

Spring Hinges

See Hinges.

Squares

Disston's Try sq're & T bevels, new list..70%
Try square and T bevel....60&10&10&70%
Winterbottom's Try and Mitre:
Iron Handle....40%
Wood Handle....50%
Nickel-pl'ted, new list, Jan. 5, '00.70&10&10%
Steel and iron....70&10&10%

Staples

Barbed blind, ⅜, ⅝, & ¾ in., ₱ lb....6½c

FENCE—

Same price as Barb Wire, see trade report.

Stay Rollers

Cronk's, No. 50, net ₱ doz....$1.00
" " 55 " " " 60c
" " 56 " " " 84c
" " 60 " " " 84c
" " 65 " " " 80c
Lane's, Nos. 1, 2 and 3....40%

Steels

Chatillon's "Dicks"....30%

Stocks and Dies

BICYCLE—

Holroyd & Co....40&10%

BLACKSMITH'S—

Butterfield's....35&40%
Gardner....33⅓&10%
Holroyd & Co....50&10&5%
Holroyd's R'd Adj. screw plates....50%
Reece's new screw plates....25%
Lightning screw plate....25%

PIPE MAKERS—

Holroyd & Co....80&10&5@80&10%

Stones

See Oilstones.

Stops

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders

Lane's....10%
Myers' Noiseless....50%

Stove Bolts

See Bolts.

Stove Polish

See Polish, Stove.

Sweepers

See Carpet Sweepers.

Tackle Blocks

See Blocks.

Tacks, Brad, &c

List January 15, 1899.
American cut tacks....90&25%
S. S. cut tacks....90&30&5%
Carpet Tacks:
American blued....90&25&5%
American tinned....90&25&5%
Swedes Iron Tacks:
S. S....90&30&10&5%
Bill Posters' and Railroad Tacks:
S. S....90&45&5%
Common and Patent Brads....80&10&5%
Gimp Tacks:
S. S....90&45&5%
Hungarian Nails, steel....80&20&5%
Lace Tacks:
S. S....90&45&10%
Looking Glass Tacks....65&5%
Trimmers' Tacks:
S. S....90&30&10&5
Trunk and Clout Nails:
Steel, black....90&10%
Steel, tinned....80&10%
Upholsterer's Tacks:
S. S....90&40&5%

MISCELLANEOUS—

Double Point, in dozens....90,&8tens
Shade, in dozens....90&10&10%
Shade, in bulk....80%

Tack Pullers

Columbia, No. 1, ₱ doz., net....$5.00
" " 2, " " 1.00
Little Jack, ₱ doz., net.... 1.00

Tapes, Measuring

Eddy's:
American Asses' skin....40&10@50%
Leather Case....25@25&10%
Star steel....40@40&10%
Steel....30@35@35%
Chestermans....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic steel, lower list.... 35@35&5%
Pocket....35@35&10%
Lufkin's steel and metallic....30@33⅓

Tap Borers

See Borers, Tap.

Taps

American Screw Co.:
Machine screw....70%
Holroyd & Co's.:
Blacksmiths....60&10%
Machine screw....75&10@80%
Machinists' Hand:
1-16 to 1¼ in. inc....65&10%
1⅜ to 2 in....50&10&5%
2⅛ to 3 in. inc....33⅓&10%
3⅛ to 4 in. inc....20%
Pipe, ⅛ to 1¼ in....80&25%
Pipe, 2 to 3 in....80&15%
Pipe, 3½ and 4 in....60⅔&15%

Tap Wrench

Rollis Hdw. Co., $6.00....50%

Thumb Latches

See Handles.

Ties, Wall and Veneer

The Metal Stamping Co., Niagara...20&10%

Tinware

Stamped, Japanned and Pieced..net prices

Tire Bolts

See Bolts.

Tobacco Cutters

National Specialty Co.... 40%
Enterprise Mfg. Co....25@30%

Toilet Clippers

See Clippers.

Trammel Points

C. E. Jennings & Co., "Eureka"....25%
Disston's....70%
Sargent's....40&10%
Stanley's....45%

Transom Lifters

Payson's solid grip, Nos. 643 and 644, ₱ 100, net....$33.00
Payson's:
Balance, Iron list....70&10&10%

Traps

FLY—

Balloon ..... ₱ doz. $1.25, ₱ gro., $12.00
Globe..... " " 1.25, " " 12.00
Harper ..... " " 1.40, " " 13.50

GAME—

Enterprise Mole..:....15&10%
Hawley & Norton....65%
Newhouse....45@45&5%
Victor....70&10@70&10&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse....50%
Improved Rat....50%
New Rat....50%
Mouse, round wire, ₱ doz., $1.00....10%
Mouse, wood, choker, ₱ doz. holes....8c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ea. $1.21; ₱ doz....$13.25
No. 3, Rat, ₱ doz., $6.50; case of 50.. 5.75
No. 3½, Rat, ₱ doz., $5.25; case of 72.. 4.70
No. 4, Mouse, ₱ doz., $3.85; " " 150 3.00
No. 5, " " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₱ Doz
Superior Rat Trap....$15.00
Yankee Mouse Trap.... 5.50
Yankee Rat Trap.... 11.00

Trouser Hangers

Pullman No. 1, ₱ gro....$ 9.00
" 4, " " 24.00

Trowels, Mechanics

Brade's Brick....30%
Disston's:
Brick and Pointing....30%
Plastering....25%
"Standard Brand" and Garden....35%
C. E. Jennings & Co.:
Brick....30%
Plastering....25%
Pointing....30%
W. & McP. Plastering....25%
"Rose" Brick, Plst'rng & Moulding..25&5%

Trowels, Garden

Kohler's:
Mal. Hdl. Jap., ₱ gross, net....$5.00
" " Tinned, ₱ gross, net.... 6.20
Wood Hdl., ₱ gross, net.... 4.50
Disston's....35%

Vegetable Slicers

Enterprise Mfg. Co.... .25%

Vises

Oval slide....60&10%
Solid box....60&10%60&10&10%
Columbian Hdw. Co.:
Nos. 110 and over....50&5%
Nos. 100 and under....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 .... 50&10%
Machinists', Parallel....40,&45%
Coachmakers'....40%
Armstrong's:
Combination....50%
Plain and Hinge....60%
Bonney's Champion....40&10
Holland's....40%
Howard's....40%
Little Giant Bench....25&33⅓
Lowell Hand....33⅓
Massey:
Perfect....20%
Clincher....35@40%
Wood-working....15@20%
Planer....15@20%
Comb. Pine....40%
Millers' Falls:
Mechanics'....10%
Oval Glide....60&10%
Ball Clamp....45&10%
Hand....15&10%
Moore's....20%
Prentiss....20@25%
Sargent's....40%
Snediker's....30@33⅓%
Stephen's....30@33⅓%
Trenton....40@40&5%
Wright's Pipe....40%

SAW FILERS

Bonney's No. 1 & 3....40%
Wentworth's....40&10@50%

Wads

See Ammunition.

Wagon Jacks

Covert's Auto Screw Jacks....30&5%
Mfg. Co's. steel....45%
Automobile....45%
Lane's steel....30&10%

Washer Cutters

Otis A. Smith's....20&10&10%

Weights, Hitching

Covert Mfg. Co....40&2%

Well Wheels

Japanned, 8 to 14 in....net

Weed Extractors

"Pastime," ₱ doz., net....$1.75

Window Cleaners

Barnes Mfg. Co....40%
Bosley's Peerless....60%
Bosley's X. L. C. R....70%
Clayton's....25&10%
Phœnix....60%

Window Stop Adjusters

Ives' new list....35%
Taplin's "Perfection"....35%

Wire Gauges

See Guages.

Wire and Wire Goods

Brass wire....30@30&5%
Bright Wire Goods:
New list June 24, 1903....30&10&10&10%
Cast steel wire....50%
Copper wire....15%
Annealed & Tin. on spools....70&10&10%
Brass and Cop. on spools.60&10@60&10&10%
Spooled wire, ass'd for retailing....70&5%
Market Wire, Bright or Annealed:
Nos. 6 to 9....80&5%
Nos. 10 to 18....80%
Nos. 19 to 26....80&10%
Nos. 27 to 31....80&5%
Galvanized:
Nos. 15 to 26....75&5%
Coppered:
Nos. 6 to 14....75&10%
Nos. 15 to 18....75&10%
Tinned:
Nos. 6 to 14....77½%
Nos. 15 to 18....75&5%
Cast steel....65%
Charcoal iron....60%
Gun screw....65%
Picture wire, list of Oct. 2, 1900....85&10@85&10&10%
Stub's steel wire....$6.00 to£ 33⅓

Wire Clothes Lines

See Lines.

Wire Cloth, Netting, &c

Galvanized wire netting....80&10@80&15%
Painted screen cloth, good quality, ₱ 100 sq. ft....$1.20@$1.25

Wire Rope

Bright....50&2½%
Iron, galvanized....42½&2½%

Wire Rope Clips

Crosby....25%

Wire Stretchers

W. C. Heller's grip, ₱ doz....$1.50

Wrenches

Agricultural....75&10@75&10&10%
Alligator....70&10%
Baxter's....70@70&10%
Machinists....50%
Solid handle....50%
Bemis & Call's:
Briggs pattern....30&10%
Improved Pipe, bright....80%
Patent Combination black....40&5%
Patent Combination bright....40%
Bicycle:
Club....40%
Superior....40%
Featherweight....40%
Protection....40%
Boardman's....30@33⅓%
Coes':
Genuine....40&10&5&5%
"Mechanics"....40&10&10&5&5%
Coes' pattern, wrought bar....60&5&@60&10%
Donohue's engineer....40&10%
Eagle pipe....50&10%
Gem....80%
Stillson pipe....60&10%
Acme....60@60&10%
Bull Dog....70%
Hercules....70%

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HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Agricultural Implements
Geneva Tool Co., Geneva, Ohio
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O.

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anvils
Alfred Field & Co., New York

Arbor Presses
Chandler & Farquhar, Boston

Augers and Auger Bits
John H. Graham & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.

Automobiles
J. Stevens Arm & Tool Co., Chicopee Falls, Mass.

Automobile Forgings
Thomson Drop Forge Co., Plantsville, Conn.

Awls
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Axes and Edge Tools
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease
Frazer Lubricator Co., New York
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York

Babbitt Metal
Magnolia Metal Co., New York

Balances, Sash (Spring)
Pullman Mfg. Co., Rochester, N. Y.

Bank Railings
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Barb Wire
Fuller Bros. & Co.. New York

Barn Paints
E. E. Nice, Philadelphia, Pa.
Geo. W. Pitkin Co., Chicago, Ill.

Bath Room Fixtures
Buffalo Mfg. Co., Buffalo, N. Y.
Novelty Mfg. Co., Waterbury, Conn.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co.. Geneva, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs
John H. Graham & Co., New York

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
Gendron Wheel Co., Toledo, Ohio
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands
F. E. Meyers & Bro., Ashland, Ohio

Bicycle Step Ladders
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries
Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Boiler Feeders
N. A. Watson, Erie, Pa.

Bolt and Screw Cases
J. D. Warren Mfg. Co., Chicago

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburg, Pa.

Bolts, Wrought Barrel
Griffin Mfg. Co., Erie, Pa.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Straps
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Boxes (Paper)
National Metal Edge Box Co., Philadelphia, Pa.

Braces, Carpenters
John H. Graham & Co., New York
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.

Brackets
E. E. Josef Mfg. Co., Buffalo, N. Y.

Brackets, Folding
Griffin Mfg. Co., Erie, Pa.

Brackets, Shelf
Griffin Mfg. Co., Erie, Pa.
Piqua Bracket Co., Piqua, Ohio

Brad Awls
Hurwood Mfg. Co., Bridgeport, Conn.

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass and Composition Castings
Magnolia Metal Co., New York

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Brass Novelties
Novelty Mfg. Co., Waterbury, Conn.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
The Wm. Bayley Co., Springfield, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales
John Chatillon & Sons, New York
Osgood Scale Co., Binghampton, N. Y.

Butchers' Tools
John Stortz & Son, Philadelphia, Pa.

Butts, Door
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinets, Bolt
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Massachusetts Tool Co., Greenfield, Mass.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Can Openers
John H. Graham & Co., New York
A. F. Meisselbacher & Bro., Newark, N. J.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carpet Beaters
Holt-Lyon Co., Tarrytown, N. Y.

Carpet Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.
Streator Metal Stamping Co., Streator, Ill.

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing
Frank Miller Co., New York

Carriers, Hay
F. E. Meyers & Bro., Ashland, Ohio

Cash Registers
National Cash Register Co., Dayton, O.

Catalogue Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Cement Rollers
John Stortz & Sons, Phila., Pa.

Chafing Dishes
Buffalo Mfg. Co., Buffalo, N. Y.

Chain Hoist
Jos. F. McCoy Co., New York.

Chains
Covert Mfg. Co., West Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chains, Cow
Covert Mfg. Co., West Troy, N. Y.
Oneida Community, Kenwood, N. Y.

Chains, Halter
Oneida Community, Ltd., Kenwood, N. Y.

Chains, Sash
Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.
Goodell & Co., Antrim, N. H.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Cold
Hurwood Mfg. Co., Bridgeport, Conn.
John Stortz & Son, Philadelphia, Pa.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clamps, Rug and Carpet
E. E. Josef Mfg. Co., Buffalo, N. Y.

Cleavers
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Clocks Alarm
Western Clock Mfg. Co., La Salle, Ills.

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars
A. J. Phillips Co., Fenton, Mich.

Coat Hanger (Folding)
Leader Mfg. Co., Hartford, Conn.

Coat, Hat and Ceiling Hooks
John H. Graham & Co., New York

Coffee and Spice Mills
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila, Pa.
W. H. Glenny & Co., Rochester, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y

Coil Springs (Door)
Pullman Mfg. Co., Rochester, N. Y.

Coke Forks
Geneva Tool Co., Geneva, O.

Conductor Pipe
Am'can Steel Roofing Co., Middletown, O

Contractors' Plows
Syracuse Chilled Plow Co., Syracuse, N. Y.

Contractors' Tools
John Stotz & Sons., Philadelphia, Pa.

Cooking Utensils (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Hooks
Geneva Tool Co., Geneva, O.

Corn Sheller, (Hand)
The Wm. Bayley Co., Springfield O.

Corundum
Pike Mfg. Co.

Cotton Hoes
Geneva Tool Co., Geneva, O.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Counters, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin
J. D. Warren Mfg. Co., Chicago, Ill.

Countersinks
C. E. Jennings & Co., New York

Cover Lifters, Stove
Fanner Mfg. Co., Cleveland, O.

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Curry Combs
John H. Graham & Co., New York

Cuspadors
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
J. Stevens Arms & Tool Co.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dairy Scales
Osgood Scale Co., Binghampton, N. Y.

Dampers
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleve., O.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.
Pullman Mfg. Co., Rochester, N. Y.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.

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Dormant Scales
Osgood Scale Co., Binghamton, N. Y.

Drawers, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Drawer Pulls
Griffin Mfg. Co., Erie, Pa.
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
C. E. Jennings & Co., New York
Keuffel & Esser Co., New York
Massachusetts Tool Co., Greenfield, Mass.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Drawing Knives
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)

Dripping Pans
The Bronson Walton Co., Cleveland, O.

Drop Forgings
Thomson Drop Forge Co., Plantsville, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa
O'Neill Elevator Co., Philadelphia, Pa.

Duplicating Machines
Felix P. J. Daus Duplicating Co., N. Y.

Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
L. & I. J. White Co. Buffalo, N. Y.

Egg Beaters (Dover)
Holt Lyon Co., Tarrytown, N. Y.

Electric Bells and Supplies
John H. Graham & Co., New York

Elevator Enclosures and Bars
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Elevators
Kimball Bros. Co., Council Bluffs, Iowa
O'Neill Elevator Co., Philadelphia, Pa.

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Export Agents
John H. Graham & Co., New York

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Faucets, Metal
John H. Graham & Co., New York

Faucets, Wood
John Sommer's Son, Newark, N. J.

Fences, Wire and Iron
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Stewart Iron Works, Cincinnati, O.
Van Dorn Iron Works Co., Cleveland, O.

Field Hoes
Geneva Tool Co., Geneva, O.

Files
G. & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Gate City Filter Co., New York, N. Y.
Fulper Pottery Co., Flemington, N. J.
N. A. Watson, Erie, Pa.

Filters, Water
N. A. Watson, Erie, Pa.

Fire Arms
Alfred Field & Co. New York
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Pots
Clayton & Lambert Mfg. Co., Detroit, Mich.

Fishing Floats
J. M. Mast Mfg. Co., Lititz, Pa.

Fishing Tackle
J. M. Mast Mfg. Co., Lititz, Pa.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila., Pa.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Furnace Shovels ("Tropic")
Avery Stamping Co., Cleveland, Ohio.

Galvanized Wire
Fuller Bros. & Co., New York

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
W. H. Glenny & Co., Rochester, N. Y.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges
The H. H. Mayhew Co., Shelburne Falls, Mass.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.

Glass Cutters
W. L. Barrett, Bristol, Conn.
Fletcher, Terry & Co., Forestville, Ct.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Glue
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O
Geneva Tool Co., Geneva, O.

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grates
Blacklock Foundry, South Pittsburgh, Tenn.

Grist Mills (Hand)
The Wm. Bayley Co., Springfield, O.

Gummers, Saw
Henry Disstons Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Hack Saws
Diamond Saw & Stamping Co., Buffalo, N. Y.
West Haven Mfg. Co., New Haven, Conn

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Halter Chains
Covert Mfg. Co., West Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y.

Hammers
Henry Chenney Hammer Co., Little Falls, N. Y.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York
Franklin Specialty Co., Reading, Pa.

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Hand Carts
Syracuse Chilled Plow Co., Syracuse, N. Y.

Handles, Tool
Berger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.
Richards Mfg. Co., Aurora, Ills.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.
W. H. Glenny & Co., Rochester, N. Y.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Richards Mfg. Co., Aurora, Ills.
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Cabinets
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York

Hardware Shelving
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties
Alfred Field & Co., New York
Enterprise Mfg. Co. of Pa., Phila.
Robert Murray, New York
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Franklin Specialty Co., Reading, Pa.
E. E. Josef, Mfg. Co., Buffalo, N. Y.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., West Troy, N. Y.

Hatchets
Franklin Specialty Co., Reading, Pa.

Hasps and Staples
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Header Forks
Geneva Tool Co., Geneva, O.

Heaters (Carriage)
Standard Stamping Co., Marysville, O.

Hinges
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Hoist Chain)
Jos. F. McCoy Co., New York.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware
Blacklock Foundry, South Pittsburgh, Pa.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York

Horse and Cattle Ties
Covert Mfg. Co., West Troy, New York
Oneida Community, Ltd., Kenwood, N. Y.

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Holders, Pillow Sham and Dust Pan
E. E. Josef Mfg. Co., Buffalo, N. Y.

Household Specialties
W. H. Glenney & Co., Rochester, N. Y.

Ice Balances
John Chatillon & Sons, New York
Peloune Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
John H. Graham & Co., New York
North Bros., Mfg. Co., Philadelphia

Ice Creepers
Edwin B. Stimpson & Son, New York

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Franklin Specialty Co., Reading, Pa.

Ice Tools
W. H. Glenny & Co., Rochester, N. Y.
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.
John Stortz & Son, Phila., Pa.

Injectors
N. A. Watson, Erie, Pa.

Injectors, Excelsior
N. A. Watson, Erie, Pa.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron Works
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

"Japalac"
Glidden Varnish Co., Cleveland, O.

Job Lots
Chas. Welland, New York, N. Y.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.

Ladders, Folding
Udell Works, Indianapolis, Ind.
Berger Bros. Co., Philadelphia

Lamps, Bicycle
John H. Graham & Co., New York

Lanterns
Hurwood Mfg. Co., Bridgeport, Conn.
R. E. Dietz & Co., New York, N. Y.

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Lawn Fences
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Rakes
Geneva Tool Co., Geneva, Ohio

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh, New York

Lawn Tools
Geneva Tool Co., Geneva, Ohio

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialy Co., Erie, Pa.
John H. Graham & Co., New York
John Sommer's Son, Newark, N. J.
Leader Mfg. Co., Hartford, Ct.

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Lighting Systems
American Gas Machine Co., Albert Lea Minn.

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks and Knobs
John H. Graham & Co., New York

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lubricators
Geo. W. Cole Co., New York, N. Y.

Machinists' Tools
Barnes Tool Co., New Haven, Conn.
Henry Disston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mail Boxes
Vermont Slate Co., Zanesville, Ohio
Smith Bros. Mfg. Co., Indianapolis, Ind

Mallets
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New York

Manufacturers' Agents
John H. Graham & Co., New York
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Manure Hooks
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa., Phila.

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Measuring Tapes
Alfred Field & Co., New York
John H. Graham & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Metal Ceilings
Northrup, Coburn & Dodge Co., New York, N. Y.

Metal Side Walls
Northrup, Coburn & Dodge Co., New York, N. Y.

Mills, Coffee and Spice
The Wm. Bayley Co., Springfield, O.
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Mop Wringer and Bucket
Eagle Cooperage Works, Circleville, O.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nails, Galvanized
Keystone Nail Co., Inc., Phila., Pa.

Nail Sets
John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Sawyer Tool Mfg. Co., Fitchburg, Mass.

Needles
Alfred Field & Co., New York

Nippers
Alfred Field & Co., New York
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburgh, Pa.

Office Railings
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans (Safety)
Vermont Slate Co., Zanesville, Ohio

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, O

Ovens, Gas Stove
Schofield & Co., Freeport, Ills.

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
E. E. Nice, Philadelphia, Pa.
Geo. W. Pitkin Co., Chicago, Ill.

Paint Specialties
Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.

Paper Boxes
National Metal Edge Box Co., Philadelphia, Pa.

Paper Clips
Cushman & Dennison, New York

Paviors' Tools
John Stortz & Sons, Phila., Pa.

Patents
Davis & Davis, New York

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Perforated Metals
Edwin B. Stimpson & Son, New York

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Planters' Hoes
Geneva Tool Co., Geneva, O.

Plant Supports
Igoe Brothers, Brooklyn, N. Y.

Plated Ware
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York

Plates, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers
Hurwood Mfg. Co., Bridgeport, Conn.

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
Alfred Field & Co., New York
John Chatillon & Sons, New York

Pocket Knife Tool Kit
C. J. Ulery, New York, N. Y.

Polish, Stove
Black Satin Polish Co., New York, N. Y.
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Stove Polish Co., Chicago, Ills.

Polishes, Liquid
Geo. W. Huffman, Indianapolis, Ind. and New York

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Pelouze Scale & Mfg. Co., Chicago, Ill.

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F. E. Kohler & Co., Canton, Ohio

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New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

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Northrup, Coburn & Dodge Co., New York, N. Y.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting
F. E. Myers & Bro., Ashland, Ohio

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches
Chandler & Farquhar, Boston
The H. H. Mayhew Co., Shelburne Falls, Mass.

Punches, Spring
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

Radiators
Rochester Radiator Co., Rochester, N. Y.

Railings, Wire and Iron
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Stewart Iron Works, Cincinnati, O.

Rail, Barn Door
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses
Magnolia Metal Co., New York

Railways
Seaboard Air Line Railway, Portsmouth, Va., J. W. White, Gen. Ind. Agent
M. V. Richards, Land & Ind. Agt., Southern Ry., Washington, D. C.

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Enterprise Mfg. Co. of Pa., Phila.

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John H. Graham & Co., New York

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Alfred Field & Co., New York
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L. T. Weiss, Brooklyn, N. Y.

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Kampfe Brothers, New York
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C. E. Jennings & Co., New York
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J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

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Columbus Bolt Works, Columbus, O.

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Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

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Berger Bros. Co., Philadelphia
National Sheet Metal Roofing Co., Jersey City, N. J.
Stowell Mfg. Co., Jersey City, N. J.

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National Sheet Metal Roofing Co., Jersey City, N. J.

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Enterprise Mfg. Co. of Pa., Phila.

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Enterprise Mfg. Co. of Pa., Phila., Pa.
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North Bros. Mfg. Co., Philadelphia, Pa.
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Smith & Egge Mfg. Co., Bridgeport, Conn

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Pullman Mfg. Co., Rochester, N. Y.

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C. E. Jennings & Co., New York

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Berger Bros. Co., Philadelphia
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Glidden Varnish Co., Cleveland, O.
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Champion Safety Lock Co., Geneva, O.

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Enterprise Foundry & Fence Co., Indianapolis, Ind.

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J. E. Bolles Iron & Wire Works, Detroit, Mich.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco
Buffalo Wire Works Co., Buffalo, N. Y.

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Igoe Brothers, Brooklyn, N. Y.

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Berger Bros. Co., Philadelphia
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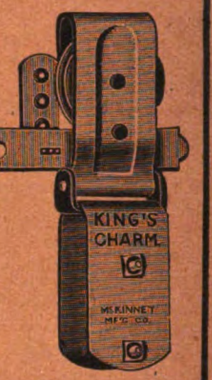
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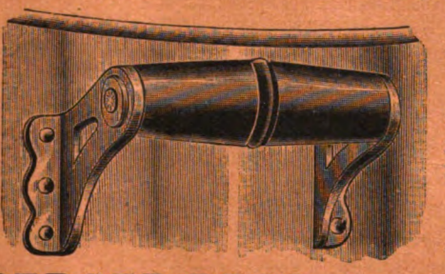
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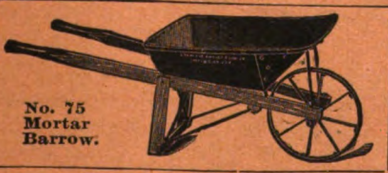


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NO. 2

HARDWARE

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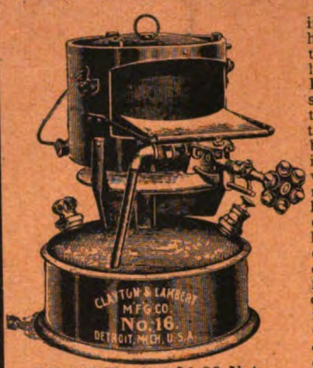
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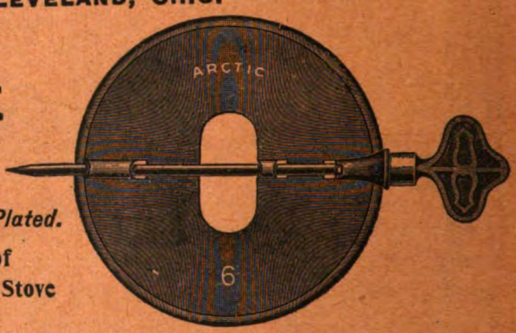
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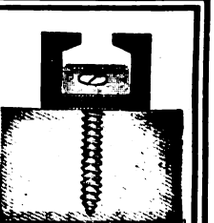
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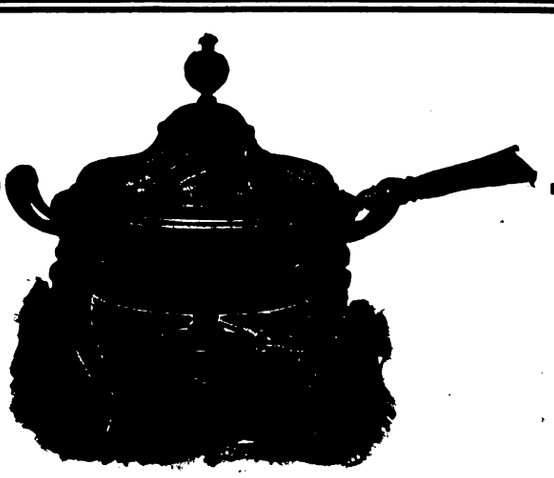
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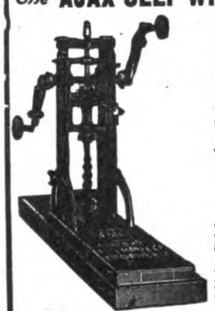
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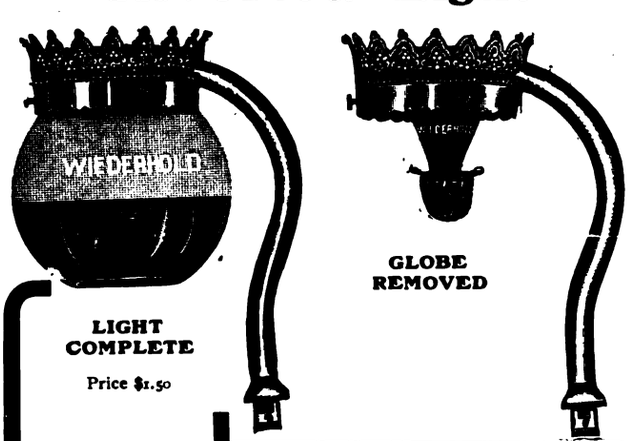

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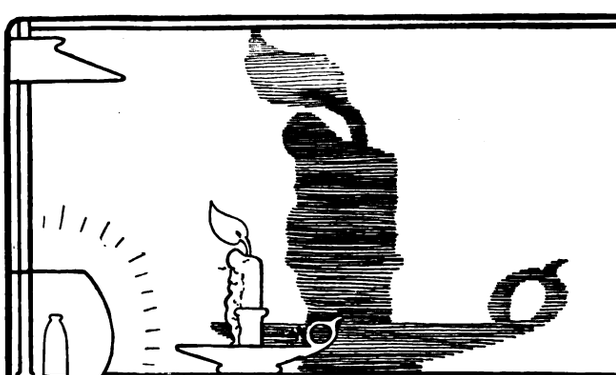
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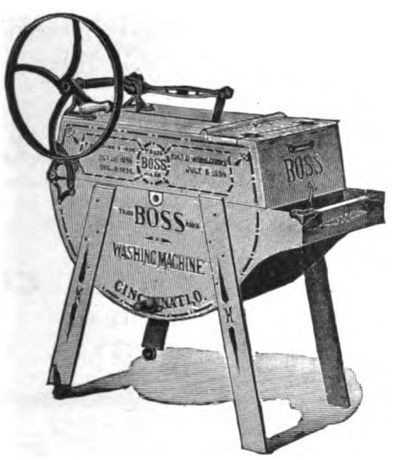
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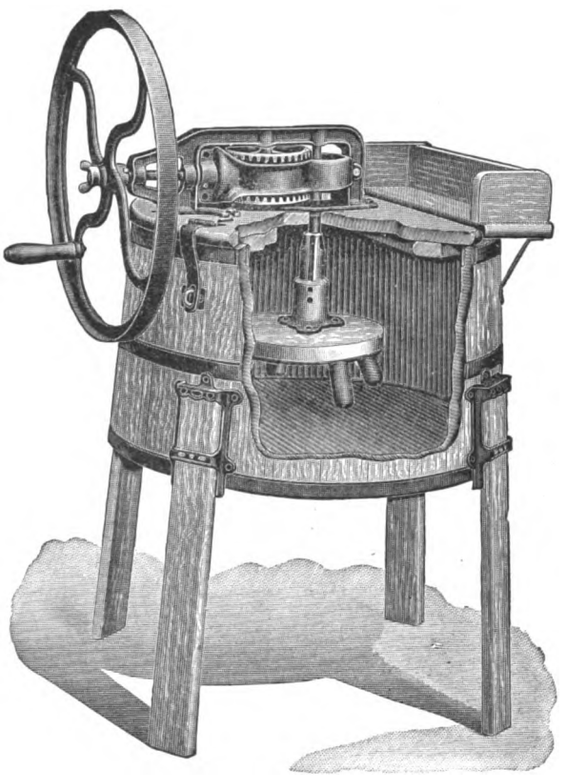


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Has Highest Speed of any rotary.

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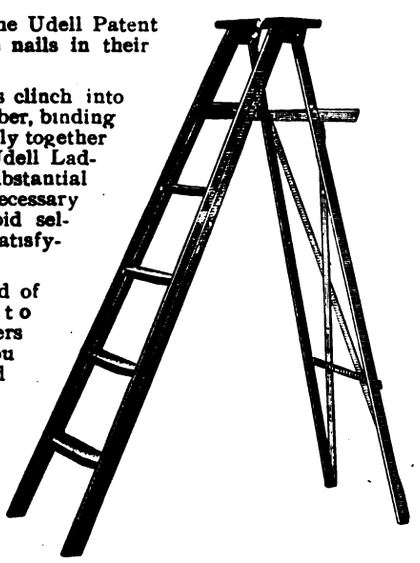
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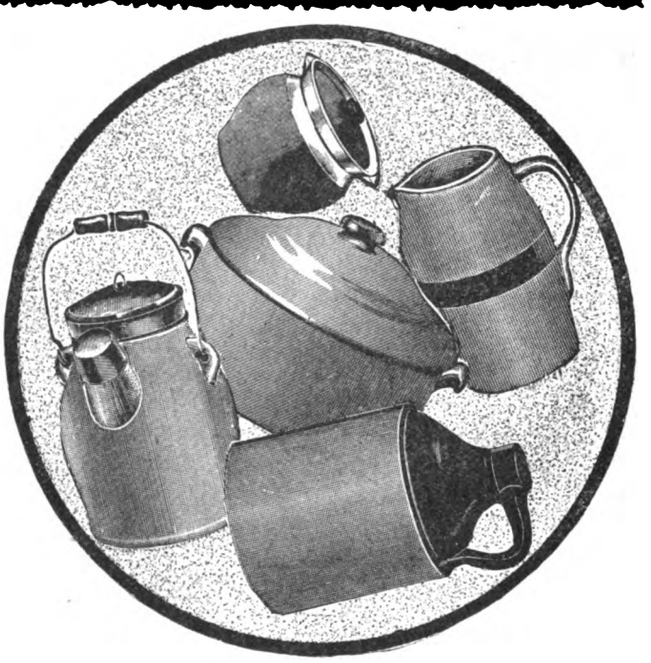


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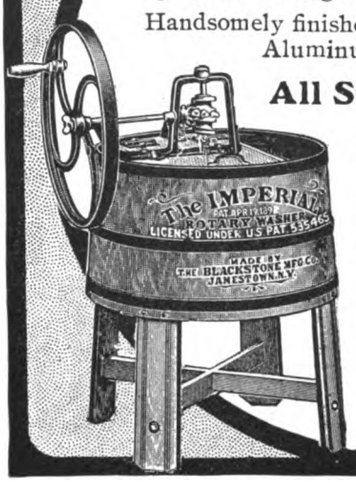
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The Imperial Rotary Washer

Is our latest and best. It fulfills every requirement of a down-to-date Washer. Its sliding cylinder on square post insures greatest strength of any Rotary Washer.

Handsomely finished. All castings in Gold and Aluminum Bronze. Tub extra large.



All Steel Roller Bearings

makes it noiseless, speedy and most easy to run.

Easy going, too, when it comes to selling them.

Our catalogue shows the most complete line of Washers on the market. Get it to-day.

Blackstone Mfg. Co.
Jamestown
N. Y.

ESTABLISHED 1871

Every Hardware Dealer

recognizes that an advertised article i four t mes easier to sell than an unadvertised one.

We have appropriated this season a good many thousand dollars for advertising our products in the large papers and magazines of national r- putation. You are certain to have calls for:

The Hartmann Stockade Wire Fence
The Hartmann Steel Picket Fence
The Glen Steel Folding Mat

If y ur stock on these goods is low just drop us a line. You can't help selling them and run no risk in stocking up.

GLEN MFG. CO.
160 Mill St.
ELLWOOD CITY, - PA.



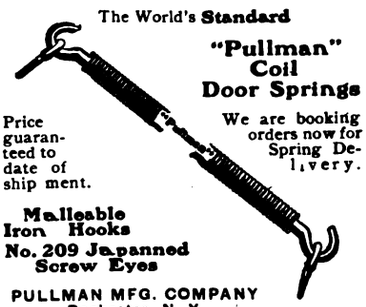
THE SMILE
THAT WONT COME OFF
Is always worn by the THRIFTY HOUSEWIFE who uses a
WHITE LILY WASHING MACHINE

WRITE FOR EXCLUSIVE AGENCY

WHITE LILY WASHER CO.

TOLEDO, OHIO DAVENPORT, IOWA

The World's **Standard**
"Pullman" Coil Door Springs



Price guaranteed to date of ship ment.

We are booking orders now for Spring Delivery.

Malleable Iron Hooks
No. 209 Japanned Screw Eyes

PULLMAN MFG. COMPANY
Rochester, N. Y.

AGENCY **JOSEPH RODGERS & SONS, LTD.**
FOR CENTURIES THE WORLD RENOWNED HOUSE OF
JOSEPH RODGERS & SONS, Ltd.
SHEFFIELD, ENGLAND
Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

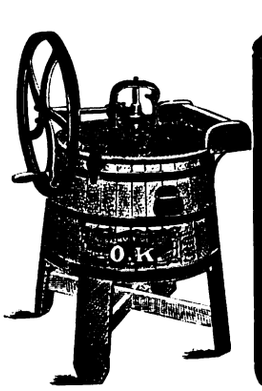
ALFRED FIELD & CO., 93 Chambers St., New York

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,
THE
American Steel Roofing Co.
Middletown, O.



DON'T WAIT

until some other Hardware Merchant is selling all the O. K. Washing Machines in your vicinity.

Take up their sale now,—before some of your competitors,—and you'll have the prestige of being first to sell the O. K. Washing Machine.

The O. K. Washers are a little better, and a little different from other Washing Machines.

Our little booklet tells all about them. Free on request.

H. F. BRAMMER MFG. CO., Davenport, Iowa

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Blacklock Andirons

Add "the finishing touch" to any fire place. They are very popular. They sell. Their reputation will add "the finishing touch" to your business this Fall if you handle them.

We make a variety of them, from severely plain patterns in wrought iron, dead black finish to the most ornate and showy models, finished in gold or aluminum bronze.

They are an all-the-year round ornament and sell

In Season and Out of Season

BLACKLOCK FOUNDRY · SOUTH PITTSBURG, TENN.





COLONIAL RUBY

FOR HARD COAL, SOFT COAL OR WOOD

Its Nickel Trimmings on Oven Door Panel, Shelf, Nickel Bands, Grate Shaker, and its ornamentations, make it the most handsome Range on the market.

It works perfectly. Made in 3 sizes: No. 8-18, 8-20 and 9-20 with or without Reservoir.

A Good Range to sell at a good profit.

SEND FOR CATALOGUE

South Erie Iron Works,
ERIE, PA.

DISSTON

Discriminating buyers know the majority of Saws sold and used are

DISSTON SAWS

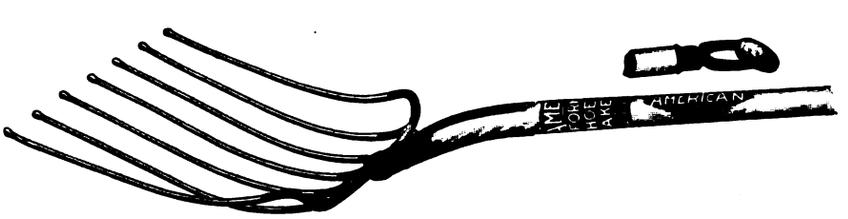
and that this fact is conclusive evidence of superior worth.



The brand "DISSTON" has stood for all that is BEST in Saws for the past sixty-five years, and its reputation will be maintained in the years to come.

HENRY DISSTON & SONS, INC.
PHILADELPHIA, PA.

BEET FORKS



BALL ENDS or BLUNT POINTS

6 TINES
7 TINES

American Fork & Hoe Co.

Send for Beet Tool Catalog.

CLEVELAND, O., U. S. A.

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DIXON'S GRAPHITE LUBRICANTS

FOR

STEAM ENGINES
GAS ENGINES
AUTOMOBILES
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GEARS, WIRE ROPE
ETC.

THE MARKET IS ALREADY CREATED. EVERY DEALER SHOULD CARRY THEM. NEW CATALOGUE FREE

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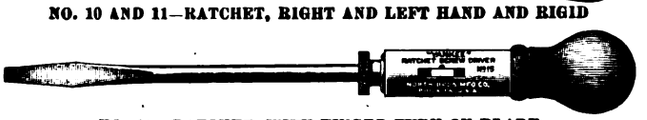
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ARE THE NEWEST, CLEVEREST AND QUICKEST SELLING

Ask Your Jobber About Them.



NO. 10 AND 11—RATCHET, RIGHT AND LEFT HAND AND RIGID



NO. 15—RATCHET, WITH FINGER TURN ON BLADE

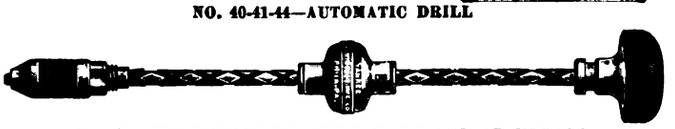


NO 30 AND 31—SPIRAL RATCHET, RIGHT AND LEFT HAND AND RIGID

Send for "Yankee" Tool Book



NO. 40-41-44—AUTOMATIC DRILL



NO. 50—RECIPROCATING DRILL FOR WOOD OR METALS

NORTH BROS. MFG. CO.

New York Agents, John H. Graham & Co., 113 Chambers Street. PHILADELPHIA, PA.

You take no risk on the quality. We make only the best.



Sand Papers in Reams and Rolls: Flint Paper, Garnet Paper, Emery Paper, Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & CO.

720 MARKET STREET, PHILADELPHIA.
67 BEEKMAN STREET, NEW YORK.
143 MILK STREET, BOSTON.
102 LAKE STREET, CHICAGO.

ESTABLISHED 1836.

ALFRED FIELD & CO.

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A STRONG COMBINATION.

We are Sole Agents in the United States for:

Joseph Rodgers & Sons, Limited, Cutlery
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T. U. S. Shear Co. Operative Society Ltd., Sheep Shears
The Imperial Enamel Co., Enamelled Signs
Webster & Horsfall, Steel Wire
W. K. & C. Peace, Lawn Scythes and Grass Hooks
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WAX WIRE

AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTERMAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

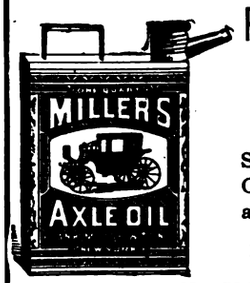
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Carriage Requisites

FRANK MILLER'S CARRIAGE TOP DRESSING

Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





FRANK MILLER'S AXLE OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

THE FRANK MILLER CO.,
349 & 351 WEST 26TH STREET,
NEW YORK.

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Armstrong's Adjustable Stock, No. 2

and Dies for threading brass pipe. We can furnish these stocks with pipe dies or bolt dies, or both.

Will take ⅛ to 1 in. pipe dies; ½ to 1¼ in. bolt dies.

They are better than the average. They have a name for bestness. That's why they sell so well.

Send for Catalogue

THE ARMSTRONG MFG. CO., Bridgeport, Conn.
New York Office: 139 Centre St.



A Long (K)Night In HARDWARE

¶ For years retail hardware men have been groping in the dark, looking for some efficient way to increase their business—some of them have found it!

Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

¶ It enables you to sell goods to a *German*, a *Scandinavian* or *any* other foreigner who, even though he cannot speak English can *point* to what he wants.

¶ It improves the appearance of your store *100 per cent;* enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

¶ Send dimensions of your store and let us supply you—FREE—with a color plate made to scale showing how *your* store will look when equipped with The Best Shelving in the world for your purpose.

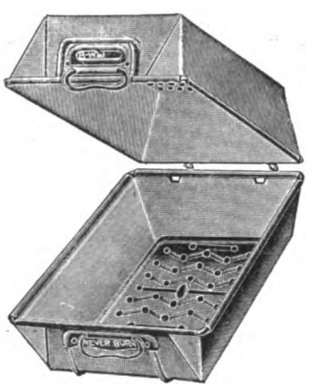
¶ Remember the shelving is made on the unit plan—if you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

J. D. WARREN MANUFACTURING CO.
900 Masonic Temple, Chicago

"NEVER-BURN"
TRADE MARK

Has steel rods beneath which raise it from the oven floor—give an air space for ventilation—prevent burning

The rods take all the wear—make the Never-Burn roaster outlast others



Made in Cleveland Ohio by The Bronson-Walton Co

New York John H Graham & Co

THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Notary, Lodge and Corporation Seals.
Send for Catalogue. BRIDGEPORT, CONN.

Irvington Manufacturing Co.

Makers of

Drop forged Pliers, Clamps and Tools



Catalogue showing new goods mailed on application.

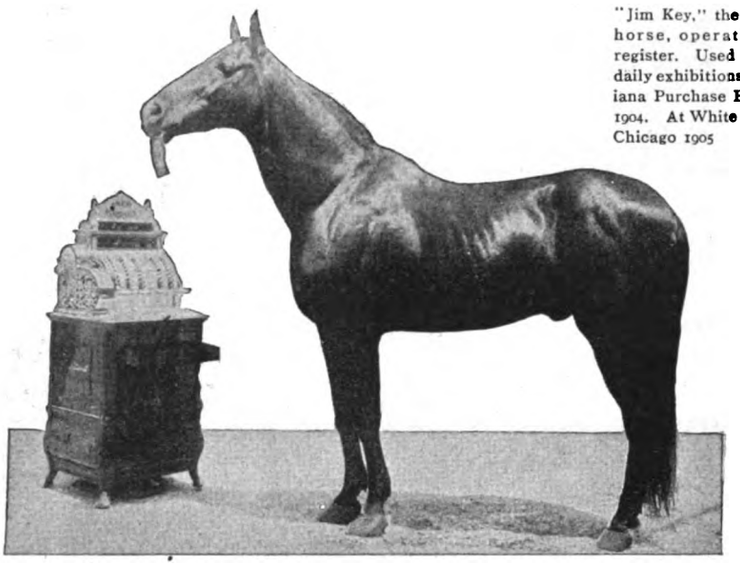
Write for prices.

SELLING AGENTS:

John H. Graham & Co., 113 CHAMBERS STREET, NEW YORK

118 to 122 Holborno, London, E. C., Eng. 123 California St., San Francisco, Cal. Copenhagen (Freeport)

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"Jim Key," the educated horse, operating cash register. Used by him in daily exhibitions at Louisiana Purchase Exposition 1904. At White City Park Chicago 1905

Merchants with horse sense use National Cash Registers and increase their profits. Money is saved and the register purchased on easy installments from the money saved.

Please cut off here and mail to us today

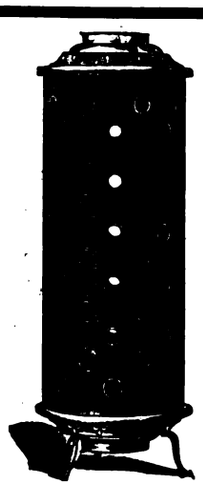
National Cash Register Company Dayton Ohio

Sending in this card places me under no obligation to buy. I would be glad to have your agent call and explain the workings of your latest cash register, and the best system for my business.

Name

Address

No. Clerks



SAVE ONE-HALF YOUR FUEL

by using the

ROCHESTER RADIATOR

Satisfaction guaranteed or money refunded. Over 100,000 of them in use. Fits any stove or furnace. For Hard or Soft Coal or Wood or Gas. Price from $2.00 to $12.00. One square inch of radiating surface directly over the hot current is better than six in a drum, or a side heater with perpendicular tubes. We guarantee our radiators not to interfere with or choke the draft. They are easily cleaned. Write for descriptive catalogue and prices.

ROCHESTER RADIATOR CO.

150 Furnace Street, - - Rochester, N. Y.



4,866 sq. ins.

New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE LATHING,

"JERSEY" POULTRY NETTING AND FARM FENCING,

PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,

and every kind of

IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Freemont Street, SAN FRANCISCO.

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NOTICE



Every "Pony" Rivotor is Guaranteed

to be made of malleable iron, and free from imperfections of workmanship or material.

Ask your Jobber for the "PONY"

F. H. SMITH MFG. CO.

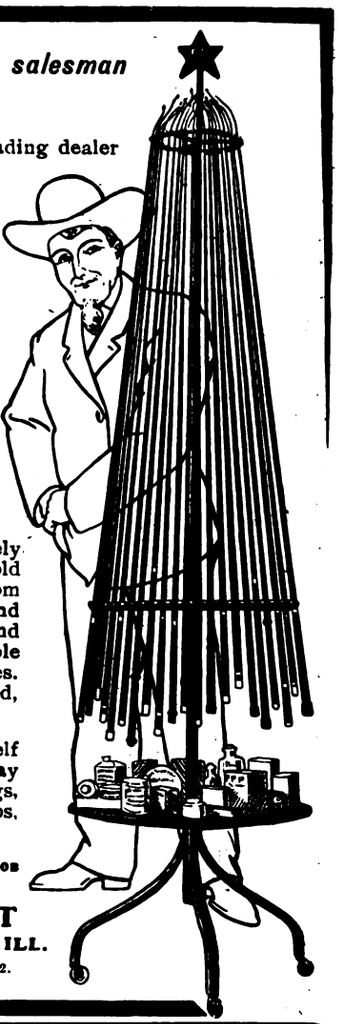
Carroll Ave. and St. Johns Ct.

CHICAGO, U. S. A.

"The best silent salesman I ever saw,"

writes W. L. Skinner a leading dealer of Dunkirk, Ind., in a letter commending the

Best Portable Revolving Whip Rack and Display Stand.



It brings the whips out where they are seen and displays them in such an attractive manner that they catch the customer's eye at once.

The stand is durably made of steel, handsomely enamelled in Blue with Gold trimmings. It holds from ½ to 1½ gross of whips and keeps them straight and elastic. Hight adjustable from 8 ft. to 9 ft. 10 inches. Weight 80 lbs. Boxed, 100 lbs.

The Revolving Shelf makes an attractive display of Greases, Oils, Dressings, Liniments, Brushes Combs, etc.

Catalog with Prices mailed on request.

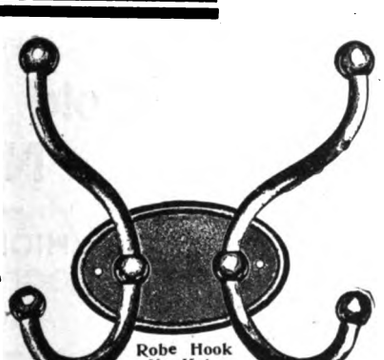
JOHN H. BEST

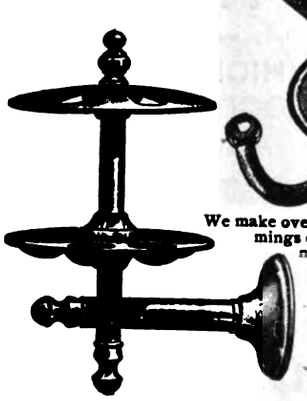
1905 10th St. GALVA, ILL.

Patented May 1, 1900—Oct. 2, 1902.

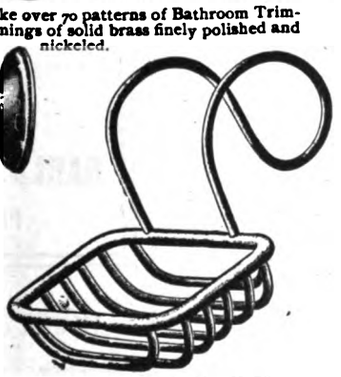
BATH ROOM TRIMMINGS

If you are after the best your money can buy, try ours.





We make over 70 patterns of Bathroom Trimmings of solid brass finely polished and nickeled.



Robe Hooks, Soap Dishes, Glass Holders, Tooth Brush Holders, Toilet Paper Holders, Towel Bars, Match Safes, etc., etc.,

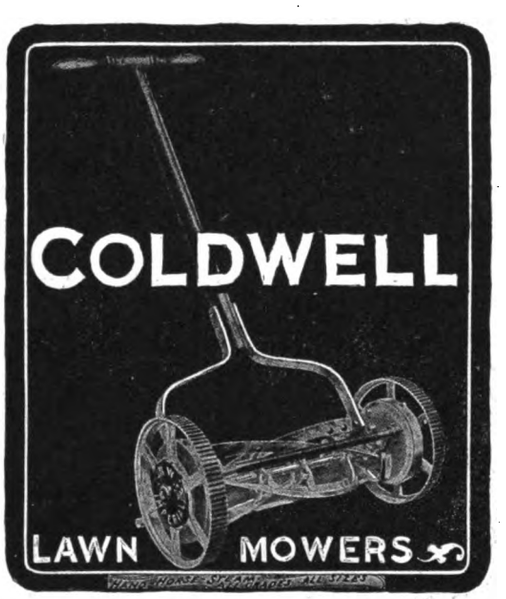
Liberal discounts to the trade.

Write to-day for Catalog K and discounts.

Tub Soap Dish, No. K 50

NOVELTY MFG. CO.

Waterbury, Conn.



COLDWELL LAWN MOWERS

Hand, Horse, Motor Power

1906

Catalogue Now Ready

COLDWELL LAWN MOWER CO.

NEWBURGH, N. Y.

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PACKING

Appearances count with your customers. Razor strops left hanging on racks or in open cases to collect dust leave a poor impression with your trade.

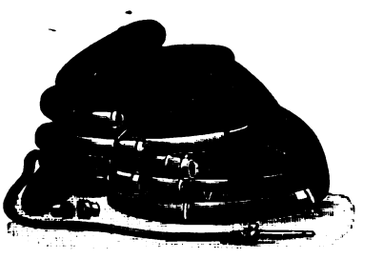
GIBFORD'S RED-E-FOR USE RAZOR STROPS

are packed in handsome boxes which, beside protecting them from dirt and grit, give a distinctive character to your cutlery counters and convey the idea of the quality of your goods to your customers. RED-E-FOR USE razor strops are right in price as well as in quality. Order a sample dozen from your jobber and you will make 12 satisfied purchasers.

Write for our descriptive catalog. It's filled with information you need in selling razor strops.

Gibford Mfg. Co.

Adrian, Mich.



FOR HARD SERVICE, AND SATISFACTORY RESULTS,

BUY

VOORHEES

Rubber Belting, Packings, Hose, Mats, Mattings, etc.

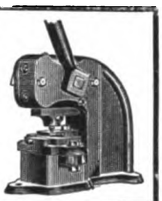
With an equipment modern, and of large capacity, and under management of thirty years experience, we are not an experiment, but an established success.

We hold our customers by the merits of the goods supplied them.

VOORHEES RUBBER MFG. CO.

Jersey City, N. J.

Federal Bench Punch



10 inches high, 10 inches long, Weighs 64 pounds
PUNCHES 5-16 inch hole in ⅛ in. Iron plate, 2½ in. from edge. Send for Circular.

Chandler & Farquhar Co.,
131 Congress Street,
Boston, U. S. A.

ADAM'S STEEL & WIRE WORKS.

Wire Fencing,
Ornamental Steel Fencing,
Window Guards,
Wire Signs,
Jail Work, etc.
Send for Catalogue.



ADAM'S STEEL & WIRE WORKS, JOLIET, ILLS.



Cold Punched NUTS

HIGH GRADE
GOOD LOOKING
ACCURATE

Semi-Finished NUTS

GARLAND NUT & RIVET CO.

PITTSBURGH, PA.



The name **MYERS** on Pumps and Hay Tools fixes their rank, indicates their quality and "separates them from the Goats," figuratively speaking.

That's why "all Hats Come Off" when the **MYERS** come in sight and why *The Glass Valve Takes Competition Off Its Feet.*

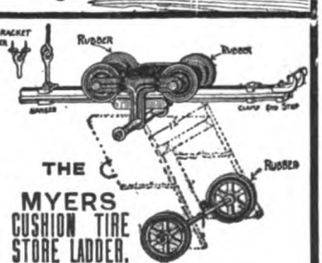


THE MYERS AND STAY-ON PUMPS, HAY TOOLS DOOR HANGERS

MEET ALL REQUIREMENTS.
Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.
Ask your Dealer for the Best Known Hay Carriers, Forks, Stayon Door Hangers, etc.

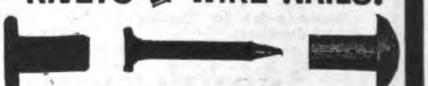
Write for Descriptive Circulars to

F. E. MYERS & BRO., Ashland, O.



THE MYERS CUSHION TIRE STORE LADDER.

RIVETS AND WIRE NAILS.



C. C. & E. P. TOWNSEND,
New Brighton, Penn.

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PERFECTION

REED'S

Anti-Rust Tin Ware

Rood's Turquoise Enamel Ware

Rood's Galvanized Iron Goods, Copper, Copper-Nickel Plated Ware

In everything bearing our name and trade mark is a hobby with us.

That's why our growth has been so rapid—that's why the sale of all our ware has been so phenomenal.

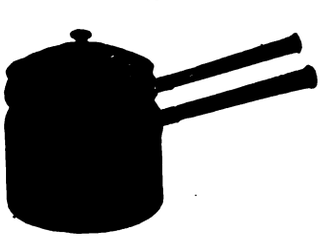
Have the name "Reed" with you when ordering Anti-Rust, Enamel, or other Ware.

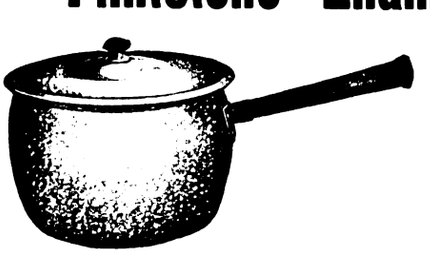
You can't get away from the name "Reed," especially



REED'S RELIABLE

Flintstone Enamel Stool Ware









THE Flintstone has made a great hit with thrifty housewives everywhere.

Hits the dealer just right, too, because the Flintstone is a steady business bringer.

Guaranteed for Ten Years

The Flintstone is the best moderate priced Enamel Ware on the market.

Send for Complete Catalogue.
Mention HARDWARE





REED MANUFACTURING CO.,
NEWARK, N. Y.





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"Perfect" Ice Creeper

THOROUGHLY GOOD.

Made of Cold Rolled Steel Galvanized, Spikes made of Hardened Steel.

Fastened to the Shoe with Automatic Adjusting Web. NO RUBBER OR ELASTIC.

POSITIVELY BEST CREEPER MADE.

PUT ON IN AN INSTANT, TAKEN OFF IN LESS TIME.

Ask the Jobber.

MANF. BY

BLAIR HUSKING GLOVE CO.

BUCYRUS, O.



BOARDMAN'S

SPOONS, FORKS ETC

QUALITY GUARANTEED.

MANUFACTURERS OF

FLAT

TABLE WARE

SILVER PLATED, ALSO NICKEL SILVER (Without Plate)

HIGHEST GRADE ONLY.

SEND FOR CATALOGUE and PRICES

LUTHER BOARDMAN & SON.

EAST HADDAM, CONN.

ESTABLISHED 1840.

HAROLD McCALLA

IRON AND STEEL

Of Every Description

Plain and Galvanized Bars, Hoops, Bands, Angles, Channels, Tees, Etc.

Shipments from stock or mill.

619 North Front St., PHILADELPHIA

WHY HAVE OUR SALES FOR 1905 SHOWN AN INCREASE OF 32 4/10 % OVER THE CORRESPONDING MONTHS OF 1904

Because WE have The Goods



The Carpenter Wants

Made of Wood, Iron and Aluminum Frames

COOK'S PATENT LEVEL

Of all jobbers, or DAVIS & COOK CO., Watertown, N. Y.

Vrooman's Peerless Vitreous Enamel Sink Strainer

THE FAVORITE ONE

MEANS

Economy, Cleanliness, Health and Happiness

PERFECT, PRACTICAL

Neat and Very Attractive



TRADE MARK

KEEPS SINK CLEAN

HOUSEKEEPER'S DELIGHT

UTILITY, QUALITY, DURABILITY, ADAPTABILITY

Made in two sizes and three colors: BEAUTIFUL TURQUOISE EXTERIOR with absolutely Pure White Lining. EXQUISITE STONE GRAY with Mottled White. Also Plain Enamel.

Highest grade Enamel known to the trade to-day, as to quality and appearance, whether domestic or imported.

Triple Coated, with Acid Proof White Lining. Absolutely Pure—Very Tough—fused on very best steel—will not chip or crack off. Can be used in any Sink with Stand. WILL LAST A LIFETIME.

BEAR IN MIND Vrooman Strainers do Not Remain Long on Shelves

Order from your Jobber NOW or from F.W. & E.B. Vrooman. 325 Dearborn Street CHICAGO

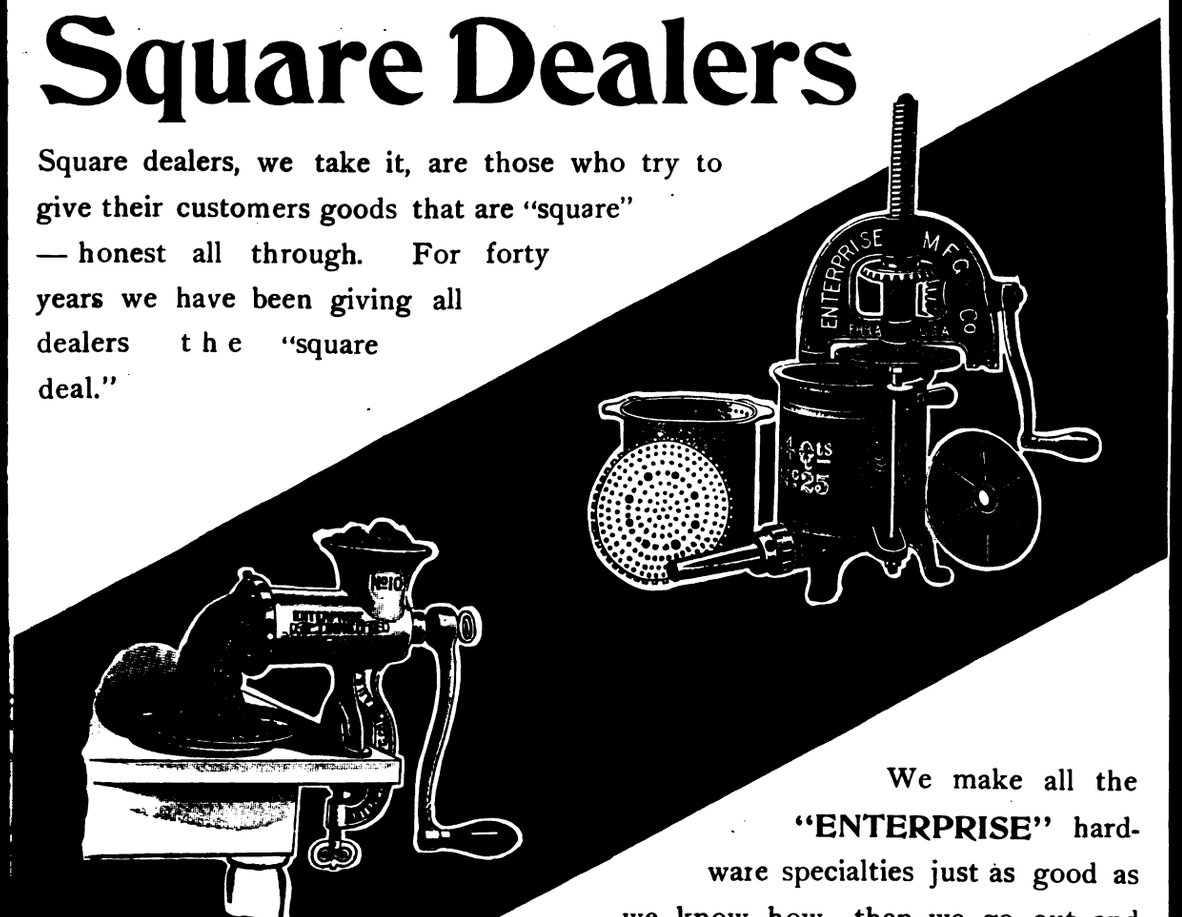
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A Square Deal

— FOR —

Square Dealers

Square dealers, we take it, are those who try to give their customers goods that are "square" — honest all through. For forty years we have been giving all dealers the "square deal."



We make all the "ENTERPRISE" hardware specialties just as good as we know how—then we go out and tell the public, of all the world, about their merits. Square Dealers *distribute* them — they are already *sold*. Just ahead is the big demand for

"ENTERPRISE"

Meat and Food Choppers and "ENTERPRISE" Sausage Stuffers, Lard and Fruit Presses. They are being widely advertised now to the public. Write for our literature about them, including our new catalogue of all the "ENTERPRISE" specialties. Get ready for the biggest season you have ever seen on "ENTERPRISE" goods. We are ready. Get your share.

Increase your sale of "Enterprise" Meat and Food Choppers by using our new booklet: "The Cook, Her Critic and—". We will send you a supply of these on request.

The Enterprise Manufacturing Co. of Pa.

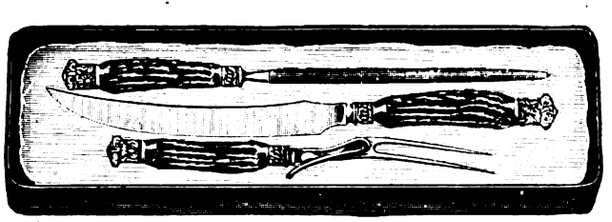
New York Office, 10 Warren St. | Philadelphia, U. S. A. | San Francisco Office, 105 Front St.

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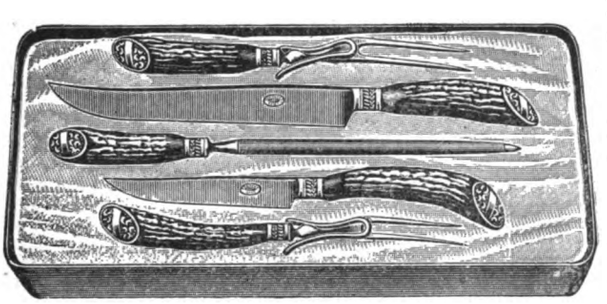
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HAVING had "quality" for our watchword for sixty-eight years, we are turning out Carvers that are looked up to as the standard of quality.

Putting the best material into all our Carvers, and exercising scrupulous care in finishing them.



L. & G. Excellence



is the inevitable result. More than that: They are the most popular—the most profitable to buy and sell.

If you are not acquainted with the L. & G. proposition, write us. We'll send you our L. & G. Catalogue and quote you L. & G. prices on our entire line of cutlery.

Mention HARDWARE.

Lamson & Goodnow Mfg. Co.

Shelburne Falls, Mass.

N. Y. Office: 45 Murray Street.

JUST A TRIAL



A JUST TRIAL

Is all we ask. It will substantiate all our claims for

DAUS' "TIP-TOP" DUPLICATOR

It Duplicates 50-150

Letters Circulars Invoices Menus Music



Thousands of pleased customers testify to this fact.
Saves time, and money on your print bills.

Price $5. Ten Days' Trial Free!

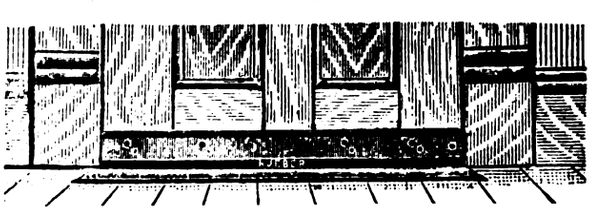
THE FELIX P. J. DAUS DUPLICATOR CO.

111 JOHN ST., NEW YORK, U. S. A.

SENGLAR'S WEATHER STRIP

PATENTED

Keeps cold, water, snow, out of room by closing space between door and sill. Keeps in the heat. Can be



used for railroad coaches.
Send for samples and prices.

JOS. S. SENGLAR,

716 Julia St. St. Louis, Mo.

No Better Time
No Better Place Even

TO BUY

FISHING TACKLE

Send for Free Catalogue

CLARK-HORROCKS CO.,

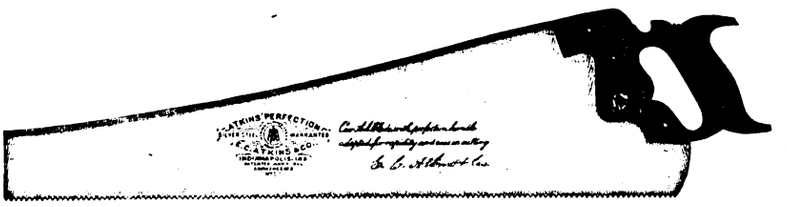
Utica, N. Y.

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THE VERDICT

Of the Trade is practically unanimous in ascribing incontestable superiority to the

Atkins Celebrated High Grade Hand and Cross-Cut Saws



Fifty years of experience, the finest of crucible steel, patent gas temper, improved methods of manufacture and expert workmanship are cardinal points of excellence in the make-up of an Atkins Saw. Every Atkins Saw sold from your store goes out as a silent but effective salesman for your whole line of goods. Atkins Saws are a profitable line to handle.

Catalog and Discount Sheet on Application.

E. C. ATKINS & CO.

LEADING SAW AND TOOL MANUFACTURERS

EASTERN BRANCH:
64 READE ST., NEW YORK CITY.

INDIANAPOLIS, IND.



ADAPTABILITY

We know of no Chair Seat, better, and cheaper than cane or leather, and more durable than either—except The

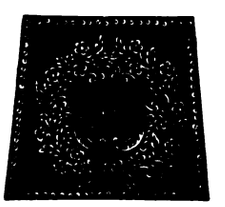
Universal Chair Seat

Most adaptable. Anybody, with a pair of shears, can cut it to any pattern and put it on.

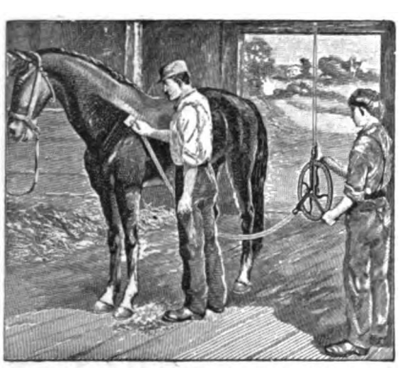
Appeal to the economic sense of your customers. Handle the Universal. No hardware dealer should be without this profitable line. Be convinced. Start a postal to day.

Eureka Chair Seat Co.,

Syracuse, N. Y.



TOP NOTCHERS FOR YOUR TRADE



20th CENTURY CLIPPER.

Get terms right away on these clippers.

THE 20th CENTURY—ONLY $5.00

Does 100 times the work of a hand clipper and does it infinitely better.

Cuts easier and faster. Comes at a cost that enables every horse owner to have one.

THE 1902 CHICAGO CLIPPER—

The most popular seller made. With it you clip a horse in 30 minutes.

Gearing all cut from solid metal and wearing parts all hardened tool steel. The only clipper made that turns with either hand.

PRICE $10.75

Make both of these machines part of your stock from now until May. The returns will please you.

Write for our large beautifully illustrated catalogue which describes every style of modern clipping machine.

We make over 90 per cent. of all the clipping machines sold.

THE CHICAGO FLEXIBLE SHAFT CO.
106 La Salle Ave., Chicago.

If you're Looking for First Class UP-TO-DATE BARROWS

ORDER THE ● ● ●

Champions, the World's Best.

All Kinds of Wood and Steel Barrows.

THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.



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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .



SASH CHAINS.

• • •

"Giant," "Red Metal"
Cable and Jack
Chains.

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

No. 40.



• • •

New York Agent : J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.

THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedish" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.



L. S. STARRETT
SAYS:

"IF YOU FIND ANY TOOLS BETTER THAN

STARRETT TOOLS

BUY THEM."

Send for complete Catalogue No. 17T.

THE L. S. STARRETT CO.
Athol, Mass., U. S. A.





Protect Yourself

against the wrath of the kitchen queen who despises a poorly designed Egg Beater.



HOLT'S Improved Dover EGG BEATER

beats eggs in 20 seconds—in one-fourth the time and as light or stiffer than the best hand whips.

It's the flare that does the trick.

Ours is one-third larger, too; dasher is wider, thicker, flared.

You ought to have our Price List circular.

Holt-Lyon Company

Tarrytown-on-Hudson, N. Y.

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HARDWARE

SOUTHERN HARDWARE JOBBERS' ASSOCIATION.

The following standing committees have recently been appointed by the president of the association:

SUPPLY COMMITTEE: J. D. Moore, Birmingham, Ala.; E. A. Peden, Houston, Texas; A. B. Palmer, Savannah, Ga.

METAL COMMITTEE: Bruce Keener, Knoxville, Tenn.; C. B. Hancock, Bluefield, W. Va.; William M. Teague, Jr., Montgomery, Ala.

TRANSPORTATION COMMITTEE: W. E. Newill, Atlanta, Ga.; H. B. Miller, Memphis, Tenn.; Hugh Fox, Pine Bluff, Ark.

PRESS COMMITTEE: O. B. Barker, Lynchburg, Va.; G. H. Lyon, Little Rock, Ark.; S. E. Clarkson, Oklahoma City, Okla.

MANUFACTURERS' COMMITTEE: R. M. Dudley, Nashville, Tenn.; J. C. Bering, Houston, Texas; Col. B. F. Eshlemann, New Orleans, La.

GRIEVANCE COMMITTEE: James Moroney, Dallas, Texas; C. W. Turner, Muskogee, I. T.; Buck Williams, Fort Smith, Ark.

MEMBERSHIP COMMITTEE: R. D. Warren, Memphis, Tenn.; R. F. Bell, Fort Worth, Texas; G. W. Barnett, Montgomery, Ala.; Lee Richardson, Vicksburg, Miss.; John Donnan, Richmond, Va.

CANADIAN WHOLESALE HARDWARE ASSOCIATION.

At the Seventh Annual Convention of the Canadian Wholesale Hardware Association, held at Toronto, October 17, the following were the officers elected:

President—Mr. William Vallance, Wood, Vallance & Co., Hamilton.

Vice-President—Mr. T. H. Newman, Caverhill, Learmont & Co., Montreal.

Secretary-Treasurer—Jenkins & Hardy, Toronto.

Executive Committee—Thos. Birkett, Sr., of Thos. Birkett & Sons Co., Ottawa; Alfred Jeannotte, of L. H. Hebert, Montreal; J. G. Lewis, of Lewis Bros. & Co., Montreal; T. G. Dexter, of H. S. Howland, Sons & Co., Toronto, and D. H. Howden, of D. H. Howden & Co., London.

RECORD SHOOTING ACHIEVEMENTS.

One of the most remarkable shooting achievements of the year was placed to the credit of Mr. L. H. Reid, representative of the Peters Cartridge Co., at the tournament held at Indianapolis Oct. 9-10. Mr. Reid broke a total of 392 out of 400 targets. His score on the first day was 194 and on the second day 198, and he smashed the last 161 straight. This sort of work shows what can be done with Peters shells, and proves that they are actually not merely nominally perfection itself.

At the Hyannis, Nebraska shoot, over two-thirds of the contestants used Peters shells, and perhaps the greatest attraction of the shoot was the work of the "Nebraska squad," composed of Messrs. Hardy, Linderman, Veach, Bray and Carter. They were given a round of applause in one event when every man in the squad broke fifteen straight. They were all using Peters shells.

At the tournament held at Paris, Texas, Sept. 25-28, fully half of the shells used were of Peters make. They were shot by winners of second, third, fourth and fifth general averages. Mr. M. E. Atchison, of Giddings, Texas, won the fourth general average and high amateur average, being the only man who stood back of the sixteen-yard line. He shot from nineteen yards, and broke his targets in fine shape, thanks to the excellent pattern and velocity of his Peters factory loads.

PRIZES WON BY THE "STEVENS."

At the shoot of the well-known Zettler Rifle Club, of New York City, held September 27-28, the two leading prizes were obtained by Stevens and Stevens-Pope Rifles, equipped with Stevens Telescopes. The first prize on the ring target was secured with a Stevens-Pope Rifle, fitted with Stevens Telescope Sight. The first prize, calling for greatest number of bulls' eyes, was obtained with a Stevens Rifle, equipped with Stevens Telescope. Stevens Telescopes were used by almost every marksman who competed at this tournament and materially raised records in every individual case. The continued use of these most efficient and practical 'scopes conclusively demonstrates that these accessories are fixtures at all tournaments and prize contests. All the notable crack shots competed at this Zettler Club Shoot.

NEW YORK JOBBERS' ASSOCIATION.

At the annual meeting of the New York State Association of Hardware Jobbers, held at the Fort Orange Club, Albany, N. Y., on Thursday, October 12, the following officers were elected: President, J. H. Underwood, Binghamton; vice-president, A. J. Lowery, Utica; secretary-treasurer, Joseph Born, Syracuse; directors: Hobert Weed, Buffalo, and Irving D. Booth, Elmira.

FOREIGN COMMERCE INCREASING.

The record of the foreign commerce of the United States during August strongly reflects the prosperous condition of trade and industry. Figures just published by the Department of Commerce and Labor, through its Bureau of Statistics, show that exports of manufactures during the single month of August have increased nearly nine million dollars, or about 25 per cent. as compared with the same month of last year, and about twenty million dollars as compared with August, 1901. Meantime, the manufacturers have increased their consumption of materials imported for use in the various processes of domestic industry, the August, 1905, imports of crude articles for use in manufacturing having increased nearly two million dollars over the imports of August, 1904, while there is an increase of about fifty million dollars when the eight months ending with August of this year are compared with the corresponding period a year earlier. That class of manufacturers' materials designated as 'wholly or partially manufactured" also shows increased imports —about a million dollars during August, and over thirteen million dollars during the eight months ending with August.

During the eight months ending with August, 1905, imports of manufactures, including all degrees of manufacture, aggregated three hundred twenty-two millions, while exports of manufactures amounted during the same period to three hundred seventy-six million dollars. As recently as 1897 the records of our foreign commerce showed an importation of two hundred eighty-three million dollars' worth of manufactures during the calendar year, as against two hundred eighty million dollars' worth of manufactures exported. The following year was the first to show exports of manufactures in excess of imports of manufacturers, and since 1898 there has been a steady increase in the outward flow of the products of our manufacturing industries. During the eight-month periods of the years named exports of manufactures have increased from one hundred ninety million dollars in 1897 to three hundred seventy-six millions in 1905, while imports of manufactures have only increased from two hundred twelve million dollars in 1897 to three hundred twenty-two millions in 1905.

In nearly every class there is great activity shown, both as to imports and exports. The value of manufactures exported during the first eight months of 1905 practically equalled the total exports of manufactures during the entire calendar year 1899, being $376,198,679, as against a total of $380,787,891 for the entire year 1899. Should the commerce indicated by the August figures continue during the succeeding four months, the calendar year 1905 will show the largest volume of commerce, both as to imports and exports, ever recorded.

THE NATIONAL SHEET METAL ROOFING COMPANY, 339-345 Grand Street, Jersey City, N. J., have sent us an extremely artistic booklet entitled "Shingles That Last," which they have made very interesting and instructive. The catalogue contains many new designs in Shingles and Tiles and gives a very comprehensive idea of the superiority of the "Walter's" over any other production in this line of goods. They state: "The advantages of artistic and durable roofing are being daily more widely appreciated. To Walter's Shingles and Tiles more than to anything else is due this good opinion of metal roofing. They have now been on the market for twenty-three years, and we can and do claim that it is impossible to find a more durable, artistic or economical metal Shingle or Tile than those described in this book. All our Shingles and Tiles are put together by a patent lock, obviating all soldering and hammering, so that there is nothing to break loose, owing to the constant contraction and expansion of the metal which occurs with metal roofing when applied in the old way." The book deals with galvanized tin shingles, copper shingles, tin roofing, Walter's Patent Expansion Lock, Excelsior Tiles, Octagon Tiles, Clover Leaf Tiles, Ridge Coping, Snow Guards, Finials and Stop Blocks, and testimonials are given from parties who have used these goods for the past eighteen or twenty years, expressing perfect satisfaction. Send for catalogue.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2 50

CHICAGO - - - - - - 1164 Monadnock Block
C. H. Greene, Representative

DETROIT, - - - - - - 61 West Congress St.
G. T. Newkirk, Representative

L. E. MACINTYRE, - - - - President.

A. P. MITCHELL, - - - - - Secretary and Treasurer

HENRY HOPKINS, - - - - Editor.

J. W. PENTZ, - - - - - Advertising Manager.

OCTOBER 25, 1905

Editorial Trade Review

Unusually warm Summer weather is in evidence all over the country, but does not seem to affect trade unfavorably, which continues exceedingly active and in full volume. The September sales by comparison were as good as one could wish, but those for October bid fair to be of the most satisfactory kind.

Heavy purchasing in all lines seems to be the order of the day and are not retarded by the recent advances on heavy goods. In fact, manufacturers are very conservative about instigating advances, not making any changes unless compelled to by cost of material influencing the act, and even then they prefer to go on record with changes that are considered unimportant enough to cause no cessation in buying.

The principal trouble with the jobbers is their inability to keep up an average stock of goods for the retailers to draw supplies from, the delays in the filling of orders by manufacturers being partly responsible for them, and the fullness of orders received from the retailers helping to create a scarcity. Then when a chance exists to get some line in satisfactory shape, some transportation problem will present itself for solution, from cars being used for crop movements or a scarcity of them preventing delivering of anticipated shipments. The large orders that have gone forward for thousands of freight cars show how greatly the want is recognized by the railroads, who will have to wait, like their own patrons, to get the orders filled. Moving the heavy crops, especially this year more than another, with their scarcity of transportation facilities made evident, taxes the railroads severely.

Retail dealers are reporting a good trade, that seems never to have been better during the past two months; especially as affecting the busy trade centres of the country, where general activity prevails, making the views of the trade decidedly optimistic in tone. Notwithstanding which no undue speculation is apparent; strictly business and plenty of it, present and prospective, as every one is satisfied with the excellent prosperity and perfect conditions.

The demand from the Southern States which was affected by the yellow fever scare—that was felt more or less in several States—with the prospect of all quarantines being raised, are recovering their confidence in the future, and ordering their customary supplies which have been held for months in abeyance. The West and Northwest, favored with water communication, are ordering large quantities of goods to go forward before the usual close of navigation on the Lakes; this has especial reference to heavy goods, which are needed in the Upper Peninsular trade largely, and have arbitrary dates for shipment to which attention must be given.

Retailers' orders are of wide importance and well assorted, giving evidence of light working stock and a general demand for legitimate wants. Building improvements are noted largely in every city or town of importance throughout the country; causing builders' Hardware to be in steady and brisk demand as ever. The manufacturers are straining every nerve to fill the jobbers' requirements, and shipments are made with more regularity than formerly, whether complete or the reverse. In fact, trade is without a single discordant note, but everywhere is reported a hopeful and healthful outlook.

SEWING MACHINES AND THE HARDWARE TRADE.

We desire to call to the especial attention of our readers the series of articles under the above heading we are publishing, having reference to the sale of Sewing Machines by the Hardware trade. The subject will be treated exhaustively by the writer, who has been an expert in the handling of this important and profitable addition to the specialties of the business for a number of years. His practical experience will be given in detail and will be found complete with information, and his arguments of the convincing kind to see a larger profit to the square inch that could be expected from a line of goods so well known to the trade and its patrons as that of Sewing Machines. There are many dealers at the present time that study branches of their business like this, which is one of a class that may be amplified and extended accordingly, and not left entirely to department stores or catalogue houses. We ask for these papers their close perusal, believing it possible for every dealer to find in the advice given by the writer a profitable outcome.

SELF CONFIDENCE.

A noted general is said to have attributed his acquiring the habit of smoking to the fact that in a crisis in battle he was always under a constant fire of observation by his soldiers; and by schooling himself to slow, steady puffs at his cigar, he frequently inspired them with a confidence he did not himself feel through their fancy that his method of smoking denoted the absence of all excitement.

A good deal is preached to clerks upon the value of keen observation. In my opinion a good many clerks are too keen observers now for the good of their employers, and that is not the fault of the clerk, either.

A real business crisis seldom comes to any establishment without some hint of trouble reaching the entire working force; then the head of the concern will do well to note how he smokes his metaphorical cigar. If every telegram draws out an undue appearance of worry or concern, if there is a nervous haste in getting through the mail, in scanning the market reports, or, worst of all, the speculative reports, the belt of uneasiness that encircles the establishment is sure to be let out another hole and the working force that much further removed from their chief, but no less observant of his actions.

When everything is moving smoothly and practically running itself, the skilful manager is not so far above his less able competitor. It's when something interferes with the smooth running of the business belt, or threatens to throw it off entirely, that the difference between the two men comes out and not the least of the better man's assets is his superior self-confidence and self-control.

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HARDWARE SPECIALTIES GIVEN AWAY

AS PREMIUMS IN OTHER LINES.

In our issue of the 10th inst., in their trade letter, one of our correspondents, Logan-Gregg Hardware Company, Pittsburgh, took occasion to make a few remarks having reference to a custom about which little has been said, that of using as Prizes or Premiums, Hardware specialties of some prominent well advertised character that would naturally be selected by the dealer, helped as he is by the manufacturers' advertising.

It has largely affected the retail sales of these very specialties, restricting the sales to the extent to which these goods are used as premiums, in order to facilitate the sale of goods foreign to a distribution of Hardware specialties.

It was remarked by our correspondent:

"There is another drain upon the business of merchants, which, while it has not attracted the same attention, diverts a very considerable amount of trade from the retailer, and consequently from the wholesale house. We refer to the custom of giving merchandise as prizes to purchasers of specialties, such as soaps, flavoring extracts, etc. Our attention has been called to this by several of our customers, who complain that large quantities of ordinary goods, such as washing machines, lawn mowers, guns and numerous other items, are sent to their customers as prizes for buying some specialty and which, of course, reduces their sales by just that amount. Unless you have given this matter some notice, you will be greatly surprised to find the extent to which it has gone. We commend this matter to our associations, who are dealing with the Catalogue House question, to see whether it is possible to cure this evil or reduce it to less formidable proportions."

These goods being given away under such auspices exerts a tendency to cheapen the specialty in the general market and the retailer is apt to drop it for good and all. Only the bright and shining lights of the advertising world are those selected, as these goods obtain celebrity in the trade and know that degree of pull that helps to introduce the other article. In this respect as far as the specialties are concerned these goods exercise a more evil effect on the trade than the adversely criticised catalogue houses, fostering an influence that marks the goods out of a dealer's order, and cuts both ways in consequence.

We recommend the subject to the forthcoming convention. The Joint Committee might not consider it unworthy of their attention, as everything having a tendency to restrict the trade of retailers, by sales of goods that are well advertised, should be held subject to consideration of so able an organized body of the trade; and as our correspondents have observed have a tendency to "cure the evil or reduce it to less formidable proportions."

From a prominent manufacturer of one of the articles mentioned in the paragraph quoted by our correspondent, and who does not desire his name quoted, we have received the following vigorous reply:

Editor HARDWARE:

"Jobbers are inclined to lay all the blame for every trouble that the retailer has at the manufacturers' door. They blame the manufacturer for catalogue house conditions, when they themselves build up the catalogue house; they blame the manufacturer for supplying premium goods, when 90 per cent. of this class of goods is supplied by the jobber. At the recent meeting of the Catalogue House Committee, they "regretted" that the private brand subject had been connected with the catalogue house subject, while the jobbers themselves for the past two years have been shouting to the retail trade, and through the press in general, that the retail merchant should handle private brands, and thus free himself from catalogue house competition. They directly through their salesmen, and through the press have been cementing the private brand proposition to the catalogue house proposition, yet when the manufacturer brings it to the attention of the public in the proper light, the jobber then "regrets" that these two subjects should be connected. It is mighty strange to us that the manufacturers do not come out and express themselves more forcibly on these subjects, but allow the jobber to bring about conditions that prove annoying to the retail merchant and then permit the jobber to lay the blame all to the manufacturer.

"On many of these points where the jobber is trying to 'stand from under' to those who are familiar with the conditions, they appear ridiculous, and we trust that you will in your editorial columns, in a modest way, bring these points to the attention of your readers. The Trade Papers are particularly interested in the welfare of the retail merchant, and the manufacturer, as they depend on the retail merchant for their subscriptions, and on the manufacturer for the substantial part, that is the advertising part of his paper; while the jobbers are not an important factor on your subscription list and are mighty poor advertisers."

The following letter having reference to "Premium" goods, is self-explanatory:

Mr. Editor—You will please note the following extracts from our declaration of what constitutes Savage Policy. All dealers selling Savage Rifles have always enjoyed our complete protection and co-operation.

By maintaining a reasonable and legitimate profit for every dealer.

By refusing to place Savage Rifles in the hands of people who are known to use standard products to the detriment of the trade, such as price-cutting catalogue houses, *"premium"* and *"scheme goods" distributors.*

By our referring all orders and inquiries from prospective purchasers to dealers handling Savage Rifles.

By judicious advertising in standard publications aggregating a combined circulation of approximately ten million.

SAVAGE ARMS COMPANY,
Utica, N. Y.
A. W. Connor, Sales Manager.

The White Lily Washer Co., Davenport, Iowa, as representative advertisers among the Washing Machine fraternity, send us the following:

Editor HARDWARE:

I am in receipt of your favor of recent date, asking for my views on the custom of giving merchandise away as prizes. This question and the Catalogue House question are synonymous, and it is a question that needs an enormous amount of study and publicity to get the average Hardware dealer to realize that the remedy lies entirely in his own hands. Of course, I do not pretend to say that any one dealer can remedy this evil; but if the Hardware Dealers' Associations throughout the country will take up this matter and act as a unit, I believe that these evils would soon be overcome.

You call my particular attention to the fact that Washing Machines, Lawn Mowers and Guns are used as prizes. They are, and they are also sold by the Catalogue House. Is there a remedy? I claim that there is, and I will endeavor to show how it can be done.

In the first place, no Washing Machine Factory, Lawn Mower or Gun Factory could run at a profit if they had the entire sales of these concerns; and, in order to make a profitable business, they must either sell the retailer or the jobber. Now, if Mr. Dealer would only get together with his fellow-dealers and say, "We don't buy any goods that are sold to prize-giving concerns or Catalogue Houses," Mr. Manufacturer would soon be saying, as we say, every day, "We don't sell our goods to Catalogue Houses or Merchandise prize concerns." The trouble is, we have too many manufacturers who have never learned to say no; and the only way they can be taught in their old age, is to have the dealer reiterate it to them until they realize that the dealer has wakened up and found out that he is the King Pin of the situation; that he is not buying any of their goods; and all because they are selling the Catalogue Houses.

The dealer may ask how he is going to get a line of goods that is not sold to the Catalogue House. He may say they can't all buy "White Lily" washers. This is true, but we are not the "only pebble on the beach." We don't sell the Catalogue House or Merchandise Prize Concern. There are others, and a good many of them, good reliable concerns, who sell their goods direct to the retail Hardware trade, or through a Hardware jobber, Manufacturers, like ourselves, who would not under any consideration, accept an order from any one not in the legitimate retail business. It has been our experience that the Catalogue House and the Merchandise Prize Concern do not want an unknown article. They don't want a line of goods that is not sold by the retailer. What they must have to be successful, is a line of goods that the dealer has advertised. So if Mr. Dealer will only positively refuse to buy any goods that are handled by these concerns, it will serve a double purpose.

In the first place, it will stop the advertising that is done by the retailer for the Catalogue House; and in the second place, as soon as this advertising is stopped, Mr. Catalogue Buyer stops

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buying from Mr. Manufacturer and he has lost both the trade of the retailer and the Catalogue House. His failure to say "no," in the first place, has put him out of business. Another thing the retailer wants to look out for, is the manufacturer that puts out his goods under any and every old name. A short time ago I was talking to a retail dealer and in the course of our conversation the Catalogue House question came up, and he informed me that he never handled anything that was sold by a Catalogue House. At the same time he was making a leader of a washing machine that was identically the same as those handled by nearly every Catalogue House, only under another name. I informed him of this fact and had him compare the cuts of the machine, which were identically the same. He cut the line out; and if every other dealer was to watch the matter a little closer it would be time well spent.

My humble advice is, Mr. Dealer, get together. Attend your Hardware Dealers' Conventions. Buy your goods from manufacturers who don't sell the Catalogue House or Merchandise Prize Concerns, and then you will find that the manufacturer will soon come to your terms. As far as we are concerned, we will not under any circumstances sell our goods to be given away as prizes or to any Catalogue House.

Sam T. White,
Sec'y & Treas. White Lily Washer Co.

PREMIUM GOODS.

In the trade letter to Hardware of Oct. 10th, the Logan-Gregg Hardware Co., comment on the amount of goods distributed as premium goods, and the great loss it means in Hardware to the retail merchant. We quite agree with them, for if allowed to continue will grow to be quite as serious, to the retailer, as the catalogue house.

Many jobbers, both large and small, have for years cultivated this trade, selling in quantities to suit the premium proposition, and later on, if the premium company found the goods moved in quantities, they went to the manufacturers for supplies, and the quantity often being as great as the medium sized jobber would buy, get the jobbers' prices.

Many large distributors of premiums, such as the Continental Tobacco Co., originally drew their supplies in large lots from jobbers.

Having watched this very closely, for several years find that 90% of the "premium goods" in the Hardware line, are sold by jobbers, and think the stand well taken by the Logan-Gregg Hardware Co.

At Washington this should be one of the important topics for discussion by the jobbers, and adopt measures that will check this evil, and not cultivate this trade, as they did the catalogue house, until too large for the jobber to longer sell, and then expect the manufacturer to undo the evil they had been many years in building up.

C. F. M.

THE RECENT RURAL DELIVERY P. O. ORDER.

It is believed by those in the Post Office Department familiar with the subject that the regulation permitting mail to be delivered on rural routes by box number only, and authorizing postmasters to furnish applicants with the number of routes and boxes thereon radiating from their respective offices, will be withdrawn, leaving in force only that part of the original order providing that boxes on rural routes shall be serially numbered.

The Post Office Department has recently issued for the use of the daily press in the form of a typewritten memorandum, the following statement:

The suggestion to extend to rural mail boxes the provision of the postal laws and regulations which permits delivery of mail matter to city boxes by number only has recently furnished a live subject for correspondence in the Post Office Department. The original suggestion carried with a statement, which appeared to be justified by the records, that the proposed extension would greatly increase the receipts at rural free delivery post offices.

Inquiry on the subject at the office of the Fourth Assistant Postmaster-General to-day developed the fact that it had been found exceedingly difficult in many sections of the country to make prompt deliveries of letters on rural routes where there are a number of families of the same name. In order to overcome the difficulty and enable postmasters to furnish carriers and substitutes with proper and complete rosters of patrons on their routes the conclusion was reached after careful and thorough consideration that the best way to accomplish the end desired would be to number the boxes and have rosters prepared showing opposite the number of each box the names of all persons entitled to receive mail at that box. For instance, if there were a dozen Smiths receiving mail at box No. 1 on rural route No. 1 a list of the names would be placed opposite rural box No. 1, so that the carrier or his substitute could see at a glance where each person's mail should be deposited.

After it had been decided to number rural boxes, the suggestion was made that it might be feasible to extend to the holders of rural boxes the privileges given holders of city boxes, as embodied in paragraph 7, section 638, Postal Laws and Regulations, which is as follows: "Mail addressed merely to the number of a box may be delivered to the holder thereof so long as no improper or unlawful business is conducted in this manner."

In order, however, to test the feasibility of the proposed extension the Department made public the proposition with a view to bringing out any objections to it that might exist. The publication appeared in July last, and nothing having been heard against it, the order was accordingly issued. Very soon thereafter a number of protests were received, in view of which the execution of that part of the order extending the provisions of section 638, Postal Laws and Regulations, to holders of rural boxes, was deferred indefinitely, pending the result of an official investigation, which is now in progress. When this investigation is complete final action in the matter will be taken by the Department.

By the above is designed to inform the public as to the origin of this controversy and the position of the Department at the present time.

The Catalogue Houses seem to have given up the prompt effort which they made, inducing rural carriers or local postmasters to violate the regulations by furnishing names and addresses. This is believed to be caused by the action which was taken by the Department when notifying certain concerns that their proposition to postmasters and carriers involved violations of the law and that all employees transgressing the regulation would be promptly dismissed. The managers of these mail order houses placed under the ban are aware that the Department meant to keep its word and that disastrous consequences might follow. It is stated on the best authority that if any further abuses in this direction had been discovered the matter would have been turned over to the Department of Justice for appropriate action.

MR. BIGELOW'S GOLDEN ANNIVERSARY.

Samuel A. Bigelow, president of the National Hardware Association and president of the Bigelow and Dowse Company, Boston, Mass., commemorating the number of years with which he had been connected with the business, celebrated his fiftieth anniversary on Friday, October 13. During the day made so memorable he received testimonials from a number of his friends and well wishers in the trade that were not only locally prominent but extended all over the country. The Executive Committee of the National Hardware Association presented him with a superb mahogany chair handsomely upholstered in leather. The numerous employees of the company sent a splendid bouquet containing fifty American Beauty roses, which was supplemented by another bouquet which was decorated with a card, "Your Boston jobbing friends and neighbors hope to greet you on your hundredth anniversary."

Accompanying the gift of the National Hardware Association was a letter from T. James Fernley, Secretary-Treasurer, which read their good wishes as follows:

"In behalf of your fellow officers, members of the Advisory Board and the Executive Committee of the National Hardware Association I ask you to accept the office chair sent to you to-day as a souvenir of the anniversary which you celebrated on Friday Ootober 13.

"It is a very rare privilege to be enabled to complete a half century in commercial life. Indeed, of those who start in the race but few are permitted to pass the fiftieth milestone. You are to be congratulated on this anniversary occasion, not only because you have been able to continue in the race, but that this anniversary day finds you equipped mentally and physically for a continuance of the same.

"We do not ask that you accept this souvenir because of its intrinsic value, but simply as a slight token of respect from those with whom you have associated during more than one-fifth of your commercial life in an effort to uplift this, your chosen business. It is generally recognized that you have made many sacrifices for your business association, and it must to-day be a source of a great deal of satisfaction to know that selfishness has been an unknown trait in your character.

"The Hardware trade of the country is indeed proud of the record that you have made—50 years in one line of business in your city and no tarnish attached to your name. It is the earnest wish of your friends of the officiary of this association, whom I represent, that continued happiness shall attend your remaining days and that you may spend many restful hours occupying the trifling souvenir to which allusion is made."

Mr. Bigelow began his business life in 1855, beginning with a salary of $50, which in three years, the usual apprenticeship of the day, was increased to $125. He was so earnest and industrious in the several subordinate positions filled by him he finally succeeded to salesmanship. When the firm of Homer Bishop & Co. was founded in 1864 Mr. Bigelow was so important as to be offered a partnership in 1866. After several changes in the style of the firms the business was incorporated in 1894 under the name of the Bigelow & Dowse Company. He was one of the founders of the National Hardware Association, serving on its Executive Committee continuously until in 1903 he was elected its president and was re-elected in 1904.

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SEWING MACHINES AND HARDWARE DEALERS, No. 3

The modern sewing machine distributed by the Hardware jobber to-day, is, we may say, a refined mixture only of the best principles that have been tried and tested in "old line" machines. The sewing machine handled by the jobber is the best that has been done by many minds. The best that has been invented, buried, forgotten, re-invented, tested and molded into forms of pleasing utility and now offered to the retail Hardware dealer at a popular price.

The sewing machine business is bound to develop in the same way as the demand for any other standard household necessity. Those dealers already handling sewing machines are increasing their trade on this line every year. This is a line that actually belongs to the Hardware trade and will continue to remain so as it becomes better understood, and when the Hardware dealer will handle only the better and more reliable grades, and so maintain the advantage first gained. To the beginner, sewing machines look very much alike, but with experience comes discrimination and the retail dealer soon learns that the best is a satisfactory trade builder and a winner and he buys the cheaper grades only for comparison and to increase the sale of the better grades. It is with the sewing machine as with any other line. The competent salesman always sells the best goods knowing that by so doing he increases his prestige, his profits and his future business, leaving to his less fortunate competitor the matter of price which, on account of his lack of experience or ability, or both, has and must always remain his principal talking point. It is, perhaps, true that the Hardware trade to-day are handling more cheap machines than they will in a few years when their experience and knowledge of the business is wider.

The day is past when sewing machines were classed a luxury. They have become a recognized household neccessity in every family, no home being complete without one. When a family goes housekeeping, along with the bed, table and chairs comes the sewing machine and it would be almost impossible these days to keep house without a sewing machine. The sewing must be done either by the housewife or the seamstress and in either case the sewing machine is a necessity. Their principle of construction is so simple and they are now made so perfect and with the application of the ball bearing stand they make no noise and with the improved attachments are so complete that they will do any and all kinds of sewing at home, from the plainest apron to the most elaborate piece of embroidery.

Not so many years ago, sewing machines were sold entirely through agents and canvassers, while to-day they are sold through merchants and the Hardware trade almost exclusively. The Hardware dealer can handle sewing machines to better advantage and with more profit than the agent, because as a rule, he is permanently established in business, is well and favorably known in his community and has the confidence of his acquaintances and customers, almost all of whom would prefer to buy a sewing machine from him than from a canvasser or a stranger believing that they will get a better article and at a more reasonable price, it also appearing proper that the Hardware dealer supplying most of their other wants should also furnish them with a high grade family sewing machine.

There is no extra expense in the way of fire, lights, rent or help so that any profit in selling sewing machines is just that much net and clear. Increased income reduces general expenses and there is nothing the Hardware dealer can add to his already established business that will net a better profit or give better satisfaction with as little trouble as a first class high grade family sewing machine. A small space set off in the front part of the store is practically all that is needed. Bearing in mind the fact that a good floor display is always a good investment as an advertisement especially with a staple article that could be considered a side line. A great many of the Hardware dealers take charge of the sewing machine department themselves. Others, again, place the line in charge of one of their employees allowing a small commission on each sale as an incentive to take an interest in the line and get it thoroughly started.

The traveler of the jobber is in position to give the one in charge of the sewing machine department all instructions necessary to run the machine and to sell it as well as assist in making a sale or instructing a customer whenever he is on the ground.

We are very often asked if everybody has not got a sewing machine. No indeed. About the same number are and have been made each year for the past thirty years. The trade of the jobber on sewing machines has shown a healthy increase for years past and the prospects for the continuation of increased trade is better now than for several years. Sewing machines like furniture, wear out. New improvements are being made and new families are constantly coming on so that the demand is always about equal to the supply from one year's end to the other.

The Hardware dealer who has not yet added sewing machines to his stock will find the business is just as certain and just as profitable as any other line and if he will give sewing machines a fair chance, there is no branch of his business that will pay a better profit for the investment than a line of high grade, fully warranted reliable family sewing machines.

There are a great number of cheap machines on the market and of course there is a class of trade who will not buy a first class article of any kind, but we know from experience that in every community there are people who desire the best, people who know that a trifle more cost in the beginning saves in the end, and to such, the superiority of the machines handled by the Hardware dealer can be easily demonstrated.

Then again, the majority of people want a good, family sewing machine. They fully realize that this is an article that lasts a life time and for that reason cannot afford to risk the unreliable machine although it may cost less in the beginning. To the retail Hardware dealer who is considering the sale of sewing machines and of adding this profitable line to his stock, we would especially impress on his mind that a knowledge of the general construction of sewing machines is not essential to the successful or profitable sale of them. Their simplicity of construction and the carefully worded and illustrated instruction book that goes with each machine enables anyone to use it without special or specific instructions.

In comparing sewing machines and the sewing machine business of the past with the sewing machines and the sewing machine business of to-day, I am of the firm opinion that the experimental stage has been passed and that within a very few years time, the greater part of the family sewing machines that are used will be distributed through the retail Hardware dealer and will be just as staple and decidedly more profitable than some other lines to which ten years ago the retail Hardware dealer was an entire stranger.

G. H. Dirhold.

St. Louis, Mo.

YALE & TOWNE MFG. CO.'S CATALOGUE, No. 18.

We have received from the Yale and Towne Manufacturing Co. their catalogue No. 18, which is a handsome volume of some two hundred pages, 6x9 inches, substantially bound in green board covers with red cloth back, lettered in gold, and "intended especially for dealers who handle only the active goods most commonly called for, and therefore omitting the vast number of special and irregular goods of infrequent sale which neccessarily constitute the greater part of an unabridged trade catalogue." The main portion of the book contains appropriate selections in extensive lines of Padlocks, Night Latches, Dead Locks, Builders' Hardware, Locks in sets, Keys in Blanks, Cabinet and Trunk Locks, Blount Door Checks, Chain Blocks, and other special products mentioned. In addition to which it contains historical matter in connection with the company and is made especially valuable to the dealer who receives it by the comprehensive information to be found under the following heads:

Glossary of Technical Terms. Comprising definitions of technical terms relating to Locks and Hardware, the use of which will tend to a better technical knowledge of such articles and to their correct specification in orders and correspondence.

A Lock Primer. An illustrated description of the elementary principles and component parts of Locks of all kinds.

Lock Picking. An explanation of the theory and practice of picking locks, and a guide for the determination of the relative security of Locks of various kinds and grades. A brief and popular explanation of this interesting subject.

Master-keyed Locks. A clear and comprehensive explanation of Master-keyed Locks, their construction, kinds, and uses, con-

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taining technical information which every Hardware salesman has need of at times, but heretofore has found it difficult to obtain.

Hand and Bevel of Doors. An illustrated article giving clear and explicit rules on this complex subject, for the guidance of salesmen, and in form available for daily reference.

Care of Locks. Brief instructions for the care, cleaning and repair of Locks and other Hardware; of especial use to locksmiths, and to dealers who maintain a repair department.

The volume is intended for general distribution and will be sent on request to Hardware dealers, purchasing agents, architects, contractors, building superintendents and others who have to do with building. It is the intention of the Company that it shall reach the dealers and others without expense, and they state that they will send this attractive and useful book without charge, express prepaid, if the parties desiring the same mail a postal card to them requesting it.

THE WASHINGTON CONVENTIONS.

The annual conventions of the National Hardware Association and the American Hardware Manufacturers' Association will be held, as already announced, on November 8, 9 and 10 at Washington, D. C.

The Executive Committee of the National Hardware Association will meet on the 6th and 7th, the association holding its first session at the Arlington on the 8th, at 10 a. m. This will be an open session, at which the manufacturers and other visitors will be present. After the president's address and the report of the secretary-treasurer the subject for consideration will be Catalogue House Competition. How Shall It Be Met? An executive session of the association will be held in the afternoon.

In the evening a progressive euchre party will be held at the Arlington, the affair being in charge of a committee of ladies. Prizes will be awarded in practically the same manner as at the card party at Atlantic City last year. There will be no charge for participation in this event.

Manufacturers who desire as an advertisement to contribute some article of their own manufacture are invited to send it to Mrs. F. P. May, Arlington Hotel, Washington, in time to be received by the committee by Monday, November 6. It is desired that those who propose to send prizes shall communicate with Mrs. May at once, stating what prizes will be sent. The ladies, however, want it distinctly understood that they do not solicit these prizes as a contribution, so that manufacturers need not feel that there is any obligation to send anything unless they heartily desire to do so.

On Thursday morning the association will hold an executive session. At 12.30 President Roosevelt will receive all the delegates and visitors at the White House. This reception will be by card only, which may be obtained from F. D. Mitchell, secretary of the American Hardware Manufacturers' Association, 309 Broadway, New York, or T. James Fernley, secretary of the National Hardware Association, 505 Commerce Street, Philadelphia.

On Friday executive sessions will be held morning and afternoon, and in the evening the annual banquet will be given under the auspices of the National Hardware Association.

Delegates and visitors will be furnished with a badge bearing their name and the name of the house with which they are connected. To accomplish this it will be necessary for the members and visitors to communicate at once with the secretary of the American Hardware Manufacturers' Association or the secretary of the National Hardware Association.

W. K. MORISON & CO. OF MINNEAPOLIS BURNED OUT.

Fire resulting in a loss of about $50,000 to the stock of W. K. Morison & Co. Hardware store at 247-249 Nicollet Avenue, Minneapolis on Sunday afternoon.

The blaze started in the basement at the rear and before discovered had gained considerable headway. The cause is unknown, but it is presumed that the fire started either as the result of spontaneous combustion or from electric wiring. From the basement the flames leaped up the freight elevator shaft at the rear and when the firemen arrived they saw fire leaping up to the third and fourth stories, while from every window and door they encountered thick clouds of smoke.

After a fight of about three hours the flames were subdued but not until the building and contents were soaked from top to bottom. The flames had been confined almost entirely to the fourth floor. The front portions of the first, second and third floors were not touched by fire. Water did the damage on these floors. The water loss will be just about as heavy, if not heavier, than the fire loss.

The fourth or top floor is used for the storage of stoves, refrigerators, agricultural implements and tools. The third floor is used for the storage of paints, oils and general Hardware stock. The second and first floors are the retail floors.

The Morison stock was valued at $150,000 with $120,000 insurance.

LEGAL CORRESPONDENCE

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

NEGLIGENCE—EMPLOYERS' LIABILITY ACTS.

Question: Has a man who is employed by a contractor and is hurt by the explosion of a blast through the carelessness of the foreman in charge of the work, any right to recover from his employer for the injury?

Reply: At common law and in the absence of statutes, it is generally held that if the master exercises reasonable care in the selection of competent fellow-servants, an injured man has no remedy against his employer, even for injuries caused by the negligence and carelessness of such co-servants. This was deemed to be one of the risks incident to his employment. And it was generally held that a foreman and laborer were co-servants within the scope of this rule. It follows that in a State where the common law has not been changed by statute, a master would not be liable in such a case as you put.

But by recent statutes, commonly known as Employers' Liability Acts, the master is made responsible for negligent acts of *superintendence* of a superintendent or a person exercising such functions. These statutes usually require that timely notice shall be given the employer of the time, place and cause of the injury, if any advantage is to be taken of their provisions. We think that the negligence of the foreman in permitting a blast to be prematurely exploded, is an act of superintendence; and that, in a State like New York or Massachusetts, where Employers' Liability Acts are in force, the person injured has a clear right of action against his employer for an injury like the one stated.

WHO ARE CITIZENS OF THE UNITED STATES.

Question: Is a man born within the United States of Scotch parents who have never been naturalized, a citizen of the United States or a citizen of Great Britain?

Reply: This question was at one time much controverted. In this country it is settled by the decision of the United States Supreme Court in the case of *Wong Kim Ark* (169 U. S. 669), where it was held that a child born within the United States of Chinese parents, who resided here, but were subjects of the Emperor of China, is by reason of his birth an American citizen. It follows from this decision that all persons born within the territorial limits of the United States of resident parents, are citizens thereof, irrespective of their parents' nationality.

SALESMEN—RIGHT TO DISCHARGE.

Question: "A" hires "B" as a salesman and agrees to pay $2,500 a year for his services. No written contract was entered into. At the end of six months the employer discharges the salesman for no fault on the salesman's part, but because the employer cannot afford to pay so high a salary. Has he the right to do this?

Reply: In this class of cases, two rules are well settled: (1) If there is a hiring or contract of employment *for the definite term of one year*, then the employer will be liable for discharging the employee, unless the discharge is occasioned by the employee's incompetency or misconduct. (2) A general or indefinite hiring is *prima facie* a hiring at will; and if the employee claims that he was hired for a definite term of one year, the burden is upon him to establish this by proof. A contract to pay one $2,500 a year for services is not a contract for a year, but a contract to pay *at the rate* of $2,500 a year, and can be terminated at will by either party. No presumption attaches that it was for a day even, but only at the rate fixed, for whatever time the party may serve. On the facts as you state them, the employer had the right to discharge the employee at any time and without assigning any cause therefor.

A COMPLIMENT WELL DESERVED.

We note that F. E. Myers & Bro., of Ashland, Ohio, at the Lewis & Clarke Exposition, Portland, received the highest award, a Gold Medal, for their display of Myers pumps, etc. They made an elaborate and telling exhibit of their goods, and the judgment of the Awarding Committee corresponded with those of substantially every large exhibition since the introduction of their Pump and Hay Tool product, to the effect that the superiority of Myers goods justifies the highest awards, a compliment that is justly appreciated.

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OUR NEW ORLEANS LETTER

(Special Correspondence.)

New Orleans, Oct. 18.

Practically throughout Louisiana, and to a considerable extent in Alabama, quarantines against travel have been removed, while restrictions on freight and express, where they have been imposed at all, are things of the past. The greatest relaxation took place three days since, October 15, and by October 26, the date of President Roosevelt's visit, it is anticipated that the entire burden of restriction imposed through fear of yellow fever will have passed into history.

Practical results from this are shown in the decided increase in the volume of all business. This increase has shown itself especially in the Hardware trade, which has suffered less from fever than perhaps any other, and has regained more quickly than any other what would have been its normal position without the interference of quarantines, etc.

According to the average estimates of representatives of the leading wholesale merchants of New Orleans, the Hardware, mill supply and general lighter manufactured iron and steel business is now running from 7 to 15 per cent. ahead of the movement during the corresponding period in 1904.

This statement, to those unfamiliar with conditions here, is, of course, hard to believe. However, the actual statistics of the railroads, of the custom house, etc., bear them out literally.

The lines leading are: Roofing, bar iron, nails, heavy Hardware and building Hardware, and workmen's and builders' supplies of all sorts and kinds. The local market is, of course, excellent under the stimulus of returning population and renewed building activity. Export trade, never affected at all by the existence of the fever, is increasing far more rapidly in proportion than is any other department of the trade. Domestic business to Louisiana, Mississippi, Alabama and East Texas, affected by fever, is now resuming rapidly boom conditions.

HOW STATES HAVE ACTED.

In the order named the trade suffered most; Texas, Mississippi, Alabama, Louisiana. In reverse order conditions are improving rapidly. Texas is the most obdurate, and has refused to make any further concessions. The Texas Railroad Commission together with the Texas health authorities, have managed between them to practically exclude from the East Texas territory all New Orleans and Shreveport merchants.

Mississippi has been quarantine-crazy since fever was first declared. Alabama has relaxed considerably, and Louisiana restrictions are practically gone.

Of course the greatest hindrance was on traveling men, and on merchants anxious to come to market to discuss stocks and quotations.

The reason for the sudden development of trade is that now restrictions are relaxed, merchants whose stocks had been heavily oversold, are now stocking up, buying goods in a lump that would otherwise have been purchased at intervals for the past six weeks. The purchases are now going out heavily over the Louisiana roads. The Illinois Central, the Y. & M. V. R. R., the Louisville & Nashville road, are beginning to increase their business rapidly.

Traveling men are now nearly all back from vacations and resting spells, and nearly all have gotten into their territories, either through New Orleans, or by the "back door" from the North or East.

HOW THE LINES ARE RUNNING.

As told above, building Hardware, builders' supplies, etc., of all kinds are leading. Just now, in its relative position of course, mill supplies are going heavily to the cotton and sugar districts, where repair work is now in full blast with the long delayed gangs of workmen out from the cities. The lumbering district, which has its own workmen always on hand, has been a constant purchaser since six weeks ago.

Implements, running now to vehicles, heavy breaking in plows, and harvesting tools and machinery of various sorts, are going chiefly to the sugar district, where there is a big crop with a prospect of a fair price. The sugar planters are buying more liberally than are any other planters. They are also purchasing building materials, etc., in quantities.

There has been a revival of trade with the rice belt, where better prices are being realized than was looked for some weeks or months ago. It is probable that the depression for two years gone, will be to a great extent overcome this winter under the active campaign for larger markets for the cereal.

In the local trade, household and furnishing and fitting goods have recently taken a sudden jump. This is due largely to the sudden return of many thousands of the class of the population that buys most of the best grade of goods. The retail stores of the better sort are feeling the impetus of this business to a marked extent.

EXPORT BUSINESS.

Export business, going chiefly to Mexico, Cuba, and to Panama and the nearby republics, while hampered to some extent by the quarantine restrictions placed on those ports suspected of being infected with yellow fever, has never been seriously interfered with. Trade to Cuba went either via Mobile, or direct to Havana on the Morgan liners. Now the Munson people, who removed to Mobile when fever was found here, are soon to return to New Orleans. Additional facilities are soon to be added to both the Munson and Morgan line trade. The Mexican American Steamship Company recently added ten new ships to its fleet, and cut down the time to Vera Cruz and to Tanpico, by one full day each way. When the first of the two new ships arrived, a luncheon was tendered on board to the export men of the city. On board the export men of both Stauffer-Eshlemen, and A. Baldwin & Co., commented on the fact that the Mexican business had increased fully 200 per cent. within three years, and expressed a conviction that even greater increase would soon follow.

"Our merchants are just now learning how to go after the Spanish-American trade," said one, "and now that they have learned that lesson, I fully believe that the business will be sought as earnestly and as systematically as it is by the German and English merchants, who control the greater share of the Spanish-American markets."

In addition to these added export facilities, there is a new coastwise steamship company to put in ships to Alabama and Florida ports. This will bring into touch with New Orleans a territory hitherto regarded as belonging exclusively to the cities in Alabama, and to those of Georgia.

PERSONAL NOTES.

Personal notes of the last six weeks are brief. Just now those who have been away are rapidly returning.

Pearl Wight, head of Woodward-Wight & Co., who has been severely ill in New Hampshire, will return about November 1. He was largely instrumental in getting the first movement started to invite President Roosevelt to come to New Orleans. He is Republican National Committeeman from this State.

Albert Baldwin, Jr., of A. Baldwin Co., Ltd., is a member of the Executive Committee on the President's entertainment.

Postmaster T. J. Woodward, formerly senior member and founder of Woodward-Wight Co., is also a member of this committee.

The Fairbanks Company has broken ground for its big building in Camp and St. Joseph Street. The structure will be completed in eight months, and will be the largest Hardware and machinery warehouse in this section.

THE INVENTIVE FACULTY.

It's human nature to be inventing or tinkering with something, from a story to the tariff; and the Hardware clerk who hasn't some pet improvement up his sleeve shows that his mind is on some other subject than his work.

Perhaps nine-tenths of the inventions placed upon the market have no practical value other than as novelties; but of the other tenth, some of them are money-makers and most of the simple ones from which the greatest returns are apt to come originate in unexpected places.

One thing is pretty certain, that when a man sets out to improve a machine he is pretty apt to understand the machine he wishes to improve. Nothing else, except the professional pride, that does not always come to a clerk at the beginning of his career, will set his attention so closely in the direction of any special line, as will the idea that he can think out some improvement to his material advantage.

The Hardware dealer who allows it to be understood among his employees that he is on the alert for valuable mechanical suggestions from them, to help develop any that are worthy, will not often have to make the last part of the proposition good, but he will create for himself an attentive, observing and intelligent lot of clerks, and always has before him the possibility of a first chance at that unexpected little device that will make a fortune for himself and his ingenious employee.

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HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED OCTOBER 2, 1905.

390,205. Latch and Lock. J. Cocks, Larimore, Dak.
390,356. Wheelbarrow. F. E. Fay, Bryan, Ohio.
390,392. Window Shade Attachment. C. Niss, Jr., Milwaukee, Wis.
390,402. Pipe Wrench. J. Rose, Franklin, Mass.
390,422. Wrench. O. C. White, Wichita, Kan.
390,433. Compound Tool. J. Benson, Tascosa, Tex.
390,527. Master Key Lock. W. E. Sparks, New Haven, Conn
390,574. Plane. M. Doscher, New York, N. Y.
390,591. Sheet Metal Vessel. F. Haberman, New York, N. Y.

PATENTS ISSUED OCTOBER 3, 1905.

800,886. Broom Attachment. C. M. Thompson, Leland, Ill.
800,737. Can Opener. J. J. Graf, Crescent Springs, Ky.
800,682. Corkscrew. P. L. Robertson, Canfield, Canada.
801,005. Curtain Pole. P. Hamill, Darragh, Pa.
801,185. Combined Curtain Rod and Supporting Bracket. G. C. Degner, Chicago, Ill.
800,883. Damper Cord, Weather Strip, and Door Cushion. D. Schuyler, Los Angeles, Cal.
800,958. Door Controlling Apparatus. J. W. Tripp, New York, N. Y.
800,125. Door Lock. S. Wisnewski, Warsaw, N. D.
800,872. Hoe. J. O. Newcomb, French Camp, Cal.
800,776. Latch. J. F. Waethers and E. L. Hill, Columbus, Ga.
801,041. Sash Fastener. G. A. Orr, Cripple Creek, Colo.
801,075. Sash Fastener. J. E. Gibbs, Cincinnati, Ohio.
800,852. Saw Jointer. M. Kapp, Bellingham, Wash.
800,933. Saw Sharpening and Gumming Machine. J. Moore, Jr., Sharon, Ga.
801,084. Saw Sharpening Machine. B. L. Humphrey, Maysville, N. C.
801,057. Saw Swage. C. J. Anderson, Eureka, Cal.
800,807. Composition of Matter for Soldering. H. P. Larsen, Portland, Ore.
801,193. Soldering Iron. W. C. Howard and J. McQuiston, Newcastle, Pa.
800,646. Combination Tool. D. M. Haney, Sykesville, Pa.
800,972. Finishing Tool. F. A. Black, Chicago, Ill.
801,116. Washboiler. E. A. Stevenson, Boulder, Colo.
800,814. Wrench. R. H. Martens, Rockford, Wash.
800,988. Wrench. A. B. Cook, Windber, Pa.
801,009. Wrench. G. W. Heyl, Westview, Pa.
801,151. Wrench. J. W. McKeever, Fleming, W. Va.

PATENTS EXPIRED OCTOBER 9, 1905.

390,656. Window Screen. M. H. Dehner, Cincinnati, Ohio.
390,666. Sash Lift. H. A. Grotholtman, Fort Wayne, Ind.
390,670. Heating and Ventilating Stove. M. Hayden, New Milford, Pa.
390,679. Hand Doe. P. Jacobus, Varick, N. Y.
390,684. Stove or Furnace. F. A. Magee, Chelsea, Mass.
390,686. Combined Ironing Board and Iron Stand. W. H. H. Marcum, Ash Grove, Mo.
390,687. Step Ladder and Table. J. B. Marsden, Baltimore, Md.
390,704. Door Lock. W. W. Pursel, Berwick, Pa.
390,718. Saw Setting Device. C. C. Taintor, Elizabeth, N. J.
390,749. Auger. H. Burdick, Maple Rapids, Mich.
390,754. Ironing Table. F. A. Clark, Newark, N. J.
390,756. Ironing Table F. Corbett, New York, N. Y.
390,781. Dust Pan. R. G. Hebden and W. Thorpe, El Paso, Ill.
390,854. Boiler Attachment for Stoves. A. Greenaway, Louisville, Ky.
390,887. Door Check. S. H. Miles, Rossville, Kan.
390,915. Lock. W. E. Sparks, New Haven, Conn.

PATENTS ISSUED OCTOBER 10, 1905.

801,642. Combination Tool. T. H. Bradley, Watertown, N. Y.
801,767. Stud Wrench. F. L. Cleveland, Marquette, Mich.
801,650. Curtain Hanger. A. J. Culture, Chicago, Ill.
801,369. Door Fastener. J. W. Dickson and S. J. Ely, Castlerock, Wash.
801,232. Ball Bearing Hinge. B. F. Foss, Fairfield, Me.
801,587. Suit Case or Satchel Fastener, Catch or Lock J. Hammesfahr, Vailsburg, N. J.
801,590. Wrench. J. Hooper, Hazzard, Pa.
801,591. Grain Sieve. E. O. Hough, Fosston, Minn.
801,381. Garden Plow. W. E. Jones, Ellisville, Miss.
801,721. Door and Window Screen. G. Klay, Buffton, Ohio.
801,256. Tool Holder. T. J. Moore, Altoona, Pa.
801,740. Washing Machine. J. H. Myers, Lafayette, Ind.
801,808. Shutter Fastener. E. Niggili, San Antonio, Tex.
801,680. Holder for Sickle Bars. O. Norton, Hartington, Neb.
801,747. Churn. A. A. Seat, Eldorado, Ill.
801,815. Band Saw. C. Seymour, Defiance, Ohio.
801,694. Door Spring. J. L. Sheppard, Charleston, S. C.
801,405. Folding Stool. E. Shupe, Racine, Wis.
801,559. Combined Nut and Pipe Wrench. W. O. Tarr, Orleans, Ind.
801,449. Dish Drainer. M. A. Yonkers, Denver, Colo.

PATENTS EXPIRED OCTOBER 16, 1905.

391,053. Door Hanger W. Kopisch, Blue Hill, Neb.
391,066. Permutation Lock. T. P. Owen, York, Neb.
391,069. Lawn Mower. G. J. Parham, Bedford, Ind.
391,096. Spring Hinge. D. C. Stover, Freeport, Ill.
391,104. Sash Holder. H. A. Williamson, Philadelphia, Pa.
391,106. Window Screen Fixture. E. H. Ambler, Beatrice, Neb.
391,193. Lawn Mower. T. Rogers, Springfield, Ohio.
391,211. Combination Tool. R. T. Torkelson, Worcester, Mass.
391,240. Tubular Lantern. E. C. Glazier, Rochester, N. Y.
391,322. Meat Cutter. R. V. Jones, Mount Union, Ohio.
391,373. Lantern. G. A. Kennedy, Coatcook, Quebec, Canada.

PATENTS ISSUED OCTOBER 17, 1905.

801,919. Wrench. H. B. Schiller, Philadelphia, Pa.
801,949. Mop Wringer. J. White, Oxford, Ohio.
801,954. Ratchet Wrench. A. Wood, Philadelphia, Pa.
801,958. Window Screen. C. W. Allen, Port Byron, Ill.
801,978. Hoe Attachment. S. J. Gardener, Temple, Tex.
802,018. Wrench. W. P. O'Brien, Detroit, Mich.
802,054. Washing Machine. C. E. Miller, Akron, Ohio.
802,062. Lock. F. J. Vieweg, Plainfield, N. J.
802,090. Metal Window Screen. H. W. Watson and W. W. Watson, Jamestown, N. Y.
802,095. Coffee Strainer. A. R. Darragh, Pittsburgh, Pa.
802,116. Sash Frame and Sash. J. G. Roseboom, Cincinnati, Ohio.
802,185. Window Screen. F. Folden, Beatrice, Neb.
802,187. Pipe Wrench. G. M. Gealy, Enon Valley, Pa.
802,214. Combined Scrub Brush, Mop and Wringer. E. Hilker, Chicago, Ill.
802,240. Lock. C. Salviolo, New York, N. Y.
802,313. Floor Hinge W. M. Potter, Syracuse, N. Y.
802,360. Wrench. J. R. Patty, St. Paul, Minn.

USE AN EXTRA SHEET OF PAPER.

Among the "dont's" that should be observed by the retail dealer, one of the important ones is: Don't send a remittance and an order in the same letter, unless there is no hurry for the goods ordered. They may be sent in the same enclosure, but the notice of remittance and the order should always be on separate sheets. When the manager of a large wholesale house or factory opens his mail, he sorts it out and sends it to the different departments to be attended to. All letters containing checks are sent to the cashier that proper credit be made on the books; orders are sent to the order department; letters regarding collections to the collection department; inquiries to the sales department, etc. Within a few moments after the mail is opened it has been distributed to the various departments for attention. If a dealer sends in a remittance to apply on his account and follows his notice of remittance with a hurry-up order for certain goods, that letter goes in the bunch that is sent to the cashier and *not* to the order department. The result is that probably by the time the cashier has entered up the credit and discovered that the letter also contains an order and it is sent to the order department, it is too late to make the shipment that day. If the dealer was in a hurry for the goods ordered he is very likely to censure the house from which he ordered the goods for not being prompt, and to accuse the manager of not attending to business properly. It does not occur to the man who has combined his remittance and order that he is the one who has not properly attended to business, but such is the fact. A sheet of letter paper does not cost much and the use of an extra sheet will often save vexatious delays in receiving goods. When the order is for repairs for a machine that the dealer's customer must permit to remain idle and thereby keep men idle at a time when every minute counts, the delay is expensive, and sometimes the farmer refuses to believe that the dealer has not been at fault and the latter loses a customer. Use an extra sheet of paper and avoid delays.—*Implement Trade Journal.*

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RECENT TRADE PUBLICATIONS.

Chicago Flexible Shaft Company, Chicago, Ill., have sent us a little booklet called "Solid Comfort—The Secret of It," in which are contained illustrations and descriptions of the "Duchess" and several "Clark" Carriage Heaters. They state: "Warm feet mean much to those who ride when the mercury is low. They will appreciate the virtues of Clark Heaters. They occupy but little space and are comparatively inexpensive to maintain. If you would ride in Winter and enjoy solid comfort we offer you the means in a Clark Heater. The secret of all this solid comfort lies revealed in Clark Prepared Coal. It is made so scientifically, and of such high-grade, selected material, that each cake radiates a continuous and strong volume of heat for upwards of sixteen hours." A price list is also given showing a variety of styles and prices to choose from. Pamphlet will be gladly sent on request.

Barney & Berry, Springfield, Mass., have presented us with their 1905-6 Catalogue, in which are described, priced and illustrated all grades, styles and sizes of ice skates manufactured by them. They call attention to the fact that these skates are known and used "in every land where water freezes," and can be obtained at almost any Hardware or Sporting Goods store. For further information regarding these well-known goods write for one of their interesting booklets.

The Armstrong Manufacturing Co., Bridgeport, Conn., has made us the recipients of one of their new catalogues, giving at length descriptions of the goods they manufacture, namely, Stocks and Dies. They state: "We feel that it is almost unnecessary to say anything in favor of The Genuine Armstrong Stocks and Dies, of which we are sole manufacturers, as they are so well known and generally liked that they are found in the kit of every first-class steam and gas fitter in the civilized world. We would, however, call special attention to our new machines for threading and cutting off pipe." They claim that these machines are built with the same care and under the same able mechanical supervision as their stocks and dies and other small tools. The catalogue is extensively illustrated and will be found very interesting to those dealing in this class of goods. Send for one.

The Handy Things Company, Ludington, Mich., manufacturers of Hardware Specialties, have sent us two of their latest catalogues, both of which are very attractively gotten up. One of these pamphlets deals with the Plain, Polished and Enameled Handles, Knobs, Pail Woods and Variety Wood-Turning in all styles of finish, and they agree to furnish their patrons with first-class work, make prompt shipments, and quote the lowest prices. The other pamphlet, which is the 1905 catalogue, describes and illustrates a few of the company's specialties in Hardware and Woodenware and Sportsmen's Goods, all of which will prove of value to those dealing in these lines. Accompanying these two pamphlets is a small one containing numerous testimonials from people who have used and found of great value the Wide Runner Skates made by them. These skates are designed for use on snow-covered streets and sidewalks, and also tend to eliminate the danger attendant upon ice skating. They are made of high quality steel, extra strong to resist hard usage and handsomely finished. Send for this interesting little booklet together with the pamphlets above mentioned, all of which will be sent free of charge.

The J. W. Fiske Iron Works, 39 and 41 Park Place, New York, N. Y., have recently sent us a copy of their illustrated catalogue and price list of their New and Improved Iron Stable Fixtures. This catalogue measures 12x9 inches, contains 182 pages and 756 illustrations. They have made this book very comprehensive and exceedingly interesting, showing many new features in the line of stable requisites, and it will repay a careful perusal. Particular attention is called to Fiske's Sanitary Stall Drain. They claim that this Drain cannot be excelled for practicality and durability, it being so constructed that the plate can be laid on an almost level floor, obviating the necessity of pitching the stall floor several inches, which is customary, and to which horsemen are so much opposed. They can be arranged according to architects' plans, suiting any arrangement of stalls. The catalogue contains an unusually complete line of Stable Fixtures, and as it is carefully indexed, the contents are easy of access. A separate illustrated catalogue of Copper Weather Vanes will also be furnished upon application.

G. M. Thurnauer & Bro., 35 and 37 Park Place, New York, have recently published an exceedingly attractive and artistic catalogue of Housefurnishing Goods and Specialties. They have made their catalogue very comprehensive, and have attempted to give a general idea of what their lines comprise. The book is in large pamphlet form and measures 12 inches in width and 9 inches in length. It contains 92 plates, each plate showing numerous cuts of household necessities in the Hardware line, including an extensive line of culinary utensils, kitchen and table goods, not to be found in any other catalogue in the trade. Send for this most interesting catalogue for further information regarding their products.

William Johnson, Hedenberg Works, Newark, N. J., has issued a Price Sheet of Brick, Plastering and other Trowels, which he claims are made of the best quality of cast steel. He states: "They are in every respect tools made to stand the rough usage to which Trowels are put, and I guarantee them." For particulars regarding these goods write for Catalogue No. 25.

The Union Hardware Company, Torrington, Conn., New York office with Tower & Lyon Co., No. 95 Chambers Street, have placed in the hands of the trade a neat little booklet in which is shown a very complete line of roller skates. In addition to all their old patterns, which have proved themselves popular and serviceable, they call attention to their "All Clamp Extension Skates," which represent and embody the newest and most up-to-date features in invention and design as applied to roller skates. If you are interested in this line write for 1905 catalogue.

Hunt, Helm, Ferris & Co., Harvard, Ill., take pleasure in presenting to the trade their latest Steel Sled Catalogue. They aim to place before the reader as accurately as possible, both by illustration and description, their line of sleds—a line which they believe to be superior to anything else on the market in this class of goods. They claim that their sleds are unequalled for strength of construction and durability, and that they possess a runner so designed as to make them the speediest sleds ever constructed. The catalogue is in pamphlet form, ten inches long and four inches wide, and is illustrated throughout in colors. It has a very characteristic cover, showing a number of children sliding down hill. The catalogue will prove very interesting to those dealing in this line. Send for Catalogue No. 27.

The Scranton Whetstone and Abrasive Wheel Co., Scranton, Pa., have sent us a copy of their latest publication, which is divided into two sections. The first half of the book is devoted to Catalogue and Price List O, which fully describes and illustrates all kinds, qualities and shapes of Oil Stones which they manufacture. They claim that their quarries at Hot Springs, Arkansas, are unexcelled in the quality of Washita and Arkansas stone they produce. The second half of the book, which is the first edition of Catalogue W, is descriptive and illustrative of Corundum and Emery Wheels, in regard to which they state that only the best quality of Crystal Corundum and pure Turkish Emery are used. They pride themselves on the fact that no imperfect wheels leave the factory, as they are thoroughly tested and tried by experts before packing. A price list of regular wheels is given in this catalogue, the last column of which shows the rates of speed for the different sizes of wheels. If you are not in possession of one of these most interesting catalogues one will be gladly sent on application.

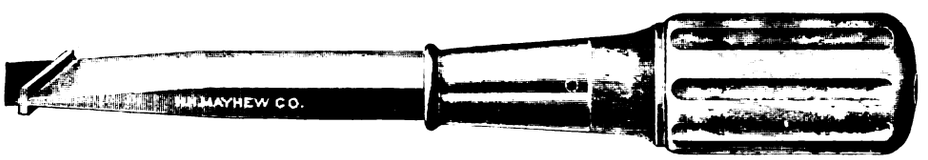
The McCabe Hahger Mfg. Co., 425-427 West Twenty-fifth Street, New York, N. Y., have just issued their 1906 catalogue of their Ball-Bearing and Tubular Door Hangers, Expansion Bolts and Ball-Bearing Wheels of all descriptions. The catalogue is in large pamphlet form, is well printed and carefully arranged, and contains a great many illustrations, which contribute to the attractive appearance of the book. The McCabe Company consider the door hangers to be the simplest, cheapest and best made, and as a recommendation of their superiority make mention of the fact that they have been used in many of the palatial residences in America and Europe. Several letters are given testifying to the merits of the McCabe hanger, indicating the high esteem in which the goods are held by well-known architects and builders in different parts of the country. The catalogue will be found very comprehensive and instructive and cannot fail to greatly interest all those dealing in this line. When writing ask for the First Edition of the Catalogue for 1906.

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NEW GOODS AND SPECIALTIES.

MACHINISTS' "OFFSET" SCREW DRIVER.

The H. H. Mayhew Company, Shelburne Falls, Mass., are placing upon the market their latest device in the shape of an "Offset" Screw Driver. It is a novel design made from a special crucible steel, possessing great toughness, of one-half inch square. The blade is milled so as to leave diagonally across the blade a short projection of same thickness as point, making two "offset" screw driver blades, which have a nine-inch leverage. Inaccessible screws, by means of these offsets, may be "rach-

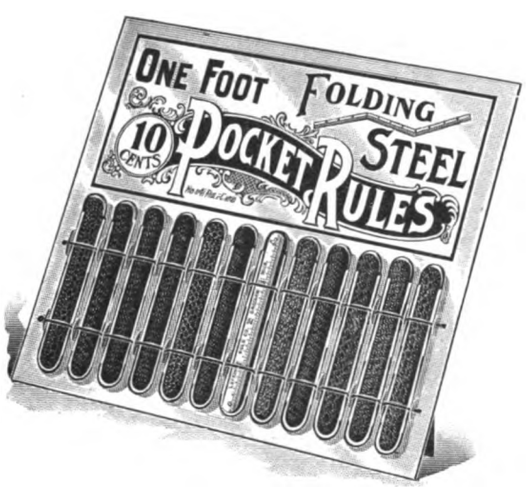


MACHINISTS' "OFFSET" SCREW DRIVER.

eted" tight. When using the blade in the ordinary manner a wrench may be used to set the screw home. The blade is square entirely through the handle, a heavy wire securely locking handle, ferrule and blade together. Altogether it is a fine, heavy screw driver adapted for heavy work and thoroughly warranted. Its dimensions are: Length, 9½ inches; stock, ½ inch square; point, ½x1-16 inches; offsets, 11-16x1-16 inches. Packed ½ dozen in box.

FOLDING STEEL POCKET RULE.

The Lufkin Rule Company, Saginaw, Mich., and 280 Broadway, New York, is marketing a novelty in a one-foot flexible Folding Steel Pocket Rule, of which we present an illustration, showing the interesting manner in which the trade can handle it and enjoy the pleasure of having it meet with a rapid sale, as with ease it appeals to the bargain hunter among mechanics.



FOLDING STEEL POCKET RULE.

They are supplied on a display card 9½x11½ inches, having nickeled easel support to show them up well. The rule is ⅜ inch wide, has two brass riveted joints, each of the three four-inch sections being etched on one side in inches to sixteenths, and enclosed in a metallic edge leather case in assorted colors. To insure the receipt of card in perfect condition each one is completely enclosed in a stout folded cardboard container and tied. Having been formerly sold at 25 cents each they ought to enjoy a large sale at the fetching price of a ten-cent novelty.

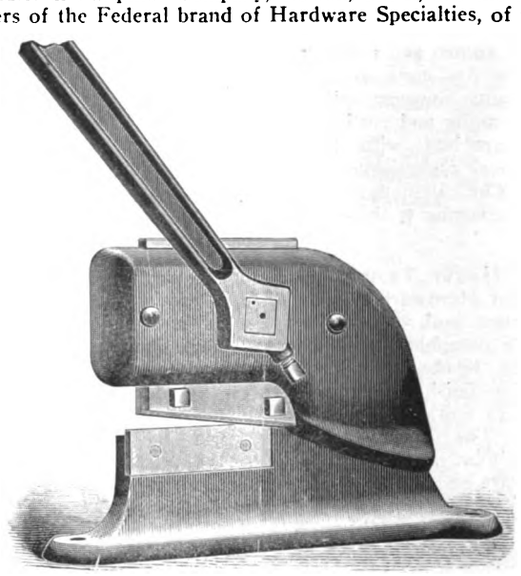
ICE CREAM CUTTER.

Divides the Large Block Into Small Bricks.

It is often desirable to cut up large bricks or blocks of ice cream into smaller cakes of equal thickness. Generally this is accomplished with a knife, of course, each cake being cut separately. There has been an ice cream cutter designed by a New Yorker, which will cut up a block of ice cream into many small cakes at one operation. The body of this device is of cylindrical form and open at both ends, the body having preferably two walls to render it strong. A handle is attached in the centre, a vertical opening being formed directly opposite to the handle and extending from end to end of the body. The knives consist of blades of any desired length, the edges being beveled or otherwise sharpened, each blade having a round head, these heads being of such diameter that they will fit snugly within the body, the blades extending out of the body through the opening. A thumb-screw connected with the head of each blade serves to keep the blades in position. It will be observed that all of the parts, with the exception of the handle, can be separated one from the other, so that each and every part of the device is readily accessible for cleaning.

THE FEDERAL BENCH SHEAR.

Chandler & Farquhar Company, Boston, Mass., are the manufacturers of the Federal brand of Hardware Specialties, of which

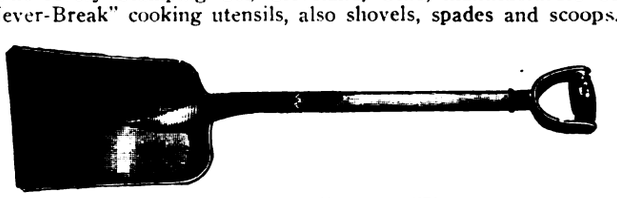


THE FEDERAL BENCH SHEAR.

the Shear herewith shown is one of the line. It is a strong and compact and well made Shear. It will cut bars or sheets not exceeding 3-32 inch thick or even thicker of soft stock. This Shear is particularly adapted for shop or store use where light stock is used. It retails at $15, with a liberal discount to the Hardware trade.

TROPIC ASH OR FURNACE SHOVEL.

The Avery Stamping Co., Cleveland, Ohio, manufacturers of "Never-Break" cooking utensils, also shovels, spades and scoops.



TROPIC ASH OR FURNACE SHOVEL.

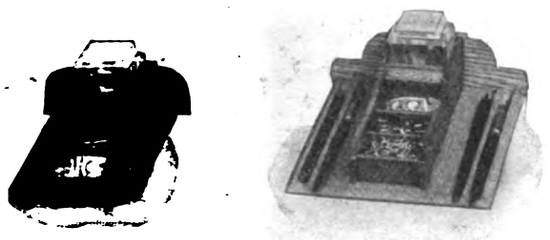
are offering the trade a most useful, practical and durable article for Winter housekeeping, viz., the "Tropic" ash or furnace shovel, which is made with plain, long wood handle, or fitted with a malleable D top at a slight advance in price. The blade of the

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"Tropic" shovel is made of a high-grade of sheet steel. The metal at the top end of the shank is flush with the blade. The edges of the metal at the rear of the shank are butted closely together. The handle is second growth, northern white ash, with long fibre, smoothly sanded to prevent slivering. It is strong, sound and tough. The manner in which the handle is joined to the shovel enables the furnace owner to get far back beneath the ash pit to remove the ashes without turning the shovel over and scraping the ashes forward. This is accomplished by making the handle parallel with the blade of the shovel, which also removes the necessity of lifting the handle high up in the air when feeding the furnace. "Tropic" ash and furnace shovels are made in sizes No. 1 and 2, the former having blade 9x13½ inches, and the latter 11½x13½ inches.

THE WARREN DESK CABINETS.

The J. D. Warren Mfg. Co., of Chicago, manufacturers of the Warren Sectional Shelving, have added an entirely new idea for the convenience of the Office, that can be adapted to any desk, in



DESK OUTFITS WITH SINGLE INKSTAND.

the form of a very unique design to hold all desk essentials. It is provided with small compartments with sliding glass covers, carrying out the Warren idea of "everything in sight" and of quick access, which promises to be a most popular requirement.



DESK OUTFIT WITH PAPER HOLDER.

A glance at the various illustrations will show the condensed form in which the many articles used on a desk may be assembled, with a definite place for the Ink Wells, Sponge Cup, Pens, Pencils, Postage Stamps, Letter Scale, Calendar, Clock, Ruler,

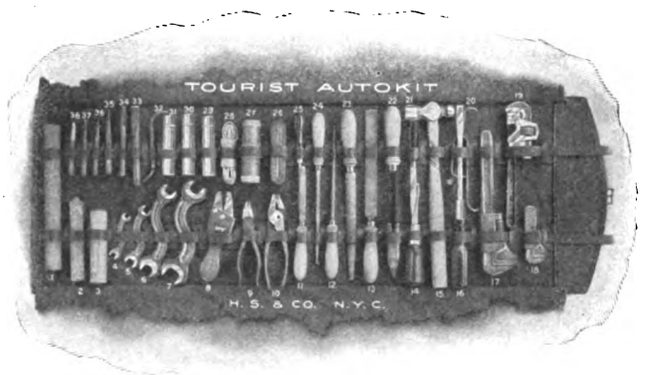


PAPER HOLDING OUTFIT WITH TWO INKSTANDS.

Erasers, Rubber Bands, Paper Clasps, Writing Paper, Envelopes, Blotters, Business Cards, Pins, Matches, Cigars, etc. The pockets, or small compartments being covered with a small glass cover screens them from all dust, and keeps each article in a definite place, within instant reach. They are described more fully in a booklet which will be mailed in response to inquiries for same.

AUTOMOBILE OR TOURIST OUTFIT.

Hammacher, Schlemmer & Co., Fourth Avenue and Thirteenth Street, New York, are offering to those interested a very handy Tourist Auto-Kit, consisting of 38 articles, selected according to their universal adaptability to frequent usage, by either the tourist or automobilist. The tools are contained in a leather-edged, heavy canvas roll, and are of excellent quality for the



AUTOMOBILE OR TOUREST OUTFIT.

purpose for which they are designed, which has been made after the necessity for some set of this kind being indispensable, especially to the owner of an automobile.

MONITOR COFFEE MILL.

The Bronson-Walton Co., Cleveland, Ohio, are placing upon the market through the Hardware trade the Monitor Coffee Mill, illustrated herewith. It is made by having the bottom and body drawn out from a single piece of sheet steel so that it cannot be pulled apart. The grinders have feeding prongs to quickly gather in the coffee, while the grinders may be easily taken apart



MONITOR COFFEE MILL.

for the purpose of cleaning the mill, as the mill may be used for both coffee and spices. The bolt which turns the grinders is made of wrought steel, while a seamless steel receptacle in the body of the mill fits closely over the grinding parts and is intended to catch the ground coffee or other material. The mill can be adjusted to grind fine or coarse, and is finished in a bright black japan.

FEED BAG FOR ANIMALS.

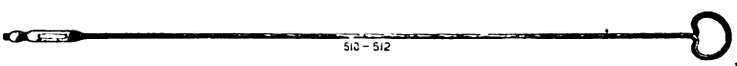
Supported by Rods Which Slip Over the Shafts.

The driver of every team should be supplied with a bag of some kind for holding feed for his horses, as he seldom is sure where he will be when feeding time comes. Some drivers are very careful in this respect, while others make use of anything that is available. Quite a large number of feed bags are in use, the majority being constructed so that they can be attached to the side of the horse's head. This does not give the horse any freedom to move his head without moving the bag also. A Philadelphia man has patented an exceedingly simple feed bag which overcomes this fault. The bottom and sides are made of canvas or other flexible material, while the top consists of a circular frame divided into two sections, which are connected by small loops. Supporting the bag are two metal rods, one on each side, having hooks at the end which fit into the loops in the frame. In the centre and at the other end of the rods are circular loops which are shaped to fit over the shaft of the vehicle. It can easily be seen how easily this can be done, the bag always remaining in position where the horse could conveniently reach the feed, at the same time being able to move his head freely.

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NEW STEVENS CLEANING ROD.

J. Stevens Arms & Tool Co., Chicopee Falls, Mass., are marketing the New Stevens Cleaning Rod for Rifles shown in the illustration. This rod is intended for .22-caliber rifles and consists of one-eighth inch coppered rod, with one end flattened and slotted, the other end with a jagged tip. The total length of rod is 28 inches, and is equipped with the Stevens special patented ring.

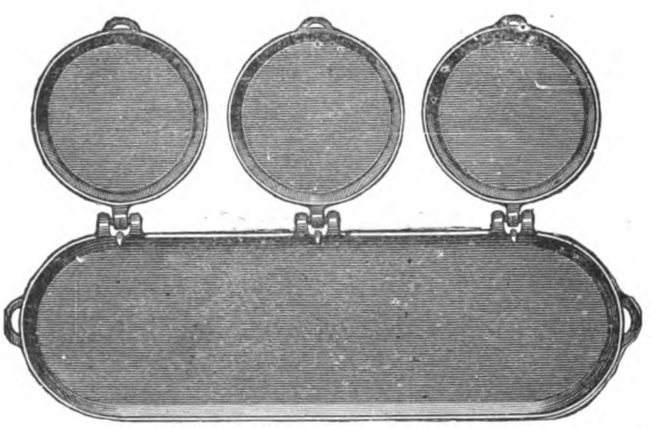


NEW STEVENS CLEANING ROD.

This patent ring differs from the ordinary cleaner and is much more practical and efficient than the latter. Heretofore, one-piece ringed rods have been made with an oval or pear-shaped ring, which, when in use, invariably dents the muzzle of the rifle, causing nicks or burrs, thereby rendering the rifle inaccurate, as a burr at the muzzle of the rifle deflects the bullet. In the Stevens Special Ring, however, the shoulders are so formed as to strike the outside edge of the end of the barrel, and thus the barrel cannot be injured, making this rod superior to all other ringed rods. The No. 512 rod for .32-caliber and larger is similar to the No. 510, excepting made of five-thirty-seconds inch rod and length 30 inches from ring to tip.

SCHOFIELD'S PATENT CAKE GRIDDLE.

F. M. Van Etten & Son, Palace Arcade, Buffalo, N. Y., are the manufacturers of the Schofield's Patent Cake Griddle, of which we give an illustration. It is made of high-grade gray iron and weighs about four pounds. It sets right on top of the stove, as it fits any size; it is claimed to heat up or cool off in five minutes' time and bake six cakes at once. The steam gen-

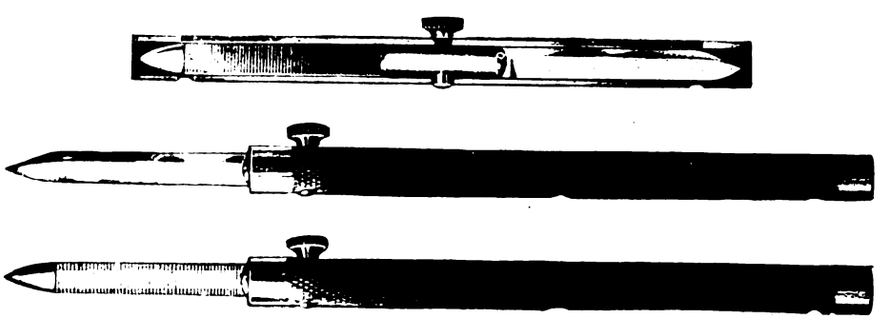


SCHOFIELD'S PATENT CAKE GRIDDLE.

erated in the cakes may be held until ready to burn, resulting in making the lightest and most palatable griddle cakes. The round pans, being hinged separately, each cake is turned into the long pan as soon as it is sufficiently done and the round pan returned for another cake. It is claimed that it will make better cakes than the old-fashioned griddle, because the little pans are deep, hold the batter, and prevent its spreading out and drying up by getting thin, every cake being baked with smooth edges and exactly the same in size.

A USEFUL POCKET COMPANION.

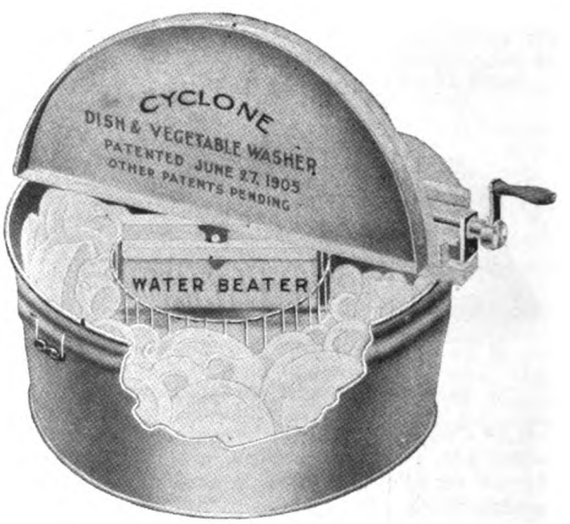
A very handy little tool in the shape of a combination Pen Knife, File and Nail-cleaner is being placed on the market by the Billings & Spencer Company, of Hartford, Conn. The knife and file, which are fastened end to end, slide back and forth within the hollow handle, made of steel tubing. The blades are shifted to either end by means of the sliding bolt in the centre, which passes through a slot running the length of the handle, and locks the blade at its respective end. It is a novel and handy device. The blades are of fine steel, the handle is nurled, and the whole is nicely finished and nickel plated. The illustration shows the exact size of the tool, and it can be carried in the vest pocket, making a very compact and useful companion.



COMBINATION KNIFE, FILE AND NAIL CLEANER.

THE CYCLONE DISH AND VEGETABLE WASHER.

Z. S. & C. L. Randleman, Des Moines, Iowa, as the original patentees, are placing upon the market the Cyclone Dish and Vegetable Washer, of which we present an illustration herewith. It is made of galvanized metal, and the water beater shown in the illustration is attached to the gearing. One revolution of



THE CYCLONE DISH AND VEGETABLE WASHER.

the crank turns the water beater several times quite rapidly, thus throwing the hot water among the dishes with the greatest force, washing and polishing, it is claimed, a machine full in the fraction of a minute. The machine has a basin which holds sufficient water. In this basin the water beater revolves very fast, throwing the hot water in every direction. As soon as the machine is stopped the water settles immediately in the basin, leaving the dishes ready to be used again or placed away. It is claimed to make no difference if the dishes are covered with difficult matter in an ordinary way; the machine in its operation thoroughly cleanses them. The dishes being fully protected by the wire rack which encloses the water beater, run no risk of breaking those that are most delicate, as the dishes are not turned in the water, but the water is forced through them. It is claimed to be of especial use for washing vegetables, doing the work better and in less time, thus making it an excellent machine for market gardeners. The use of a dish cloth or the placing of the hands in the hot water are entirely obviated by the use of this washer.

A DOG'S LIFE.

"You have a child, I believe!" asked the manager of the stylish boarding house.

"Yes; 3 years old," replied the mother, gazing through her lorgnette.

"She will have to eat at another table with the nurse."

"But my dog, may I bring him to the table with me?"

"Oh, yes, there's no sort of objection to the dog."—*Yonkers Statesman.*

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OUR BRITISH LETTER.

(By our Special Correspondent.)

London, October 14th, 1905.

IRONMONGERS AND ELECTRICAL WORK.

Until quite recently ironmongers have regarded electrical work as quite outside the scope of their operations. Electrical undertakings have been considered "too heavy" and matters which required great technical study and scientific education, consequently beyond the scope of the ordinary Hardwareman and his employee. With the march of progress which has been going on very rapidly during recent years in commercial circles British ironmongers are fast realizing that a considerable amount of electrical work may, with profit to themselves, pass through their hands. The electrical department of an ironmonger's shop formerly consisted of electric bell-hanging, which operation was performed on purely mechanical lines and without any scientific investigation into causes and results, and with comparatively little knowledge of the relative values of the different batteries employed, and without regard to the cell power needed in order to supply given lengths of insulated wire. Now all this is changed, and the ironmonger's workman is taught, at any rate, the elementary laws which govern electrical power, and he knows something about the construction of electric bells and indicators, as well as the reasons why perfect joints and well insulated wires are necessary. The Electrical Exhibition, which is now being held at Olympia, London, has been brought about through the instrumentality of the National Electrical Manufacturers' Association and the Institution of Electrical Engineers. The majority of the exhibits are composed of plant and heavy machinery required for light and power, but many of the stands contain most interesting collections of electrical appliances which appeal, not only to the users of power, but of electric light, both branches of electrical work now being brought into special prominence. The general public are fast learning the advantages of electric lighting, its convenience, superior illuminating qualities, and its comparative cheapness. The numerous inventions whereby domestic economy can be effected by the use of electrical machinery, household machines and cooking effected by the aid of the modern science. Numerous inventions, coming under the different heads mentioned, are on view at the Exhibition, which is being well patronized by the public as well as by retail Hardwaremen. There is no doubt that the Exhibition will give an impetus to the industry, and it is noted with satisfaction that the ironmongers of this country are wishful to secure a fair share of the trade. This they can easily do, and without much difficulty or inconvenience they may obtain the necessary assistance from their workpeople. Electric-wiring is not difficult, and when this is performed the attachment of fittings quite easy. In fact, the ironmonger now finds that the use of electric lighting leads to the purchase of numerous accessories for which he is able to obtain orders if he is in a position to carry out contracts for electrical installations. Many of the leading corporations and electrical supply companies offer special advantages to domestic users of electric power and are doing their utmost to popularize this method of obtaining labor-saving contrivances. The Electrical Exhibition, which is to remain open some little time longer, is by far the largest electrical exhibiton ever held in this country, and, as it is very representative, it is educative to both consumer and retail trader.

THE SALE OF DAIRY-FARMING APPLIANCES.

British ironmongers residing in country districts are largely dependent upon the success of the agricultural industries in their several localities, and are, therefore, anxious to introduce to their clients the latest and best labor-saving appliances and modern economical farm implements and machines. Dairy farming is an important part of this industry in rural England, and probably in no other branch of farming has greater progress been made in recent years than in this section; formerly the methods practised in the farmers' dairies were of the crudest kind, and an inventory of farm requirements of, say, fifty years ago would be scarcely understood by modern agriculturists, who are taught to regard mechanical contrivances as indispensable. Vast improvements have been made in churning apparatus and the old plunger churn, long ago superseded by the dasher of the barrel, is now placed among antiquarian relics. End-over-end, eccentric, and other forms of modern churns effect the operation of churning with great speed and produce the desired aim for the dairymaid with marvelous rapidity. Probably the greatest advance made in dairy farming is the rapid distribution of cream separators all over the country. In many ways Denmark leads the way in dairy farming appliances, and since the introduction in this country of the first cream separator, less than twenty years ago, a score or more of English and Continental manufacturers have poured a continual stream of these valuable appliances upon the English market. The latest and best types of separators, pasteurizers, refrigerators, coolers and other modern contrivances are now being shown at the Agricultural Hall, Islington, at the annual Exhibition of the Dairy Farmers' Association. During the past few days scores of bright and intelligent dairymaids keenly competed for prizes and awards in the churning and butter-making competitions. At this Exhibition not only farmers, but agricultural implement agents and ironmongers in the provinces, came up to the metropolis in great numbers, eager to inspect the latest inventions of English, American and Continental manufacturers. In connection with this Dairy Show poultry farming is allotted a gallery, where the manufacturers of these useful appliances demonstrate their several qualities and point out to their admiring visitors the advantages of their inventions. There are many different makes of incubators upon the market and it is difficult to select out of so many any particular make for special mention. It will, doubtless, be interesting to your readers to know that the United States of America figures largely among the locations where such contrivances are manufactured. The Cyphers Incubator Co., of Chicago and New York, have very successfully introduced their incubators in this country and have several energetic agents on this side. Most of the incubators and poultry appliances handled in this country by R. A. Colt, Ltd., are also of American origin.

THE FATE OF PARK ROYAL.

In a recent letter I referred to the unsatisfactory position of the Royal Agricultural Society of England, and to the probability of the abandonment of the permanent show ground in London. After giving the matter earnest consideration the council of the Royal Society have decided to hold a show in the provinces in 1906, and are now debating the fate of the show ground. They have already decided to cut down expenses and to materially reduce the salaries of the permanent staff. They have also in contemplation the sale of the London ground and the valuable site upon which their London offices are situated. By such drastic measures of reform and financial curtailment the well-wishers of the society hope to secure a sound financial basis upon which the future work of the society may be built. Although no decision has yet been arrived at, Derby is named as a possible location for the 1906 show. This town is centrally situated, convenient of access and possesses suitable land in the immediate vicinity of the town, and it is thought that if suitable arrangements can be made a show there will receive not only the support of agriculturists, but of manufacturers of implements and machines, and that an exceptionally good show may be anticipated.

WHAT BRITISH IRONMONGERS ARE DOING.

The Autumn and Winter work of Hardware associations has commenced, and already some advance in association work has been made. The London Association is taking steps to carry on a progressive campaign of mission work, and hopes, by setting a good example to provincial associations, to extend the benefits which associated members have received to those ironmongers who have not, so far, been convinced of the pecuniary and social benefits of association membership and affiliation to the I. F. A.

A distinctly forward movement is now going on among the ironmongers' assistants in this country and that progressive city, Liverpool, is leading the van. The officers of the Liverpool Assistants' Association are busily engaged in obtaining the opinions of ironmongers' assistants in other towns and country villages, so that steps may be taken to form local and district associations with the ultimate end of founding a National Ironmongers' Assistants' Association. The benefits of assistants associating has already been proved, and the members of the Liverpool Association speak very hopefully of the still greater benefits they hope to obtain in the future, in consequence of the improved facilities for obtaining technical information and trade knowledge which the association will afford.

THE NEW LORD MAYOR OF LONDON.

The Lord Mayor-elect for the city of London for the civic year, which commences in November, is Alderman Vaughan Morgan, one of the proprietors of *The Ironmonger*, the oldest Hardware journal in this country. Alderman Vaughan Morgan

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JAP-A-LAC

REGISTERED TRADE MARK

"WEARS LIKE IRON"

WHERE IS YOUR JAP-A-LAC?

When a woman wants to buy a can of JAP-A-LAC she goes where she thinks she can get it. If your stock of JAP-A-LAC is near your front door and in clean condition. a great many women will buy it, even if they are not in your store for that purpose.

JAP-A-LAC is being advertised every day in the year; you can sell it every day in the year. It will pay you to keep your JAP-A-LAC in a very prominent place so that the customers whom we interest in it may buy of *you*.

The dealer who gives attention to JAP-A-LAC is enthusiastic. It isn't up-hill work to sell it, for we attend to that. Our extensive advertising, appearing in 35 of the leading magazines, continuously, *makes JAP-A-LAC buyers.*

The dealer who keeps JAP-A-LAC right gets the benefit of our advertising. Our advertising is done for the dealers and means *real profits.*

Don't let your stock disappear from the front of the store; use your windows—use the first sections of your shelves for JAP-A-LAC, then you will really know what it means to sell so good and so well an advertised commodity.

THE GLIDDEN VARNISH COMPANY,

MAKERS OF HIGH-GRADE VARNISHES FOR ALL PURPOSES

641 WILLIAMSON BUILDING,

CLEVELAND, OHIO

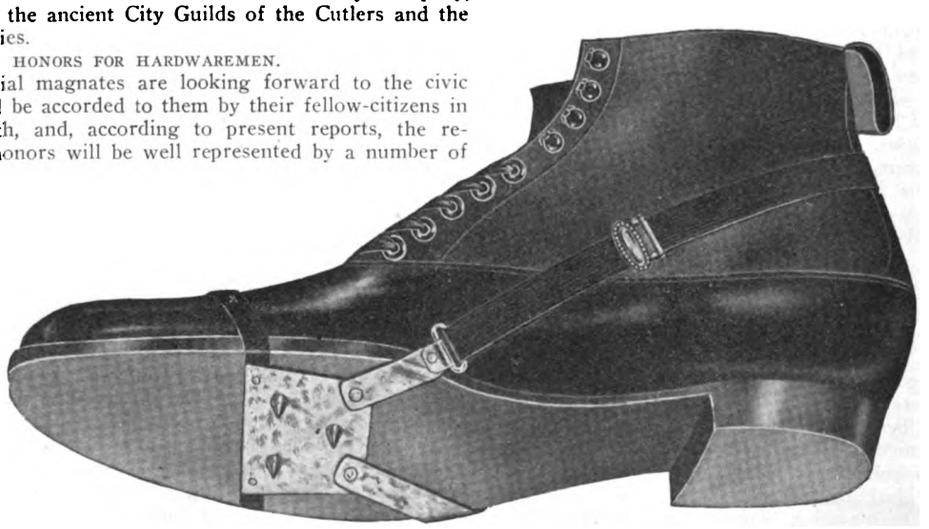
commenced his business career as a bank clerk in the year 1846 and some ten years later joined his brothers in founding the mercantile firm of Morgan Brothers; he afterwards took part in organizing the Morgan Crucible Co., whose products are well known all the world over. The Lord Mayor-elect was a Blue-coat School boy, having been educated at Christ's Hospital, London, becoming a governor of that institution in 1873, and treasurer in 1891. He is a director of the Hudson's Bay Company, and a member of the ancient City Guilds of the Cutlers and the Loriners Companies.

HONORS FOR HARDWAREMEN.

Many commercial magnates are looking forward to the civic honors which will be accorded to them by their fellow-citizens in the coming month, and, according to present reports, the recipients of such honors will be well represented by a number of Hardware manufacturers and merchants. The Master Cutler of Sheffield was installed with all the ancient honors and ceremonies at Cutlers' Hall on October 3d. Sydney Jessop Robinson, upon whom the honor falls this year, has long been responsible for the management of the Brightside Works of William Jessop & Sons, Ltd. He is a member of the Sheffield Chamber of Commerce, a member of the Iron and Steel Institute, and a vice-president of the Jessop Steel Co., of Washington, U. S. A.

THE PERFECT ICE CREEPER.

The Blair Husking Glove Co., Bucyrus, Ohio, are placing before the Hardware trade the Perfect Ice Creeper, which we illustrate herewith. It is made of cold rolled steel, galvanized, and the spikes used in the device are of hardened steel. It is fastened to the shoe with an automatic adjusting web and is easily and quickly put on or taken off when necessary.



THE PERFECT ICE CRUPER.

SO NATURAL.

"I dreamed last night, George," said Mrs. Swellman, "that I was with a box party at the opera and"——

"Yes," interrupted her husband, "I might have known that."

"What! How do you mean?"

"You were talking very loud in your sleep."—*Philadelphia Press.*

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REVIEW OF THE MARKETS.

WIRE NAILS: The mills are extremely busy, in fact the production of Wire Nails is of record dimensions. The Southern States that have been holding back on account of the yellow fever are now sending in their orders in considerable volume, making the aggregate tonnage surpass that of August or September. The market is in such good condition that official prices are invariably maintained, and another slight advance in price would not create surprise. Quotations are as follows: f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

Carloads to jobbers	$1.80
Carload lots to retailers	1.85

New York. The demand for small lots from store keeps the jobbers quite active, and the orders taken before the last advance are being delivered on dates specified. It is found difficult to keep stock assortments regular, as deliveries from the manufacturers feel the effect of a lack of transportation facilities. Quotations are as follows for small lots from store: $2.00 to $2.05, base.

CUT NAILS: Some irregularities in prices are reported for large orders in the Western markets, while the market conditions for material are referred to as justifying advancing of prices at an early date, which makes business good in anticipation. Quotations are as follows: $1.65, base, for carload lots, f.o.b. Pittsburgh. Iron Cut Nails for delivery at Pittsburgh, Buffalo and all points west of these cities are held at $1.75, base, in carload lots.

New York. While fair demand makes the local trade active enough, it is mostly of average quantities. There is a demand for small lots from store, of which quotations are on the basis of $1.90.

BARB WIRE: The business being done on Barb Wire, which is even this late in the season large in volume, astonishes the mills, but the prosperity of the farmer lies at the bottom of it. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$1.95	$2.25
Retailers, carload lots	2.00	2.30
Retailers, less than carload lots	2.10	2.40

SMOOTH FENCE WIRE: The mills are receiving new business every day. This and the filling of specifications on contracts has a tendency to make them very busy, which is augmented by the feeling that shortage of cars may delay the filling of orders. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.65
Retailers, carloads	1.70

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

BLACKSMITHS' VISES: The manufacturers of Solid Box Vises have recently announced higher prices covering advances of from 10 to 15 per cent. In a general way the small and medium-sized Vises may be quoted at a discount of 60 per cent.

WIRE COAT AND HAT HOOKS: The strength of the Iron market has caused a slight advance in the price of Wire Coat and Hat Hooks, which now may be quoted to the general trade at about 75 and 10 per cent.

ROPE: The following prices may be said to represent the market:

	Cents per pound.
Pure Manila, 7-16 and larger	12
Pure Sisal, 7-16 and larger	10
No. 2 Sisal, 7-16 and larger	8

LINSEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....46 cents per gallon.
In lots of 5 barrels or more.....45 cents per gallon.

The "American" brand for respective quantities, 2 cents per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than raw.
Calcutta Oil.....60 cents per gallon.

THE CLEVELAND TRADE.

There is no red flag visible in the business sky but some apprehension exists that Congress may interfere with the business of the country by unwise legislation. It may seem necessary but it is not to be regretted if railroad rates are to be made a political issue. Politicians may welcome such action as it will furnish platform material on account of the general prejudice against corporations for public service. It seems to be apparent that the action of railroads in making rates conditioned upon "what the traffic will bear" has promoted general prosperity. That it favored the West has been a cause of complaint, but the benefit was so apparent to the people that business soon adjusted itself. That selfishness induced their action is not conclusive against it, as most of the public benefactors have come from acts preformed not for public good but to promote personal ends. If corporations for public service could be made liable for attorneys' fees where judgments are rendered against them for damages, it would result in earlier adjustments and do much to avoid the most serious causes of complaint. The rights given them under incorporation might bear this inequality for the public good. The benefit railroads have been to the country should protect them from undue prejudice and give them their rights. The men who appear as railroad magnates are not the only owners of railroads. Savings banks and insurance companies representing millions of people are deeply interested in their securities and the prosperity of the country is largely dependent on their prosperity.

The Lockwood-Taylor Hardware Co.,
C. B. Lockwood, Pres.

THE PHILADELPHIA TRADE.

It is pleasant to report that trade is fully up to expectations and orders are coming from every part of the country with most gratifying results. Not only is there an active demand for goods but they are wanted at once and shipments are being hurried, showing a need of goods. Under such circumstances, jobbers are having some difficulty in keeping their stocks in shape. It is a great annoyance to the dealer to order goods and then be denied immediate shipment, but this has been the experience of the jobbers, and apparently the manufacturers are far behind. For ourselves we could name orders placed three and four months ago that are still unfilled, although badly needed. Prices are strong and the material market is firm with higher prices announced from day to day and manufactured goods are feeling the strain of advance. These changes in prices, however, are moderate and probably do not more than cover the actual cost of the advance in cost; in fact, manufacturers claim that they are not fully repaid for the increased cost of making goods and that further advances will be imperative if the high prices of material should be continued.

The Copper market is particularly strong and nearly all goods in this line are advancing daily, such as, Copper Cocks, Rivets and Burrs and Brass Cocks. On the whole the sotuation is promising and as crops are now coming into the market there should also be a decided improvement in collections with resulting good trade throughout the balance of the Fall.

Biddle Hardware Co.

THE PITTSBURGH TRADE.

Pittsburgh seems to be upon the eve of another boom in her manufacturing interests. All the steel mills are full of orders and early deliveries are getting to be almost impossible. We hear of large purchases by the railroads of locomotives, cars and rails, while structural steel is ordered for delivery six months ahead. The recent advance in price of crude petroleum means a good deal to this section. A large part of Western Pennsylvania, Eastern Ohio and West Virginia depend in a measure upon the production of oil and a difference of 25c. a barrel in the selling price means the difference between a loss and a profit. A convention of parties interested in improved navigation in the Ohio and Mississippi Rivers is to be held shortly at Cairo, Ill. Much good has been done by these meetings in arousing public sentiment and influencing Congress to make appropriations for this purpose. No better use can be made of Uncle Sam's income than to use a goodly percentage thereof in improving these important means of carrying the products of the country from point to point. Pittsburgh is vitally interested in cheap transportation and will be represented ably at this convention. There is quite

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FILES

Nicholson
Arcade
American



Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASPS

Kearney
& Foot
Eagle



J. B. Smith
"X-F"
Gold Medal

MANUFACTURED — BY — **NICHOLSON FILE CO., - Providence, R. I.**

an advancing tendency in prices of Hardware lately, especially in goods in which weight is the predominating element of cost. Retailers run no risk in stocking up whenever they can obtain goods at old rates or even at the first advance. All indications point to a busy Winter in Pittsburgh and it is difficult to find any reason why there should not be good trade for at least a year to come. We are enjoying very pleasant Fall weather and have had no killing frosts up to this writing.

Logan-Gregg Hardware Co.

THE DAVENPORT TRADE.

There has been a decided improvement in the volume of business during the last thirty days, and the footings show an attractive increase over the same period of 1904. This is the 18th day of October and we have had no frost worth mentioning. Farmers are husking and cribbing corn, which has been rarely done until after a killing frost. Lawns, meadows and pastures are green, and it seems more like September than October. The market seems firm. Prices are well maintained and collections satisfactory. We are looking forward to the Washington meeting, anticipating a great deal of pleasure in meeting old friends, renewing old and forming new acquaintances.

Sickels, Preston & Nutting Co.

DENVER DEALERS PROSPEROUS.

Arapahoe Street in Denver could well be termed Hardware Row, for here within three blocks are located six of Denvers' largest Hardware stores. The latest addition to the Street, is the store of Frank A. Ellis & Son, who early in the year moved their business up from Lorimer Street. The store occupies three numbers, 1645 to 1651 Arapahoe Street and is one of the finest in the city. The special feature of F. A. Ellis & Sons' new store is its light and bright appearance. Large windows are used to display goods in an exceedingly attractive manner. A very complete stock of sporting goods is carried. One front side of the store is used to stock and display this line, and the goods add much to the attractiveness of the store. Through the centre of the store are large double plate glass cases, in which are displayed cutlery, tools and fancy Hardware. The business of Frank A. Ellis & Son is largely wholesale, and the new store is especially arranged for shipping and carrying on of the wholesale trade. Frank A. Ellis Jr. in speaking of business conditions, said: "During the past eighteen months there has been a good demand for all building materials and at the present time the building trade is in a healthy, active condition."

At the big store of the George Tritch Hardware Co. everyone seemed to be working to their utmost in getting out and shipping fall orders. The entire state of Colorado as well as part of two other states, are thoroughly covered by this concern whose wholesale business is constantly enlarging. The George Tritch Hardware Co's. main store is located at 1648-50-52-54 Arapahoe Street.

The big store at numbers 1516 to 1522 Arapahoe Street is occupied by the George Mayer Hardware Co. During the year the store has been enlarged, new windows put in and in other ways made more attractive and up-to-date. A good scheme of displaying cutlery is carried out by the George Mayer Co.—that of showing this line, as well as silverware and hollowware in cases directly in front of the door—so that all entering the store must see this line of goods. Mr. Mayer said that it was surprising to note the number of sales of these goods that were thus made to customers who had entered the store looking for some other article.

An attractive store is that of Troxel Bros., also located on Hardware Row— at No. 1508 Arapahoe Street. A specialty is made of shelf Hardware and house furnishing goods—in which lines the firm carry a very complete stock.

C. M. White who is the manager of the Denver Hardware Co., another of the stores of Hardware Row—1621 Arapahoe Street, said that business was good, and that the outlook had never been better during his years in the Denver trade. A good stock of shelf Hardware is carried which is the end of the business pushed hardest by the Denver Hardware Co.

At 1626-30 Arapahoe Street is the big store of the McPhee & McGinnity Co. This firm carry a large line of builders' Hardware and very complete stock of paints and painters' supplies, as well as one of the largest stocks in Colorado of window glass. A large contract building business is carried on by this firm, who do business throughout eastern Colorado. Probably no other city in America has as many large Hardware concerns doing both a retail and jobbing business, located as near together as are these six Hardware firms here in Denver on Arapahoe Street, which is thus properly termed "Hardware Row."

But it must not be thought that all of Denver's Hardware stores are here—the large retail store of Kittering-Benway Hardware Co. located at 516 Sixteenth Street does a thriving business—and is well located for an exclusive retail trade.

Down in Denver's wholesale district is the Moore Hardware and Iron Co. occupying nearly half a city block at 1529 to 1539 Fifteenth Street. Shelf and heavy Hardware are carried and an exclusively wholesale trade is carried on.

The John C. Moyer & Son Hardware Co. also do a jobbing business and are each year enlarging their field. In fact the local Hardware jobbers here in the West are constantly gaining a larger business—due to the fact that they are enabled to make prompt shipments and have in stock the goods that are best suited to the local trade demands.

Another of Denver's progressive retail concerns is the Owl Hardware Co.,1516 Curtis Street. This house enjoys a good pick up cash Hardware trade.

(Continued on page 37.)

IMPROVED CARPENTERS' TOOLS

A TOOL THAT'S STAMPED STANLEY IS THE BEST OF IT'S KIND

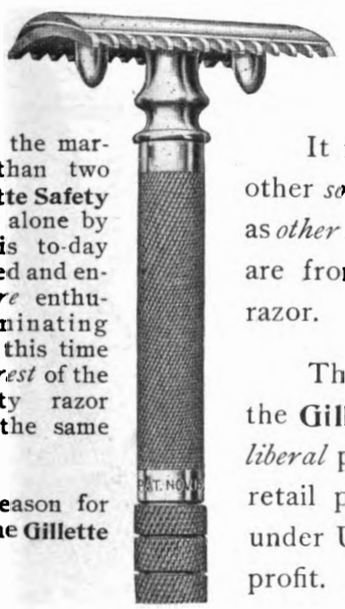
SOLD BY ALL HARDWARE DEALERS

STANLEY RULE & LEVEL CO., New Britain, Conn, U. S. A.

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The Gillette Safety Razor--

Has the FIRST, and only NEW idea in RAZOR BLADES for OVER FOUR HUNDRED YEARS



Exact Size Complete Razor.

Although on the market for less than two years, the **Gillette Safety Razor,** judging alone by actual sales, is to-day used, appreciated and endorsed by *more* enthusiastic, discriminating shavers during this time than *all* of *the rest* of the so-called safety razor purchasers in the same period.

There is a reason for the success of the **Gillette Safety Razor.**

It is as *different* from other *so-called* safety razors as *other so-called* safety razors are from the old-fashioned razor.

The dealer who handles the **Gillette Razor** makes *liberal* profits, for the fixed retail price of $5.00 for a set *is*, and *will* be *maintained* under U. S. Patent laws, thus assuring every dealer a full profit.



The blades are as thin as paper, as hard as flint, as tough and flexible as whalebone.

The Gillette Safety Razor is made by *automatic machinery insuring perfection* and *uniformity* in every detail and a never varying quality which is so often found in the old-fashioned hand-make razors and blades.

The Gillette's Advantages

Our manufacturing facilities have been increased recently to meet the enormous and growing demand for the **Gillette Razor,** and this demand proves that it will certainly pay YOU to investigate at once the many advantages that are now offered in handling this phenomenal shaving device which is the talk of the civilized world.

Remember -- The Gillette while having *many imitations*, has no direct competitor, *is in a class by itself*, is here to stay, and its patents will be fully protected and all infringements on its rights will be prosecuted.

TWELVE BLADES.



TWENTY-FOUR SHARP EDGES

A Paying Proposition

No shaving proposition to-day offers you the inducements that the Gillette does.

Write to-day for further particulars and do not allow yourself to be persuaded to do otherwise by other *so-called* safety razors that have been put on the market, due solely to the phenomenal success of the **Gillette Safety Razor.**

Gillette Sales Co., 1104 TIMES BUILDING, BROADWAY, NEW YORK CITY.

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Are You A Gillette Safety Razor Dealer?

Then you will receive the benefit of the enormous advertising plans that are now being worked out, embracing Magazine publicity, Signboards, extensive catalog distribution, and in fact, *every known* and *up-to-date* method in the science of advertising.

By our publicity methods we are interesting and appealing to *millions* of shavers *every* month.

We are *spending more money* in *making known* the unique advantages of the **Gillette Safety Razor** than is being spent by all the combined, *so-called* safety razor manufacturers in the country, which benefits every Gillette dealer.

That this advertising is producing the desired results is a fact which we will prove to every **Gillette** dealer to his entire satisfaction.

If you are not selling the GILLETTE SAFETY RAZOR, Get into line, for once in it, means you are there to stay.



The "Gillette" cannot be put together in any way but the right way, and when so put together the blade is concaved and both edges are in the right position in their relation to the guards to be used with absolute safety.



Exact Size Set, Complete.

Greater Profits--- Greater Satisfaction

There are not only greater profits in handling this razor, but greater satisfaction because the **Gillette Safety Razor** is fully guaranteed, is backed by *responsible* and strong financial interests, and the razor itself is already endorsed by several hundred thousand users who are voicing its merits throughout the civilized world.

You see **Gillette** advertisements everywhere, and up-to-date dealers are joining our ranks every day.

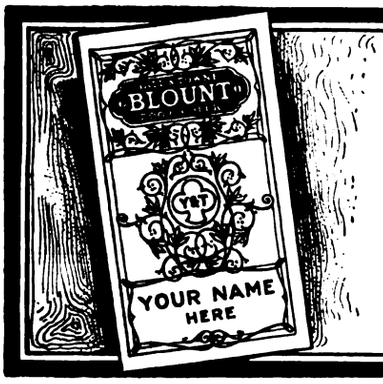
Do not delay, but write us *at once* and let us show you evidence of such a nature that will make you regret the delay which for some reason unknown to us, has resulted in your name not being on our list of dealers.

ADDRESS TO DAY.

Gillette Sales Company,

1104 TIMES BUILDING BROADWAY, NEW YORK CITY.

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We Help Dealers Sell Blount Door Checks

TO push a line or not to push a line—that's the question. It's often decided in the negative because the Dealer has not time to study up plans — no time to mould the shot. In selling Yale & Towne Blount Door Checks, we furnish the AMMUNITION—booklets, blotters, folders, seals, envelopes, display cards, and a crisp little story called "The Peacemakers"—most of them imprinted with your name and address.

We lay the plans—a little booklet, "Suggestions for Selling" tells just WHAT to do and HOW to do it. YOUR part is to pull the trigger.

We help you ADVERTISE in newspapers too—send you electrotypes of advertisements that SELL goods—or write you special advertisements if you wish—furnish you street car cards, etc. All this is FREE if you write and ask for it.

The Yale & Towne Mfg. Co., 9-15 Murray St., New York

DENVER DEALERS PROSPEROUS.

(Continued from page 34.)

Out at 2628 Lorimer Street is the Flood Hardware Co. who carry a well sorted stock of builders' Hardware and tools and cater especially for the family and home trade.

Stoves and ranges are an important part of the business here in Colorado, but in many towns this branch of the Hardware business seems to be largely confined to the furniture and house furnishing credit stores. By a little effort on the part of the Hardware men this part of their business could be won away from the furniture trade, and from the installment houses. The stove business belongs to the Hardware man, he, of all merchants, is best qualified to handle in an intelligent manner, this branch of retail merchandising. Selling stoves sells other house furnishing and kitchen goods, and selling a good stove makes a permanent customer for the Hardware store.

HAMMERNAIL.

THE ST. PAUL TRADE.

It is not often that conditions all around are as favorable as just now. Fair to good crops, fair prices, a steady market, with an occasional advance and no decline, certainly is all that the merchants could ask for. These are the present conditions, and the future seems to be equally good, if not better. From all sources the same information comes that future business is being placed in such large amounts, so much so that the iron and steel market seems assured as steady for the first six months of next year. We advise the trade to place contracts for next Spring, as we feel that present prices are good, with the great possibility of advances. All the jobbers are looking forward to the meeting to be held in Washington the second week in November, and with a good deal of interest, as much will be talked about and much done to benefit both the jobbers and retailers. We must and do consider how we can benefit our customers and sincerely hope to do both them and ourselves a whole lot of good by consideration of mutual interests.

HACKETT, WALTHER, GATES HARDWARE CO.

MINNEAPOLIS REPAIRING DAMAGES.

About the only thing that is of interest to us at this time is trying to adjust our loss in the recent fire and get back into business. We know absolutely nothing about the real situation outside of our own affairs. We do know, however, that we are losing every day a large volume of business, and we are anxious to get back as soon as possible. It will probably be six weeks to two months before our store will be in shape for us to go back into. The actual loss by burning will probably not exceed $30,000, but the entire stock is severely damaged by the floods of water coming from twenty-five streams playing into the building for between three and four hours. The delay in adjusting has already caused thousands of dollars further damage. Meanwhile, we hired another store during the progress of the fire and opened our offices at eight o'clock next morning in that location and have leased another store temporarily that we have fitted up with shelving and are putting goods in there now, and will be ready in a day or two to open up business with a small, new stock, not in a position to buy heavily, as we do not know what will become of our own stock, although badly damaged, will to a certain extent take the place of other goods, even though sold at fire sale prices. We were fairly well covered with insurance, stock valued at approximately $150,000, with $120,000 insurance.

W. K. MORRISON & CO.

THE SAN FRANCISCO TRADE.

The staples of the California farmer continue to make their usual gratifying exhibit. There is some decline in agricultural products, due to offerings of the new crops, but that always occurs during the Fall months, and is therefor accepted as the regular annual condition. But the wholesalers and retailers alike report continued expansion in the demand for all sorts of merchandise, with collections good and money in liberal supply and readily accessible. The industrial interests are making similar reports. The farmers and orchardists all over the coast States, from the wheat grower of the North to the orange grower of the South, are in such excellent financial condition that they are very independent with their produce and are inclined to be stubborn in their general holding back for better prices later on. It is an old and trite saying that when the farmer is prosperous the nation is likewise, but it will bear repetition. Present conditions are an emphatic illustration of it. Bankers base their plans on it, and merchants extend their credits on it. The California farmer was never in better financial condition, hence prosperity here still abides with the country.

Business halted one day last week, on the 9th instant, while Yom Kippur, the day of atonement, was observed, and throughout the trade and city orthodox Hebrews devoted the day to repentance and prayer. Stores with drawn shutters and closed doors emphasized the importance of the holiday. Its observance generally and its effect upon city business seemed more noticeable than ever before. Politicians noted the light registration in districts where the Hebrew vote is strongest, for under the old race law civic duties are forbidden for Yom Kipper. Old time Hardwaremen of San Francisco remarked that it was only in recent years that the observance of the greatest of holidays in the Hebrew calendar had become noticeable and that it called attention to the rapid growth of the Hebrew population of this city.

Jobbers in the trade are pleased for the reason that they are now able to do business in British Columbia without paying any special tax. The British Columbia Legislature some time ago passed a statute imposing a tax of $50 on all commercial travelers who entered that province from outside places, and last week it removed the tax. A somewhat similar statute was passed by the Quebec Legislature at its last session. The Quebec Government makes the tax $300.

The Palace Hardware Company, the oldest house in San Francisco, making the sale of fine Builders' Hardware a specialty, was started in the year 1880, under the name of the Latson Hardware Company, and was located on New Montgomery Street, under the Palace Hotel. In 1891 Frank Latson retired, his interest having been purchased by Edmund S. Gray, Monroe Greenwood, Robert Wisnom and Lemuel T. Lewis. The present name was then adopted. Shortly after the Greenwood-Lewis interests were purchased by O. F. Sites, formerly for many years associated with the First National Bank of Oakland. In 1898 death removed Mr. Gray from the personnel of the corporation. Frank H. Ellis, president of the company, was one of the original incorporators of the Latson company, and for twenty-five years he has given of the best that was in him towards the upbuilding of the business. His labors of a quarter century rank him one of the oldest Builders' Hardwaremen now in active service in San Francisco. The Latson-Ellis people were the first to introduce the sale of P. & F. Corbin's lines on the Pacific coast. "Corbin" goods have always been their specialty and the large number of handsome buildings in San Francisco finished with this product are not only monuments to the company's zeal and energy, but to the unqualified quality of "Corbin" manufacture. The officers of the Palace Hardware Company are: President, Frank H. Ellis; vice-president, Robert Wisnom; secretary and manager, O. F. Sites.

A party of British shareholders in the National Steel and Wire Company, which is fighting the Steel Trust, was here several days the past week, having arrived from the East by way of Los Angeles in a private car. The visitors are making a tour of this country, inspecting the various plants of the corporation, one of which is located in this city, and are accompanied by Everett Webster, president of the corporation; J. C. Rogers, of Salem, Mass., vice-president of the company; R. C. Caples, traffic manager of the same concern, and Cowley Lambert, Colonel Swaine, W. E. Slaughter, J. Watt Davis and Felix T. Cobbold, all men

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of great wealth, the majority of whom have never been in this country before. Their visit to Los Angeles has been followed by a report that it was for the purpose of looking over the field there for business and acting upon recommendations from the home directors and stockholders that the company extend its manufacturing interests. Upon this subject Mr. Caples said: "The gentlemen who have come so many miles to see this country have combined business with a great deal of pleasure. As our company is a large manufacturer of wire, its stockholders are naturally interested in the rapid development of electric railroads throughout the country, and the growth of these systems in the West has greatly surprised these gentlemen from England, who were most enthusiastic over the operation of the lines in Southern California. Two of our party are the principal owners in the White Pass and Yukon Railroad, and others are interested in several big enterprises in the United States. From here we go to Portland to visit the exposition."

On the evening of October 14 Albert Gallatin, pioneer of California, capitalist and until a few years ago known as one of the most prominent Hardware merchants in the State, died suddenly at his home in this city. Apoplexy was the cause of his death. He was sitting with his family at dinner, when he suddenly dropped his arms to his side and expired in a few minutes. He was born in New York seventy years ago and came here in pioneer days and went into the gold mining industry, but was not a very successful miner. Then he entered the Hardware business at Sacramento and finally became one of the members and the president of the Hardware, Implement and Miners' Supply store of Huntington, Hopkins & Co., with a large branch in this city. Five years ago he retired from business. He died possessed of a large estate. Industrial Press Association.

GREATER FOREIGN TRADE.

METHODS BY WHICH FOREIGN MARKETS MAY BE WON.

Consul Skinner, of Marseilles, thinks there are good opportunities to increase America's foreign trade. He finds fault with some of the prevailing methods and points out such as would seem to him to lead to success, or at least to be worthy of trial. He favors the national standardization of products sold from samples, such as cereals, cottons, oils, greases, etc. He writes, replying to questions submitted to him:

Americans willingly travel for pleasure, but they are seldom inclined to live abroad permanently for the purpose of engaging in business. In Great Britain and Germany, our chief competitors, there is a surplus of men, who naturally seek trading centres abroad, where they act as intermediaries for the sale of British or German goods. The important foreign firms are always harboring one or more "volunteers," young Englishmen or Germans, who leave home to prepare themselves for this work. We have comparatively little material of this sort to draw upon, and therefore such foreign business as has not actually sought our manufacturers has usually been obtained by working through existing foreign commission firms, the American exporter remaining a stranger in both cases to the requirements and possibilities of the consuming market. Now, there is a surprisingly small number of American manufacturers actually possessing an export trade, but as it is fairly representative the European concerns handling the business see little or no advantage in extending their lines, to the confusion of their own buyers, who would be in doubt when confronted by similar articles from different manufacturers. The result is that we go round in a very narrow circle.

HOW TO SECURE TRADE

It follows that a large number of American manufacturing firms find themselves practically excluded from foreign markets, unless they have the energy and capital to undertake to represent themselves. The natural remedy, it seems to me, would be to organize selling companies, the stock to be apportioned among manufacturers of allied, but not competing lines, these selling firms to establish selling agencies abroad on a practically co-operative basis. We cannot sell American goods abroad without agencies through which to sell them.

Another class of American manufacturers have exclusive contracts with large selling firms in New York, who handle their output and get such foreign trade as brokers bring to them. This method answers very well with a demand greater than the supply, but it certainly prevents trade expansion when the opposite is true. I should think that syndicates of manufacturers who have thus divested themselves of control of their own sales might profitably consider whether they should not require their central sales agency to adopt the policy of going abroad to build up and hold business.

THE GREATEST NEED OF THE INDIVIDUAL.

We come now to "the greatest need of the individual American manufacturer in his foreign trade." Probably his first need is to convince himself that he really wishes to engage in foreign trade. The American manufacturer will go to his annual convention and vote for resolutions about foreign trade; he may have some vague notion that the Government ought to bring foreign trade to his very door; he will write to consular officers for addresses, and he will go abroad to obtain rest, but only in exceptional cases will he take the time to seek knowledge about his own private business in the foreign markets in which he might sell his wares. Now, all the generalizations and dogmatic assertions of all the pretended experts in the world are worth less to him than knowledge at first hands, which he can obtain for himself in a few weeks at trifling expense. The great signal successes of American manufactures in the Old World have been made by firms who have simply extended their domestic operations abroad, applying American methods in their own way. There is very little that is mysterious about this foreign trade, yet American firms which will set up branches without hesitation 3,000 miles from their bases in the United States see something exceptionally difficult about doing the same thing abroad.

To-day the greatest obstacle to a more rapid increase in our foreign business is the indifference of the vast majority of American manufacturers, and a lack of persistence, or what the French call *esprit de suite,* among many others. The Government is doing all it can with the facilities at its disposal to increase our trade and to find new markets, manufacturers through their trade organizations are doing a good deal, and we have a trade journalism without an equal in the world, but these several instrumentalities, if they were absolutely perfect, could not increase our export business without a greatly stimulated practical interest in the subject on the part of individual firms, followed by practical efforts to do something for their own account.

AMERICANS LEARNING TO PACK.

A recent issue of the *British Trade Review* (July 1) calls attention to the fact that the goods going out of the United States into foreign ports are by no means so badly packed as some people would have the public believe. In pointing out existing evils affecting British trade, the *Review* says:

Sufficient attention is not given to the necessity of packing in a small compass. For transmission to a distant colony this is important, because the smaller the cubic measurement in which the goods can be packed the less is the freight, storage, cartage, wharfage, and sometimes the duty.

American goods, and sometimes German goods are more closely packed than British goods, without in any way increasing the risk of breakage or damage. Whenever a duty by measurement has been placed on an article in Victoria, it has been found that the Americans and sometimes the Germans, have proved themselves able to place a greater quantity in a cubic foot than the British. The trade in lamp glases, bottles and in some other items has been seriously affected by the difference in the closeness of the packing.

A feature of the United States packing is the more general practice of making up articles into trade packages—that is into packages that can be bought and sold in the cases in which they are imported. Clocks, lamps and many such articles are sent in cases of unvarying size and containing a suitable number of articles for sale to retail shopkeepers, when similar goods from the continent or from Great Britian would be sent in large cases of irregular size, designed for no other purpose than to convey the goods to Melbourne. Further, the United States use largely specially prepared pitch paper for lining cases, where the British use metal. The experience in Victoria is that the pitch paper is as effectual in preserving goods as metal, and that it is lighter and more convenient.

In the boxing or "get-up" of small goods the United States manufacturers excel. They use cardboard boxes in numerous instances where the British pack in brown paper parcels, and the United States practice is held to be preferable, for the reason that the box is suitable for placing on shelves of a shop. As regards the goods which are packed in boxes in Great Britain and the United States, the boxing is nearly always better done in the latter country, the boxes being stronger and more sightly. British goods can commonly be picked out in the stock of a Hardware store by the greater number of broken boxes. The excellence of the manila paper and cardboard boxes used in the United States has been a considerable factor in advancing American trade.

IS THE CLIPPING OF HORSES BEFORE WINTER ADVISABLE?

The clipping of horses in the fall has many advocates and also many opponents, as is the case with everything debateable in this world, but, although the removal of a heavy coat of hair from the horse before cold weather would seem contrary to the decrees of nature, still those favoring the practise seem to have the best of the argument. It is probable where injurious results have followed clipping they have been caused by inattention to blanketing the horse when standing outside or in a cold stable.

The following appeared in *The Blacksmith and Wheelwright*

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recently in reference to correspondence from opponents of clipping:

"Our correspondents are slightly in error in their apprehension of the facts. Horses are not usually clipped in either the coldest or the warmest weather, but in the spring or fall or both. Nor are they clipped in most cases for the purpose of improving their appearance. Numerous tests have been made to ascertain the effect of clipping and in all cases they have been favorable. As an authenticated instance of this the Buffalo Street Railway Company may be cited. When its cars were run by horses instead of electricity they had their horses clipped in the fall and in the spring, and a careful comparison showed that clipped horses did more work, felt better and were in better health when clipped. They lost practically no horses from pneumonia or other diseases after they were clipped, while before this was done a number of horses died every year from these diseases.

"We relinquish to no one a greater admiration for the humane treatment of all animals, and especially horses, but there are more horses injured every day from over-loading, ill-feeding and bad treatment due to ignorance or cruelty or both, than in ten years by clipping. It is a common assumption that nature gives nothing unless it is needed; that the horse was given its coat of hair for a certain purpose and the animal should not be deprived of it. Possibly in its state of nature, when there were no blankets or staples, the coat of hair that is shed every year after the cold weather is over is as wise a provision as could be made, but under present conditions, clipping is an improvement upon nature, just as the trimming of trees of branches that nature has given them is an improvement. The only requisite is that the pruning shall be done wisely. It is just the same when clipping a horse.

"In cold weather when a horse is in the stable or is standing blanketed it does not need a thick coat of hair, and when it is being used the animal is much better off without it. The editor of this journal has had his horses clipped for years, and chiefly because that with a thick coat they prespiree easily on being exercised, and when the hair is once soaked with perspiration it is almost impossible to get it dry and prevent a decided tendency towards colds, pneumonia and rheumatism."

FEWER POCKET KNIVES SOLD.

"There is not so much call for pocket knives in New York as there used to be," said a man who has been in the cutlery business in this city for forty years. "There was a time when every man carried a pocket knife, but now you might stop fifty men in the downtown section and ask for a knife and not more than a dozen could accommodate you.

"We do not carry anything like the stock in this line that we did in other times. Now one person in an office or business house keeps the pencils sharpened for the boss and the help. The manicure shop also has cut into the field of the pocket knife, and men who do not patronize the manicure shop resort to nail scissors and files.

"Some of the old brands of knives which used to be good sellers the year round have entirely disappeared from our cases, and nearly so from the factories. When did you ever use a Barlow knife? There was a time when every boy had one. For the smaller youngsters there was the dogknife. It was so called because the handle was an imitation of a dog on a run. The dogknife used to be a sort of necessary in a boy's stocking on Christmas. I haven't seen or heard of a dogknife since the civil war.

"A long time ago the pocket knife most in demand was the 4 inch spring back. One reason why it had such a run was that it was a mighty handy weapon in a fight. When the blade was open it stayed put until you pressed a spring which closed it. Many who could not be induced to carry a revolver did not hesitate to keep the springback knife where it would come handy.

"The old horn handles have nearly disappeared from the city. They are still used in the country stores, but the city man who carries a pocket blade wants something that will not wear out his pockets, and which will not be any extra weight.

"There used to be a combination knife that was a good deal in demand. In addition to its blade it contained a corkscrew, a pick, an awl, and a small pair of scissors. There is no demand in the city for such a knife now. The corkscrew has its uses still, and its place, but its place is on the sideboard. And then, you know, most decoctions as they are now put up do not require a corkscrew. When a man wants a drink in this busy age he wants it quick, and the bottles are so arranged that you unscrew the arrangement at the top and the drink is ready.—*New York Sun.*

LANDLORD AND TENANT.

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NO. 6. THE DURATION OF THE TENANT'S TERM.

It is usual to stipulate in the lease or rental agreement the time when the tenant's occupancy of the premises is to terminate. Frequently the length of the term is stipulated, with a provision added to the effect that the term may be renewed on the premises retained by the tenant for a certain time longer, at his option.

But there are cases where the term is not definitely stated, or where the provision in the lease is not valid for the length of time agreed on. If the length of the term is stipulated, and the stipulation is valid, little difficulty can arise; but where the length of the term is for any reason uncertain, questions arise that frequently lead to trouble between the landlord and the tenant.

Where the length of the term is not stated, the intention of the parties must be determined by the conditions and circumstances of the case. The main factor going to determine the intention of the parties is the manner in which the rent is payable; as, if the rent is so much a week, or so much a month, or so much a year, the courts would construe the tenancy to be by the week, or month, or year, as the case may be. But it has been held that where the property is leased for farming purposes, the presumption is that the tenancy was for a year at least. The rent-paying periods is not taken as conclusive evidence of the intentions of the parties; it is only taken as presumptive, and evidence may be introduced to show that the tenancy was for a greater or less period than as indicated by the rent periods.

The mere fact that the rent is payable monthly, quarterly, yearly, does not control in all cases. As, where a lease provides for an annual rent, payable monthly, it is held to be a tenancy from year to year. Permission to occupy where no rent is reserved, is not a tenancy from year to year.

An agreement that a tenant may stay as long as he pays his rent, is held to be void; such an agreement amounts to a tenancy from year to year, or from month to month, according to the rent-paying periods.

It is a general rule that every agreement as to the duration of a tenancy must, in order to be binding, fix its termination, either by date or by some circumstance other than the pleasure of the parties.

As stated, the time of termination may be stated in the alternative; that is, a certain time or a certain other time, at the option of the tenant. It is said that an agreement that a tenant may occupy premises until they are sold is valid.

Frequently leases read to make the tenancy for a fixed time, subject to termination at any time upon so many days' notice. Such agreements are valid, but it should be understood here that so many days, weeks, or months' notice in the lease means, so long notice before the termination of one of the rent periods So that if the lease is by the month, subject to termination at any time on a week's notice, this is implied to mean a notice given one week before the expiration of the monthly period. So that if the notice were given only two days before the end of the month, the tenancy would not expire seven days after the giving of the notice, but at the end of the following month.

Much trouble has arisen over the misconception of the meaning of the expressions "week's notice," "ten day's notice," and so on. The meaning is so many days' notice ending with the last day of the rent-paying period.

Of course there is nothing to prevent the parties from agreeing that on certain notice a tenancy may expire at any time during a month, but such an intention should be clearly expressed, by saying, for instance, that if the notice expires in the middle of a month, rent shall be paid for the fractional part of the month up to the date on which the notice expires.

A tenancy does not expire until midnight of the last day of the term.

(To be continued.)

WHY HE CHANGED HIS MIND.

"I understand old Closefist has bought an automobile."

"Why, I heard him say he would not give his carriage and horses for all the autos in Texas."

"Yes, but his wife prevailed on him to get the auto."

"Why so?"

"Well, she found out that her daughter intended to marry the coachman."

"Well?"

"Well, she thought it would be disgraceful for her to marry the coachman, so she concluded to get an automobile and save the family from social ostracism by having the coachman become a chauffeur."—*Dallas News.*

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Carlisle, Pa.—The Wagner Hardware Co. is engaging in the wholesale and retail Hardware business.

Chester, Pa.—John Fisher has recently opened up a Hardware store.

Clio, Ala.—The Clio Hardware Co. has been incorporated with $4,200 capital stock. Incorporators: A. B. Byrd, M. Dowling and E. C. Echols.

Colville, Wash.—Frennessen & Montgomery are engaging in the Hardware business.

Colville, Wash.—The Colville Hardware Co. has engaged in business here.

David City, Neb.—The Havlik Hardware Co. has been incorporated with a capital stock of $25,000.

Ensley, Ala.—The Smith Hardware Co. has engaged in the Hardware business here.

Ft. Wayne, Ind.—Johns & Thompson Co. has been incorporated to deal in Hardware; capital stock, $30,000; directors, Charles S. Bash, Alfred L. Johns and J. Alfred Thompson.

Harper, Kan.—The Westfall-Campbell Hardware Co. has been incorporated. Capital, $20,000.

Landis, N. C.—The Landis Hardware Company has been incorporated with $10,000 capital. The incorporators are: J. P. Linn, F. E. Wright, J. C. Deaton, E. L. Linn and C. A. Linn.

Lincoln, Neb.—The Nebraska Hardware Company has been incorporated. The capital stock is $100,000 and the incorporators are: William Patterson, W. E. Jakway, John Forrest and Allen Crosby. The firm was organized to take over the business of the Humphrey Hardware Company and the Patterson, Crosby Hardware Company.

Litchfield, Neb.—C. N. Moore is engaging in the Hardware business.

Peoria, Ill.—Hard & Kimball have opened up a Hardware store.

Uxbridge, Mass.—The Uxbridge Hardware & Furniture Co. has been incorporated to deal in Hardware; capital, $15,000. President and treasurer, Henry S. Farnum; clerk, Charles J. O'Hara.

Winfield, Kan.—M Stephen is erecting a new building in which he will carry on the Hardware business.

Changes and Improvements.

Arcadia, Minn.—N. Lehrbach has sold his Hardware business to W. C. Bohrnstedt, of Brookings, S. D., and W. E. Muir. The new firm will be known as Bohrnstedt & Muir.

Asheville, N. C.—The Hardware establishment of Penniman Bros. & Co., one of the oldest established Hardware firms in the city, have sold their business to Gay Green.

Buffalo, N. Y.—Weed & Co. have erected a new building which is considered as the model wholesale Hardware house in the United States.

Canton, Mo.—J. W. Ray has purchased the Hardware stock of the late A. True and will continue the business at the old stand under the firm name of J. W. Ray & Sons.

Charleston, Ill.—J. H. Bails has purchased the Hardware stock of Stull Bros.

Charleston, S. C.—The Coleman-Wagener Hardware Company have added a large three-story building to the rear of their retail store, to be used exclusively for their wholesale department. Their growing business rendered the improvement necessary.

Cleveland, Ohio.—The Cleveland Hardware Co. has increased its capital stock to $1,000,000.

Concordia, Kans.—The Linville Hardware Store has succeeded to the business of Theo. St. Pierre.

Elmwood, Neb.—H. W. Beaver and F. C. Canine have purchased the Hardware business of F. C. Voorhees & Co.

Gilroy, Cal.—Herbert E. Robinson, of the Robinson Hardware Company, has purchased from Sydney Smith ninety-six and one-half front feet of business property for the purpose of having more room to carry on his already extensive business.

Goshen, Ind.—A deal has been consummated whereby John P. Blough, Menno Blough and Andrew J. Mehl come into possession of the Hardware store of C. L. Landgraver.

Grand Junction, Colo.—Louis Schmidt has purchased the Hardware stock of E. M. Slocumb.

Hillsboro, Tex.—Heibert & Schmidt have purchased the Hardware business of Maas & Panteratz.

Indianapolis, Ind.—The Trout Hardware Co. of Chicago has purchased the entire stock of the Indianapolis Hardware Co. amounting to about $20,000.

Ithaca, Mich.—The Hardware firm of Thompson & Sanderhoff has been changed to Otto Sanderhoff, he having just bought out his partner's interest.

La Crosse, Wis.—The building and entire stock of Hardware formerly occupied and owned by Soren Jensen has been purchased by William Pfafflin.

Lafayette, Ind.—The name of the Johnson-Barnes Hardware Company has been changed by permission of the court so as to read "Johnson Hardware Company."

Lynn, Mass.—The business of the Rowe-Lawrence Hardware Company has passed into the proprietorship of Earl Lawrence, the junior partner, Mr. Rowe retiring.

Lyons, Kan.—Taylor & Coffman have purchased the entire business of the Blair & Gibson Hardware Co.

Lyons, Neb.—Heinbelman & Shaw have purchased the Hardware business of Clements & Ustik.

Macomb, Ill.— Chas. T. Worley has purchased the Hardware stock of Edward Miller.

Morris, O. T.—L. W. & R. B. Pugh have succeeded to the Hardware business of the Morris Hardware Co.

Nelson, Neb.—C. B. Case has purchased the Hardware business of Hodges & Ewing.

Odessa, Wash.—The Odessa Hardware & Implement Co. is erecting a new business block for its own occupancy.

Onawa, Ia.—J. O. Johnson has sold his interest in the Hardware business of W. Goodman.

Oregon City, Ore.—J. C. Zinser has purchased the Hardware business of Fairclough Bros.

Overbrook, Kans.—E. C. Fitch has sold his Hardware and tinning business to W. M. Popkins.

Parkersburg, W. Va.—The Chancellor Hardware Co. is erecting a new building, which will be five stories high, having a frontage of 42 feet and which will be 110 feet long.

Portland, Me.—L. W. Bradstreet, the wholesale cutlery and Hardware man, has bought out the stock of the I. D. Cushman toy store. He has moved his stock into it and will continue the business of both lines on a larger scale, wholesale and retail.

Randolph, Neb.—Blenkiron Bros. have sold their Hardware business to R. L. Nance.

Rose Hill, Iowa.—J. L. Brown has been succeeded in the harness and Hardware business by Brown & Hensel, the same firm succeeding J. W. Sarvis in the Hardware business.

Spokane, Wash.—The Holley-Mason Hardware Co. is erecting two large buildings to cost upward of $160,000.

Stromsburg, Neb.— Carlson and Olson have sold their Hardware business to Greene & Erickson.

Topeka, Kans.—The Coughlin Hardware company has opened a branch store at St. Mary's. It is a retail house and will start with a new $8,000 stock.

Troy, Kans.—W. W. Minter has purchased the Hardware store of Rigers & Son.

Weeping Water, Neb.—H. E. Mason has succeeded to the Hardware business of Mason Bros.

Fires.

Canal Dover, Ohio.—The Hardware store of Myers Bros. and the building in which it is located were partially destroyed by fire recently. The loss amounts to $2,000.

El Paso, Tex.—The El Paso Hardware Co. sustained considerable loss recently by fire, owing to an explosion occurring in their store.

Minneapolis, Minn.—The Morison Hardware building has been destroyed by fire, causing a loss of $50,000.

St. Catharines, Man.—The Hardware store of Coy Bros. & Southcott suffered a loss of $4,000 by fire recently, which was caused by spontaneous combustion.

Machine Tool Company, which has had its place of business here, is to be located in Springfield, Mass., where the company has taken quarters on the third floor of the Morgan Building, where the business will be conducted on a more extensive scale. W. S. Davenport is the treasurer and general manager of the concern.

PATENTS
procured promptly and with care in all countries. Also trade marks and copyrights.
DAVIS & DAVIS
ATTORNEYS-AT-LAW.
WASHINGTON, D.C.
St. Paul Building, NEW YORK.

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ASK FOR "AGENCY"



The Comfort Swing Chair

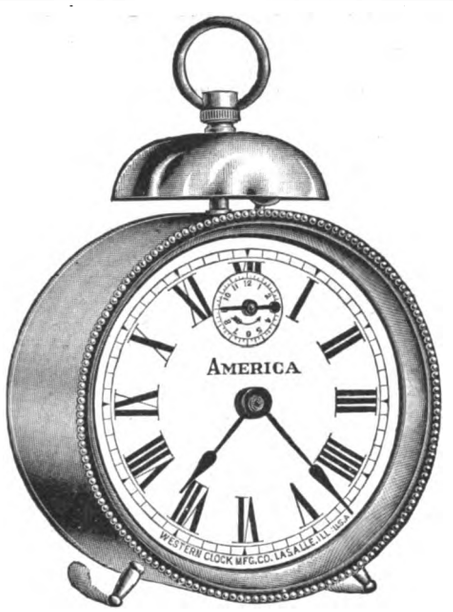
The Comfort Swing Chair combines the comfortable features of ordinary porch chairs, hammocks and swings. Occupies but little space and can be moved about at will. The frame work is made of steel. The back and seat of fancy colored canvas. Retail selling price **$3.50** f. o. b. Chicago.

Our advertisements in popular magazines this year during May, June and July will occupy large space commanding the attention of nearly 7,000,000 readers monthly. This advertising creates the demand. We sell through the trade exclusively so far as possible. Write for "agency proposition."

HAGGARD & MARCUSSON COMPANY
Manufacturers
425 South Canal St., Chicago

COMFORT SWING CHAIR

The America Alarm



Gives you an opportunity to offer a clock, accurate, efficient, guaranteed, at a remarkably low price and is sold at a figure that leaves you plenty of room for profits. Your jobber has the "America."

The Western Clock Mfg. Co.
La Salle, Ill.

NEW YORK 51 Maiden Lane
CHICAGO 131 Wabash Ave.

"TROPIC" Ash and Furnace Shovels

Size No. 1, Blade 9x13¼ *Size No. 2, Blade 11¼x13½*

Handle on a line with the blade. Enter door to ash-pit without striking the frame. First class, smooth finish. Plain long handle or with malleable D top.



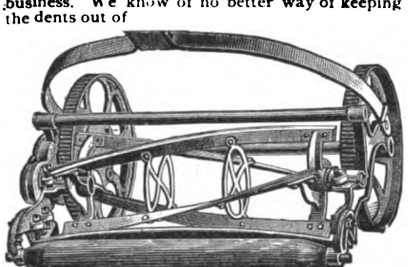
Order from your jobber, or write us for price list of all our Shovels, Spades and Scoops, **"ALASKA"** snow shovels and **side-walk cleaners.**

***"NEVER-BREAK"** Steel Cooking Utensils always in season. Get catalogue.*

THE AVERY STAMPING CO.,
CLEVELAND, OHIO.
Sole Mfrs. "NEVER-BREAK" Goods.

Genuine Philadelphia Lawn Mowers

DON'T barter your reputation by selling cheap Lawn Mowers. It's bad business. We know of no better way of keeping the dents out of



YOUR REPUTAION

than by selling Lawn Mowers of established reputation—The Genuine Philadelphia—with a name for quality.

Our Catalogue shows our every style. Get it to-day before ordering spring stock.

Philadelphia Lawn Mower Co.,
3101-09 Chestnut St., Phila., Pa.

Look

for the HARDWARE's next Convention Issue. It will give a complete report of the Eleventh Annual Convention of the National Hardware Association to be held in Washington, Nov. 8-10.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Anniston, Ala.—The Anniston Stove Works has recently been organized and the plant is now in full operation.

Boston, Mass.—The Highland Foundry Co. has been incorporated with $15,000 capital. Objects, to manufacture stoves, ranges. Edwin Chapman, president; Livingston Cushing, treasurer.

Boston, Mass.—The National Screw Company has been incorporated. Capital, $50,000. The incorporators are: Fred. B Oliver, Alfred H. Luce and George M. Faulkner.

Brooklyn, N. Y.—The New York Roller-Washing Machine Company has been incorporated with a capital of $50,000. The directors for the first year are as follows: William G. Miller, of Freeport, and William P. Miller and Henry L. Maxson, of Brooklyn.

Buffalo, N. Y.—Buffalo Razor Grinding Co. has been incorporated to manufacture razors, etc.; capital, $500. Incorporators: Niel Nielson, G. Adolph Kayser and Oscar Kayser.

Buffalo, N. Y.—The F. B. Manufacturing Company has been incorporated to manufacture mop machines. Capital, $25,000; directors: W. J. Sanders, I. D. Flanders, O. L. Harrison.

Columbus, Miss.—Milton Moore is erecting a factory here, in which he will engage in the manufacture of stepladders.

Columbus, Ohio.—Otto Hunt has engaged in the manufacture of gas ranges and stoves, under the name of the Sun Rays Stove Co.

Coshocton, Ohio.—The Spellacy-Raiff Company, which was incorporated with a capital of $25,000 by D. A. Raiff, J. M. Morris, F. E. Pomerene, L. A. Smith and Mat Spellacy, will engage in the manufacture of enameled ware.

Hamilton, Ont.—The Canadian Hart Corundum Wheel Co., Limited, has been incorporated. Capital, $75,000.

Jeffersonville, Ind.—Brown Manufacturing Company has been incorporated to make and sell household articles, Hardware, etc. Capital stock, $3,000. Philip C. Brown, Conrad P. Graft, James H. Duffy, incorporators.

Kansas City, Mo.—The Western Wheelbarrow Mfg. Co. has been organized and the plant put into operation. The cost of the plant is $30,000.

Los Angeles, Cal.—The National Steel and Wire Company are building a new steel and wire plant at Los Angeles, Cal. The new plant will cost about $2,000,000, and give employment to from 500 to 1,000 men.

Newfane, N. Y.—Newfane Hardware Co. has been incorporated to manufacture and deal in Hardware; capital, $20,000. Incorporators: Bert S. Pettit, James A. Kelley and Charles J. Miller, Newfane, N. Y.; Robert D. Wilson and Selden D. Redman. Lockport, N. Y.

New Haven, Conn.—The M. B. & F. S. Hubbell Co. has been incorporated with $25,000 capital. The incorporators are: Mortimer B. Hubbell, Fenelon S. Hubbell and Carl A. Mears, of New Haven. The object of the corporation is to manufacture dairy implements, establish creameries and deal in dairy products.

Springfield, Mass.—Lynn Tube Trolley Track Co. has been incorporated to deal in Hardware specialties; capital, $40,000. President, Robert Lynn; treasurer, Herbert J. Lynn.

Changes and Improvements.

Anniston, Ala.—J. H. Eldridge, of Carrollton, Ga., is about to establish a trunk factory here and will leave Carrollton.

Chelsea, Mich.—The Glazier Stove Co. has filed notice of an increase of its capital stock from $300,000 to $600,000.

Columbus, Miss.—The New South Plow Co. is erecting a new plant, which will be ready for occupancy the first of November.

Columbus, Ohio.—The Findlay Axe and Tool Company has increased its capital stock from $100,000 to $300,000.

Greenfield, Mass.—The cutlery manufacturing business of Nichols Bros. was merged yesterday with that of the American Tap and Die Company. The two companies have been merged into one largely on account of certain advantages in handling business in a corporation.

Hamilton, Ont.—The London Machine & Tool Co. are erecting a large building 180x180 feet, and several smaller buildings, some of which will be one and others two stories high. The buildings will cost about $40,000.

Oneida, N. Y.—The Oneida Community's new factory at Sherrill has been completed. The factory is of brick, three stories in height and stands east of the old plant. Hardware, chains, traps, etc., will be manufactured in the new shop, the old one having proved too small for the business of the company.

Philadelphia, Pa.—Mayer & Co., manufacturers of files, have established an agency with Beaudoin & Lapalme, Montreal, Canada, where a full stock of their files will be carried for the Canadian trade.

Reading, Pa.—David H. Keiser's new factory has been put into operation. One department will be devoted to the manufacture of sheep shears.

HARDWARE OF THE LEVANT.

By Fred A. Gannon.

In Syria and the Levant are good opportunities for American trade, according to consular reports and returned missionaries. C. Bie Ravndal, U. S. Consul at Beirut, Syria, tells in a recent consular report of many opportunities to sell Hardware and other American goods. Rev. Elihu Grant, of Saugus, Mass., who has spent three years traveling about the Holy Land as a missionary, says that there are splendid opportunities for American trade throughout the entire region.

Mr. Grant talks most interestingly on the Holy Land, for he lived outside of the cities and among the people, who exist as did their ancestors in the time of Christ and for centuries before. Many of the people are very poor. Women beg work at carrying dirt in baskets on their head at ten cents a day. The peasants go barefooted to save their shoes. They live in villages, and still go out to tend their flocks.

But these people are open to civilization. The Christian schools are gaining steadily, and their graduates adopt civilized ways, hence a demand for modern goods.

There are in the Levant big opportunities for the sale of thousands of farming tools and little articles of daily household use. Farming is still carried on in a primitive way. The Germans are establishing agencies in the big cities of the Levant, and are gaining trade.

An idea of some of the primitive implements used in the Levant is obtained from an inspection of the Oriental exhibit in the Peabody Museum, in Salem. Conspicuous in this collection is the rifle of an Arab shiekh, eight feet long, a bore as big as a shot gun, a flint lock, and gay ornaments of fancy woods, brass and silver. A horse pistol as big as a blunderbuss, and a collection of Moorish daggers appear to have a splendid temper, and they are all in the shape of the Saracen crescent. One blade, however, is almost straight, and is marked "MCCCXII." This date, it will be noted, is nearly two centuries previous to the time of the voyages of Columbus.

Another handsome Arabian blade looks like a paper cutter, 16 inches long. A Moorish powder horn has the characteristic crescent curve, and a Turkish powder horn is shaped like a long necked water bottle.

A number of curious articles are included in this collection—for instance, a lump of stone from the shores of the Red Sea, a brass prayer wheel from Thibet, brass cylinders for nose ornaments from Egypt, metal bracelets, like those worn by Roman gladiators from Damascus, a brass pen case and ink stand from Turkey, and other queer devices.

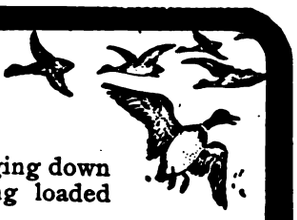
The use of these ancient things is passing in the Levant. Mr. Grant says that the Moors, who, in the middle ages, were stayed in their wonderful campaign to conquer the world by Charles the Great, now regretfully see the power of their wonderful swords yielding before the forces of civilization.

Civilization is breaking over this cradle of the world, for in the Holy Land are the oldest cities known, American schools are growing in size and influence; American farming, irrigating and milling machinery, steam and electric railroads, windmills and petroleum engines, and other machinery have been introduced into various sections of the Levant in more recent years. Nearly $8,000 worth of Hardware, not including $15,000 worth of iron nails and $500 worth of ice cream freezers and meat grinders, $300 worth of paints, and many other goods were sold by American firms in Beirut last year, many of these goods being offered for sale for the first time to the natives.

There are many opportunities for this trade to expand. Consul Raundal says that Beirut bought $140,000 worth of paint last year, and needs many such articles as pumps, piping, iron beams and small Hardware. He recommends that American houses send salesmen to the leading cities of the Levant where the German and other European nations now have direct relations with dealers, and have considerably increased their business in recent years. If American manufacturers go after it, there is a good field for trade in the Levant.

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A Clean Shot

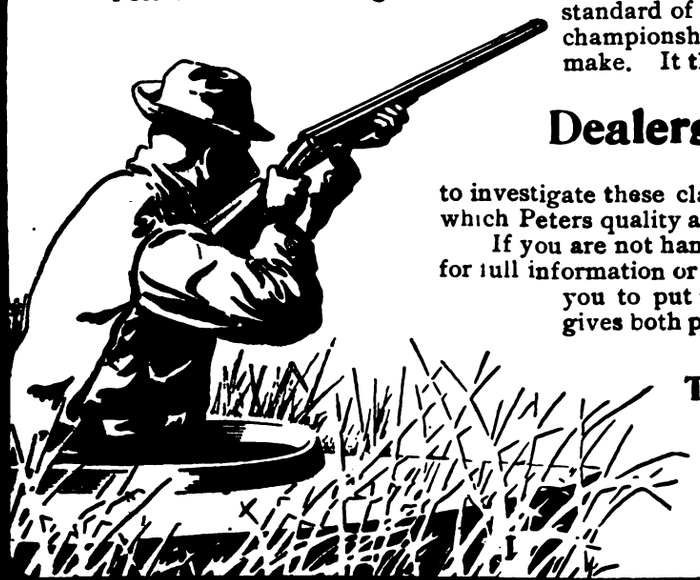


One of the beauties of **Peters** "Referee" shells is their clean way of bringing down game. They develop as much velocity and killing power as smokeless. Being loaded with semi-smokless powder, they are extremely clean and do not foul the gun.

Peters "League ' loaded with black powder is the best shell of its grade on the market.

Peters smokeless shells, "Ideal," "Target," "High Gun " and "Premier" are preferred and used with great success by multitudes of sportsmen in every section of the country.

Peters Metalic Cartridges loaded with the famous Semi-Smokeless powder have attained a standard of quality and have won victories in the great championship matches, not approached by any other make. It therefore behooves



Dealers in Ammunition

to investigate these claims and take advantage of the business which Peters quality and Peters advertising are making.

If you are not handling this line at present, ask your jobber for full information or if you prefer, write us direct. It will pay you to put in a stock of Peters goods, the line that gives both profit and satisfaction.

THE PETERS CARTRIDGE CO.,

CINCINNATI, OHIO

NEW YORK : 98 Chambers St.,
T. H. KELLER, Mgr.



GET BUSY

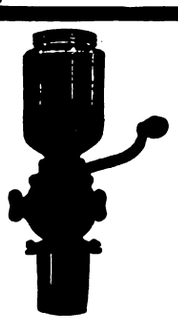
That is the one secret of success in the Hardware trade.
The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill

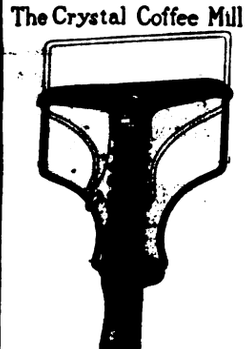
THE CRYSTAL COFFEE MILL with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.



The Jewel Coffee Mill

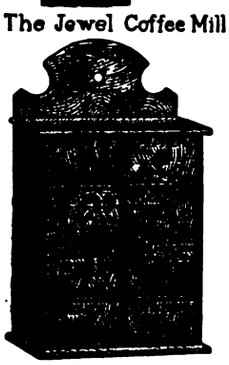
You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.



The Gem Mop Head.

THE FAMOUS GEM is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

THE RIGHT SPACE SPICE CABINET is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.



Eight Space Spice Cabinet

Write for Our Latest Catalog

ARCADE MANUFACTURING CO.

Freeport, Ill.

HERMAN KORNAHRENS. Representative, 111 Murray St., New York.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Danvers, Mass.—Crown Sporting Goods Co. has been incorporated to deal in sporting goods; capital, $10,000. President, James J. Jolly, Danvers, Mass.; treasurer and clerk, Abram E. De Normandie. Danvers, Mass

Indianapolis, Ind.—The new store of Sacks & Company has been opened. They will sell men's furnishings, hats and caps, shoes, sporting goods and automobile apparel.

Kansas City, Mo.—The Elliott Arms Company has been incorporated with a capital stock of $40,000. The chief stockholder is R. S. Elliott, brother of the noted shotgun expert.

Tacoma, Wash.—E. E. Peterson, formerly associated with the Kimball Gun Store, has formed a partnership with G. A. Bunting, and has purchased the stock of F. B. Shank. They will add a complete stock of sporting goods and bicycles.

Changes.

Alton, Mo.—The Western Cartridge Factory will build another large factory at its plant to be used in the manufacture of shotgun shells.

Bartow, Fla.—Another change in business has taken place in this city and thereby Mr. Grissen becomes part owner of the bicycle shop recently purchased by J. D. Crum.

Columbia, S. C.—W. M. DeLoatch, recently burned out in Scotland Neck, N. C., has opened up in this city.

Freeman Hinckley has succeeded to the management of the Pope Mfg. Co.'s Boston branch, left vacant by the resignation of W. J. Foss. Hinckley was previously assistant manager of the place.

Findlay, Ohio.—Frederick Zoll has purchased a half interest in the business of Homer Kelly.

Mankato, Minn.—Gomer H. Jones, dealer in automobiles, bicycles, musical instruments and cutlery, has sold a half interest in his business to G. E. Hopkins, son of C. E. Hopkins. Mr. Hopkins has been in the employ of Mr. Jones for four months past, and has now become a partner. Mr. Jones has been in business in his present location for seven years, and the increase in his business has made it necessary to have assistance.

Marion, S. C.—W. D. Carmichael, the leading bicycle dealer here, is also proprietor of the leading hotel.

Rome, Ga.—The name of Rome Cycle Co. has been changed to that of the Moore Cycle Co.

Sheffield, Mass.—Miles H. Dunham is disposing of his stock preparatory to removing to Racine, Wis.

Troy, N. Y.—James Lucey, proprietor of the Troy Automobile Exchange, has disposed of his interest in the business to Charles Kelley and William H. Dennin. Mr. Kelley has been identified with the Troy Belting Company, and Mr. Dennin is of the firm of O. Dennin's Sons, brush manufacturers, of Upper Troy. The old firm name will continue. Mr. Lucey was the pioneer in the automobile business in Troy. He was one of the most prominent bicycle dealers in Troy when the wheels were the rage, and as they lost their popularity Mr. Lucey turned his attention to automobiles. Mr. Lucey has sold many automobiles, not only in Troy, but in all parts of the State. He will retire from business.

Miscellaneous.

Lawrence, Mass.—The Archibald Wheel Company is fulfilling a large army contract for the Government at its Archibald plant, in this city. The contract involves over $100,000, and it will probably be a year before it is completed. The work is to make 2,500 wheels for the three-inch field rifles, model of 1902. A carload is being shipped weekly to different arsenals and forts, wherever artillery regiments are stationed.

✤

Automobile sprinkling carts are to be used on the streets of Madrid, Spain.

✤

Edward E. Hinsman, of the Pope Mfg. Co.'s Westfield factory, is credited by a local print with having stated that about 30,000 bicycles will be shipped from the works there during the coming year, this being the number covered by the "annual allotment" made by the Hartford headquarters.

THE CANNING INDUSTRY.

The *Chicago Inter-Ocean* states that the American Can Company is manufacturing cans at the rate of 100,000,000 a month, or 1,200,000,000 a year. This is an increase in eight years of 500,000,000 cans in the annual output. This is a wonderful record when it is remembered that previous to 1850 comparatively few cans were manufactured in this country. The civil war gave impetus to the canning industry, but even with the great armies in the field it was not believed that such food could be trusted to tin cans. In the decade after the war, however, experiments were made in every direction, and meats, fruits, vegetables, fish, and other American products went in cans to the remotest part of the earth. At the beginning of the Spanish-American war, in 1898, there were 2,000 canneries in the United States, which put up annually $72,000,000 worth of canned goods. Most of the canned goods were consumed at home, but the year before the war we sent abroad canned fruits to the value of $1,346,281 and canned meats to the value of $2,000,000. Since 1892 we have been manufacturing our own tin plate. The production of tin and terne plates increased from 42,119,000 pounds in 1892 to 894,4[illegible], 000 pounds in 1901. This home manufacture of tin plates gave great impetus to the manufacture of cans, the bulk of the American tin-plate product going to the can manufacturers.

Ingenuity and activity in can making ran parallel with the invention of new machinery and new processes for the preparation of products for canning. Under new processes nearly every food used by families was put into cans and became an article of merchandise. This led to specializing industries suited to the handling of products grown in particular neighborhoods and to the exploiting of crops and fruits suited to canning. For example, about 3,000 fishing vessels and 25,000 fishermen and 2,000 oyster boats with 20,000 men are employed on the Atlantic coast by canning establishments, and the salmon canneries of the Pacific coast constitute one of our great industries. The tin can has not only contributed to the comfort and convenience of the housekeeper at home and abroad, but it has led to a revolution in the growing of vegetables, great plantations being devoted to the growing of peas, beans, etc., to be canned green.

San Francisco, Cal.—The California Cycling Club has elected the following new Board of Directors: M. J. Madison, L. Hables, W. Mills, E. A. Mitchell, J. J. Barnes, R. G. Wahl and J. Frazee.

✤

That the motor cycle is gaining favor in America is becoming manifest day after day. In England 25,000 motor cycles were sold last year, and at present there are 40,000 registered riders of motor cycles in England alone. The manufacturers look for a boom to come next Spring, and preparations to meet the demand have already started.



SCHOFIELD'S ACME DUST PAN

Never spills dust and dirt as ordinary dust pans do. It can be pressed so snugly to the floor (without stooping) that every particle of dust is taken up. When raised the dust is dumped in the pocket, allowing the pan to be carried without spilling the contents. It is made of steel and will outlast ten ordinary pans. It's a time and labor saver for the housewife and a money maker for you. **Retails for 25c.** Your Jobber sells them. Order a sample doz. today.

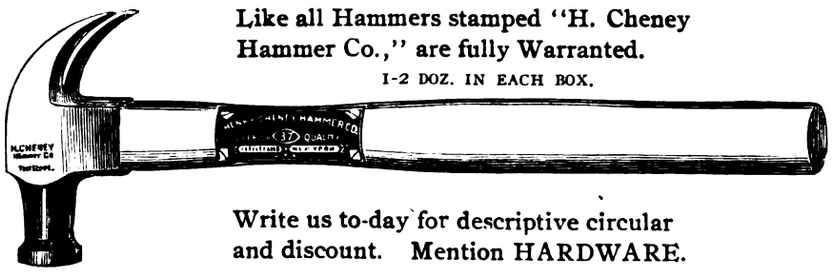


SCHOFIELD & CO., FREEPORT, ILL.

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CHENEY BELL FACE HAMMERS

A little higher in price than ordinary hammers but of extraordinary quality — every one of them.



Like all Hammers stamped "H. Cheney Hammer Co.," are fully Warranted.

1-2 DOZ. IN EACH BOX.

If you are looking for the best in hammers, made of "Crucible Cast Steel," you can ill afford not to investigate ours.

Write us to-day for descriptive circular and discount. Mention HARDWARE.

The **HENRY CHENEY HAMMER CO., Little Falls, N.Y., U.S.A.**

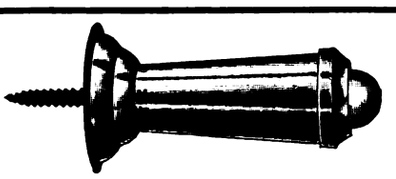




BOX STRAPPING OF ALL KINDS

BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
STANDARD METAL STRAP CO., 336-342 E. 38 St., New York





The Champion Metallic Base Knobs NEVER BREAK

(TRADE MARK)

Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all Finishes to match other hardware. Manufactured only by

THE CHAMPION SAFETY LOCK CO., Geneva, O.



A Bargain in Coffee Mills.

Our No. 5 Special at $2.25 per dozen.

A Strikingly Handsome Mill, Canister of Japanese design. Capacity one pound.

Grinding Parts, simple in construction, easily adjusted, adjustment maintained by tension spring.

A Large Cup, securely fastened hangs close to Mill, allowing no waste. **Cup graduated** by tablespoonfuls.

This Mill is Practically Air Tight, thus retaining the full strength of the Coffee.

Mills are Packed each separately in cardboard box and 1 dozen in strong new case.

A Limited Quantity only at this price. Something very appropriate for fall and winter **Bargain Days.**

This Bargain is only one of several we are prepared to make you. Write for particulars of others.

W. H. Glenny & Co., Spec. Mfg. Dept. Rochester, N. Y.

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Robert Murray.
24 Duane St.,
New York City.
General Hardware
Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

L. & I. J. WHITE CO.'S Edge Tools

"TAKE THE PALM"

For all-around excellence. Of course they have carried off more than one highest award at International Expositions.

Do you wonder? We've been making them for

Nearly Three-quarters of a Century

Your Edge Tool business will hum the moment you let your trade know you've got them to sell.

White's Edge Tools never cumber your shelves. They're dividend earners. How about your Fall orders? A Sample order is all we ask.

The L. & I. J. WHITE CO.
BUFFALO, N. Y., U. S. A.

The Bullard
Automatic Wrench

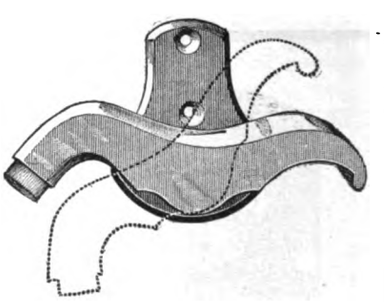
The best combination Pipe, Monkey and Ratchet Wrench. Has no flaws, or faults. Strongest where other wrenches are weakest. Does quicker and better work than similar wrenches. Sells quicker, too.



Handiest for all
Un-Get-At-Able Places
Get our "Wrench Book." It tells a convincing tale.

Bullard Automatic Wrench Co.
257 W. Exchange St., Providence, R. I.

EMPIRE DOOR HOLDER IMPROVED



50% greater pressure on the floor than any other make.

Will hold heavy doors on smooth floors. Operated by the toe, no bending over.

Write for prices.

CALDWELL MFG. CO.
10 Jones St., Rochester, N. Y.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines.*

Miscellaneous.

A GERMAN COMMISSION FIRM of high standing desires to UNDERTAKE for account of first-class firms the PURCHASE of every description of German and Continental Merchandise. Can offer favorable conditions provided large turnover is guaranteed. Have excellent mercantile experience, especially in the Iron, Steel, Metal and Hardware trades, and are in touch with the largest manufacturers. First class references exchanged. Address Felix Rauh, Solingen, (Germany).

For Sale.

FOR SALE.—Hardware stock in Western Pennsylvania, town of 4,500 population on the main line of Pennsylvania Railroad, 2½ hours from Pittsburgh. Established ten years. Industries, principally mining, brickworks and railroad center. Junction for branch railroad, tapping one of the biggest Bituminous coal districts in Pennsylvania. Stock will invoice approximately $4,000. For further information, address "Sell," care of HARDWARE.

Salesman Wanted

SALESMEN, we have a splendid side line for you to carry. Sells easily. Big profit. Write Crescent Mfg. Co., Fremont, O.

Situation Wanted

SITUATION WANTED — German-American, experienced salesman, thoroughly acquainted with Hardware and Housefurnishing Trade in Germany, Holland, Belgium and Scandinavia, solicits the Agency of first-class concerns in those countries. Highest references and security. For particulars address "Export Trade," care of HARDWARE.

Side Line Offered.

WANTING TRAVELING SALESMAN calling on the Jobbing Hardware Dealers and Department Stores to carry a kitchen article as a side line, good profit for all. Address: YAWMAN & KNAPP MFG. Co Rochester, N. Y.

WE will divide large, light, corner, ground floor store into several desirable offices, particularly adapted to concerns wishing representation in the heart of the machinery and supply district. All conveniences, including light, heat, telephone service and power if desired. Rent moderate. For particulars address: GEORGE PFAFF, Centre St., cor. White St., New York City.

ALWAYS
Mention "HARDWARE" when Writing to our Advertisers

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Standard Carriage Heaters

have attained their widespread popularity by reason of their

Attractive design and finish;

Superior method of ventilation,

And minimum cost of operating.

This season they will be still more popular; we are giving

Free to Dealers



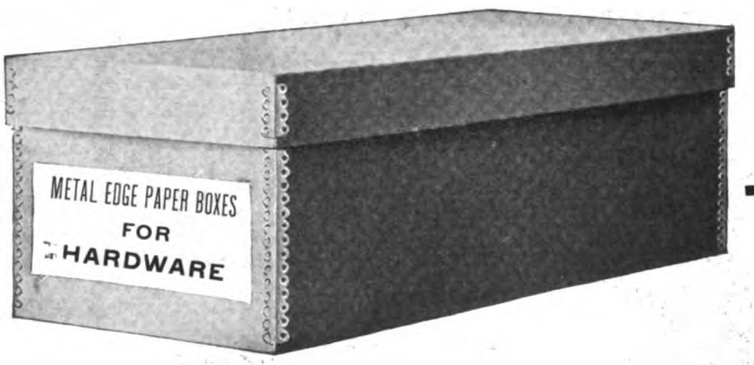
a handsome embossed metal rack, lithographed in colors, for displaying Standard Heaters on counters, in show windows, etc.

Don't fail to get our proposition at once.

You will find these racks an invaluable aid in selling, as the goods are constantly before the notice of your customers.

The
STANDARD STAMPING CO.,

Marysville, Ohio.



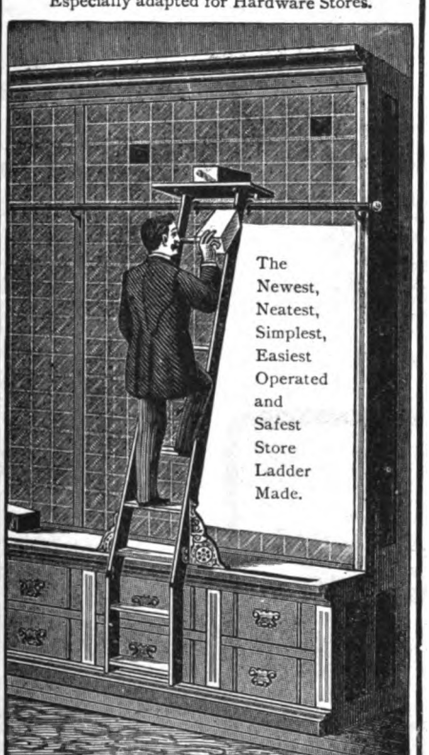
You receive and handle flat the stock for Metal Edge Paper Boxes, setting them up just as they are required for packing.

National Metal Edge Box Co.

8th and Willow Streets, Philadelphia, Pa.

The **BICYCLE STEP LADDER.**

Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.

WRITE US.

THE BICYCLE STEP LADDER CO.,

65 Randolph St., CHICAGO, ILL.

The Latest & *The Best*

No. 602 "Napanoch" Pocket Knife Tool Kit.

Most Useful Pocket Knife Combination.
Made in America by Skilled American Mechanics.



WARRANTED.

Leather Pocket Book 4½ ins. Long x 3¼ ins. wide.
Pocket Knife, File, Saw, Chisel, Screw Driver and Reamer.

Send for Circulars and Prices.

U. J. ULERY, 9 Warren St., N. Y.





Tackle Blocks

for every purpose. 65 years' experience.

Boston & Lockport Block Co.

Boston, Mass.

Federal Bench Shear

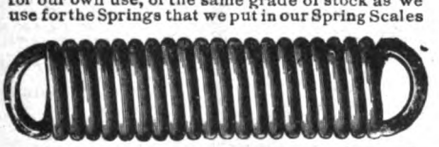


Strong, compact and well made. Cuts sheets or bars to 3-16 in. thickness. Stands 8 in. high. Weighs 30 lbs. Send for circular.

CHANDLER & FARQUHAR CO.,
131 Congress St.,
BOSTON, U. S. A.

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs,** either for extension or compression.

These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales

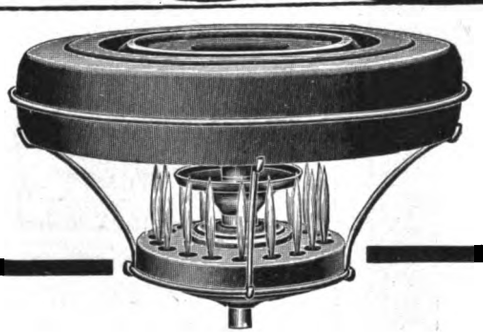




JOHN CHATILLON & SONS,
85 to 93 Cliff St. & No. 13 Jacob St.,
Established 1835, NEW YORK CITY.

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The 20th Century White Flame
HEAT & LIGHT IN ONE

Wholesalers are Placing their Orders Now to Insure Suppy for the Fall and Winter Demand.

GAS BURNERS GIVING HEAT AND LIGHT

At cost of LIGHT *ONLY*.

Fits Any Gas Fixture--
Heats and Lights Any Room.

Retails at $1.25

Good Margin for Jobber and Retailer—Big Seller.

For full particulars address.

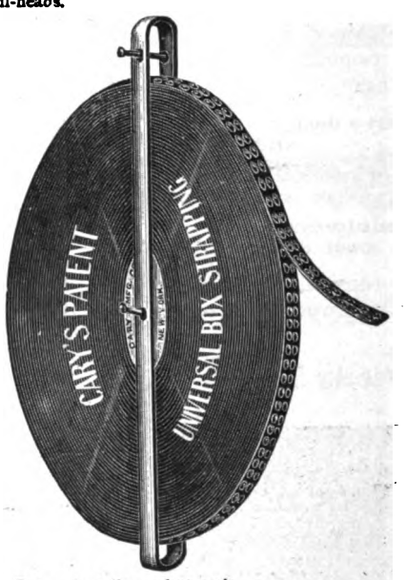
20th Century Mfg. Co.

19 Warren St., New York.

Mfrs. of the Famous 20th Century Bicycle and Automobile Headlights.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

DON'T FAIL

TO MENTION "HARDWARE"

WHEN WRITING

TO

THESE ADVERTISERS.

PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, in barrels, ₱ gal	54c
Linseed, City, boiled, in bbls, " "	56c
Out of Town, on spot, ₱ gal	58c
Calcutta, raw, in barrels, ₱ gal	60c
Lard, prime city, ₱ gal	61@62c
Lard extra, No. 1	47@48c
Lard, No. 1	35@39c

Paints and Colors

Barytes, Foreign floated, ₱ ton	$17.50@19.00
Barytes, American floated, ₱ ton	$11.00@18.50
Barytes, crude, ₱ ton	$17.00@11.00
White Lead, American, dry, in bbls., ₱ lb	6c
White Lead, American, in oil, in lots of less than 500 lbs., ₱ lb. net	7c
In lots of 500 lbs. and over, ₱ lb	6½c
White Lead Eng., in oil, ₱ lb	9½c
Litharge Kegs, ₱ lb	6½@7½c
Zinc, American dry, ₱ lb	4½@5c

Putty, Commercial—₱ 100 lb

In bladders	$1.65 @1.85
In bbls. or tubes	1.20 @1.40
In 1 lb. to 5 lb cans	2.60 @2.90
In 12½ to 50 lb cans	1.45 @1.85

Spirits Turpentine

In regular bbls	71@71½c
In machine bbls	71½@72c

Dry Colors

	₱ Lb
Blue, Chinese	30@35
Blue, Prussian	29@34
Blue, Ultramarine	5@15c
Sienna, Italian, burnt & powdered	3@6½c
Sienna, Italian, raw & powdered	3@6½c
Umber, Turkey, burnt	2½@3½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	5@7½c
Green, Paris, in kegs	12½@14½c
Indian, Red, American	3@3½c
Indian, Red, English	4½@5½c

Colors in Oil

Black Ivory, best	16@20c
Blue, Chinese	29@32c
Blue, Prussian	27@30c
Blue, Ultramarine	14½@15c
Sienna, burnt	3@9½c
Sienna, raw	3@6½c
Umber, burnt	11½@12c
Umber, raw	11½@12c

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B ..... 52@55c
G. D ..... per M 34@35c
F. L ..... per M 40@42c
G. E ..... per M 48@50c
Musket ..... per M 62@63c

PRIMERS—

Berdan Primers $2.00 per M ..... 20&20%
B.L. Caps (Sturtevant Shells) $2.00 per M 20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
22 C. F., $5.50 ..... 10&5%
38 C. F., $7.00 ..... 10&5%
22 cal., Rim, $1.50 ..... 10&5%
32 cal., Rim, $2.75 ..... 10&5%
B. B. Caps, Con. Ball, swgd $1.00
B. B. Caps, Round Ball $1.49
Cent. Fire 25%
Target and Sporting Rifle ..... 15&5%
Primed Shells and Bullets ..... 15&10%
Rim Fire Sporting 50%
Rim Fire Military ..... 15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all gauges ..... 60&10%
Climax, Club, Rival, 10 and 12 gge. 65&10%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge ..... 25&10%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge ..... 20&5%
Climax, Union, League, New Rival, 10 and 12 gauge ..... 25&5%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list) ..... 20&5%
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge ..... 33⅓&5%

SHELLS, LOADED—

Black Powder 40%
Smokeless Powder, medium grade ..... 40&5%
Smokeless Powder, high grade ..... 40&10&10

SHOT—

Drop, up to B 25 lb bag $1.70
Drop, B and larger, per 25 lb bag 1.95
Buck, 25 lb bag 1.95
Chilled, 25 lb bag 1.95
Dust Shot, 22 lb bag 2.25

GUN WADS—₱ 1000—

B. E., 11 up ..... $ 60
B. E., 9 and 10 70
B. E., 8 80
B. E., 7 80
P. E., 11 up ..... 1.00 } 15%
P. E., 9 and 10 ..... 1.25
P. E., 8 ..... 1.50
P. E., 7 ..... 1.50
Ely's B. E., 11 and larger ..... $1.70@$175
Ely's P. E., 12 to 20 ..... $3.00@$3.25

Animal Pokes

	₱ doz.
Iowa Farming Tools.	
Hawkeye	$3.25
Western	4.00

Anti-Rattlers

Fernald, Quick Shift, ₱ doz. pair, net .. $2.00
Burton's, ₱ doz. pair, Nos. 2 and 5 ..... 50c
Per doz. pair, No. 1 ..... 75c
Per doz. pair, No. 4 ..... 1.00

Kohler's:	₱ Gro.
Daisy, No. 4	Net. $5.00
Perfect, No. 2	Net. 7.20
Bolt Holder, No. 1	Net. 9.00

Anvils

American "Horse-Shoe" 9½c
Arm and Hammer ..... 8½@8½c
Eagle Anvils, ₱ lb, net ..... 7@7½c
Peter Wright's 10½c
Trenton ..... 9 to 9¼c
Columbian, all steel, ₱ lb, net 9c

ANVIL AND VISE COMBINED—

Millers Falls (with drill) ..... $18.00, 15&10%

Augers and Auger Bits

Boring Machine Snells 70%
Com. Auger Bits ..... 75@75&5%
Forstner Pat. Bits 25%
Ford Auger Bit Co:
Auger Bits } 40@40&5%
Car Bits }
Machine Bits }
C. E. Jennings & Co.:
D'ble Spur pattern car, No. 30.. 40&7½&10%
Nobles Double Spur, No. 32 ..... 55&10%
No. 10, Extension Lip ..... 25&10%
Car Bits, No. 10 ..... 25&10%
Car Bits, No. 30 ..... 40&7½&10%
Ring Augers ..... 66⅔&10%
Jennings' Pattern ..... 60&10%@70%
Snell's Auger and Car Bits 60%
Extra 60%
No. 1 ..... 60&10%
Russell Jennings' Augers and Bits ..... 25&10&2½%

HOLLOW AUGERS—

Ames ..... 25&10%
Bonney's Adjustable ..... %.50&$6.00
Hibbard's Adjustable ..... Net prices
Ives ..... 25&10%
Millers Falls, Goodell ..... 15&7½&10%
Universal, each $4.50 ..... 25%

EXPANSIVE BITS—

C. E. Jennings & Co., Steers' Pat ... 33⅓&10%
Clark's small, $18 ..... 50&10%
Clark's large, $26 ..... 50&10%
Ives' Model, ₱ doz. $60 ..... 50%

DOUBLE CUT GIMLET BITS—

Common, net ..... $3.00@$3.25
German Pattern, net ..... $4.50@5.75
Mayhew's Diamond ₱ doz. $1.25 ..... 40%
C. E. Jennings & Co ..... 45&10%
Ladds ..... 60&10%
Mayhew's ..... 40&10%
Snell's Bell Hangers 60%

TWIST DRILLS—

Bit Stock ..... 60&10%@60, 10&10
Taper and Straight Shank ... 60&10%@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co ..... 4&5%
L'Hommedieu's 15%
Snell's 40%
Watrous' ..... 35&5%

Awl and Auger Handles

See Handles

Awls

	Per Gro.
Handled Brad	$2.75@3.00
Handled Scratch	$3.50@4.00
Patent Peg	
Sewing, Com	88@$1.00
Shouldered Peg	65@70c
Shouldered Brad	63@66c
Socket Scratch ₱ doz	$1.00
Stanley Rule and Level Handled Brad	45%

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ₱ doz. $7.50; No. 20, ₱ Doz. $10 ..... 60&10%
Brad Sets:
No. 42, $10.50; No. 48, $12.50 ..... 70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7 ..... 50%
Ice Awls 55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18 ... 15&10%
C. E. Jennings & Co's. Adj. Tool Hdls. 33⅓%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18 ..... 30%

Axes

First quality, best brands $6.75to9.00
Ice, Bradley's 30%
Bradley's wide bit, net $10.50
Long Island, net $9.25

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc 50%
Broad and Bbl ..... 40&10%
Boy's Axes 50%
D Simmons & Co.:
Broad } 50&5%
Shingling and claw }
Lath, Hunters', etc }
Picks and Mattocks 50%
Peck Edge Tool Co.:
Hatchets, shingling, etc 50%
Broad and Bb'l ..... 40&10%
Boy's Axes and Hatchets 50%

Axle Grease

Dixon's "Everlasting" Graphite:
1 lb cans (36 in case) ..... 15 ea.
2 " " " ..... 25 "
10 " firkins (6 in case) ..... $1.20 "
25 " " ..... 2.75 "
50 " kegs ..... 5.00 "
100 " " ..... 9.00 "
200 " half bbls } 8½lb
375-400 lb " }

Balances, Spring

Chatillon's:
Light, class A ..... 40&10%
Circular Balances, class C 50%
Ice Balances, class B 50%
Straight Balances, Class A1 and A2 ... 40%
Class D. E. F 30%
Class G 20%

Balances, Sash

Caldwell's 50%
Pullman's ..... 50&10to60

Beef Shavers

Enterprise:
Japanned, each, $8.00 ..... 25@30%
Tinned, each, $10.50 ..... 25@30%

Bells

HAND—

Hand Bells, polished brass ..... 60@60&10%
Pure bell metal 60%
Silver chime ..... 33⅓@35%
White metal 50%

DOOR—

Grip, Gem ..... 50&10%
Tong, Abbe's 45%
Tong, Yankee 55%
New Departure:
Rotary ..... 50@10%
Push 50%

COW—

Common wrought ..... 75%@75&10%
Kentucky ..... 70@70&10%
Kentucky, Sargent's list 70%
Texas Star 50%
Western, Sargent's list ..... 70@70&10%

Bellows

Blacksmiths' ..... 65&10@70%
Hand ..... 25&10%
Moulders' ..... 25&10%

Belting Rubber

Boston Belting Co:
"Boston" 50%
"Imperial," seamless stitched 45%
Niagara 60%
New Jersey Car Spring & Rubber Co:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50 ..... 50%
Seymour Smith & Sons ..... 25&10%
Miller's Falls ..... 15&10%
Weston's 40

Binder Twine

	Per Pound
Sisal	10c
Standard	10c
Standard Manila	11c
Manila	12c
Pure Manila	13c

Bit Holders.

Angular 45%
Extension:
Barber's, ₱ doz. $15.00 ..... 45&50%
Ives' ₱ doz. $20.00 ..... 60&10%

Blind Adjusters

Columbian 33⅓
Domestic, ₱ doz. $3.00 ..... 33⅓%
Excelsior, ₱ doz. $10.00 ..... 50&10&2%
North's 10%
Zimmerman's ..... 50@50&10%

Blind Fastenings and Tenons

Security Gravity, ₱ gr $9.00
Zimmerman's ..... 50@50&10%

Blocks, Tackle

Eddy's ..... 50&10@60%
Hartz' Steel ..... 40&10@50&5%
Iron Strapped, Japanned Sheaves ... 70&10%
Iron Strapped, Lig Vitae Sheaves 60%
Rope Strapped, Japanned Sheaves ... 65&10%
L. V. Sheaves 40%
Lanes:
Junior, Self Sustaining 80%
Pat. Automatic 30%
Perfect Safety 30%
Stowell, Novelty Block ..... 50&10%

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c ..... 60&10%
Cast Iron Chain ..... 60&10%
Cast Iron Shutter Bolts ..... 60&10%
Ives' Patent Door Bolts 60%
Wrought Barrel ..... 80@80&10%
Wrought Barrel Bolts, Griffin's ..... 75&10%
Wrought Square ..... 70@70&10%
Wrt Shutter, St'nrd list ... 50&10%@50&10&5%
Wrought Spring, Sargent's ..... 70&10@75%

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ⅝x6 and smaller ..... 75%&5%
Larger and longer 70%
Phila. Eagle, $3.00 list May 24, '99 ..... 80%
Bolt ends, list Feb. 14, '95 ..... 70&2½%
Bolt ends, with C and T nuts 70%
Machine, ⅜x4 and smaller ..... 75&5%
Machine, larger and longer ..... 70&5%

TIRE—

American Screw Co:
Bay State, plain, list Dec. 28, '99 ..... 72½%
Bay State, fluted 72½%
Eagle Phila 82½%
Norway, Phila 80%
Common ..... 75&10@80%
Norway, Phila 80%
Portchester, Norway 80%
Phila 80%

STOVE AND PLOW—

Plow ..... 60&10&10@70%
Stove ..... 80&10@85%

MISCELLANEOUS—

Sink 80%

Bone Mills

Enterprise ..... 25@30%
Stearns 40%

Borers, Tap

Enterprise ..... 20@25%

Each	$1.25,	$1.65,	$2.50
Nos.	1	2	3

C. E. Jennings & Co.:
No. 6 ..... 30&10%
No. 10 ..... 25&10%
Common ring ..... 20&10%
Ives ..... 25&10%

Boring Machines

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		35&5%
Miller's Falls	$7.50,	15&10%
Snell's, Rice's Pat	$2.50,	$2.75
Ajax		40%
Phillips		$4.00 net

Bow Pins

Hotchkiss ..... 60&10%

Boxes, Mail

Heller's ..... 40&5%

Box Hooks

Humason & Beckley's ..... 60&10&10%

Box Openers

Humason's ..... ₱ doz. net $5.00
Bemis & Call's 65%

Box Scrapers

Bradley's 20%

Box Strapping

Cary Mfg. Co's., in case lots:
"Universal" ..... 20&10&10&10
Standard Metal Strap Co's.:
Eclipse ..... 20&10&10&5%

Braces

Barbers' ..... 50&10&10@60&10%
Barbers' Ratchet ..... 60@60&10%
Common Ball American ..... 60@60&10%
Ives':
Barbers' ..... 60&5%
Barbers' Ratchet ..... 60@60&10%
New Haven Novelty 70%
New Haven Ratchet ..... 60&10%
Spofford ..... 60&5%
C. E. Jennings & Co.:
No. 108 @ 114½ ..... 50&5&10%
No. 208½@214½ ..... 50&5&10%
Lancaster Mach. & Knife Works 50%
Gen. Spofford's 60%

Brackets

Griffin's Folding ..... 70&10%
Griffin's Pressed Steel 80%
Bradley's Patent, full cases ..... 80&10&10%
Bradley's, in broken cases ..... 80&10%

Bracket Saw Frames

Miller's Falls Co ..... 25&10%

Bracket Sets

Miller's Falls Co ..... 33⅓&10%

Bright Wire Goods

Standard list, June 24, 1908 ..... 90&30@90&40%

Bull Rings

Humason, Beckley & Co's 80%
Rea's 2½ in. net, ₱ doz $1.50
Sargent's 80%
Seymour Smith & Sons 60%

Bull Punches

Humason & Beckley's, ₱ doz. net $3.05

Butchers' Cleavers

Bradley's 40%
Foster Bros., flat heads 30%
Foster Bros., round heads 30%
Lancaster Mach. & Knife Works 33⅓40%
L. & I. J. White 30%
Plumb's 33⅓%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star ..... 15@15&10%
C. E. Jennings & Co ..... 30&10%

Butter and Cheese Triers

Ordinary Black Handle 25%
Humason & Beckley's 40%

Butt and Rabbet Gauges

Stanley's ..... 25&10%

Butts

BRASS—

Wrought Brass, list September, 1896 .... 20%

CAST IRON—

Fast Joint, broad ..... 40&10@50%
Fast Joint, narrow ..... 40&10&50%
Loose Joint ..... 70&5@75%
Loose Joint, Japanned ..... 70&5&75%
Loose Joint, Jap. with Acorns .... 70&5&75%
Loose Pin ..... 70&5&75%
Mayer's Hinges ..... 70@70&5%
Parliament Butts ..... 70@70&5%

WROUGHT STEEL—

Table and back flaps ..... 75% } Ex 10%&10%
Narrow and broad 75%
Inside Blind 75%
Loose Pin 75%
Loose Pin, Ball and Steeple Tip 85%
Japanned, Ball Tip Butts ..... 70&10%
Bronzed Wrt. Nar. and Inside Blind Butts ..... 65&10%

Calipers

Bemis & Call:
Wing 60%
Double 65%
Inside and outside 65%
Straight leg 65%
Call's Pattern, inside 55%

Can Openers

American ..... ₱ gross, $1.75@$2.00
Goodell's Acme ..... ₱ gross, 6.00
Hopper's ..... ₱ gross, 15.00
No. 5, iron handle ..... ₱ gross, $2.00@2.25
Phœnix 40%
Sardine Scissors ..... 75&10%
Sardine Scissors, forged steel .. ₱ doz., $4.50
Sprague, Nos. 1, $2.00; 2, 2.25; 3, 2.50 .. 75&10%
Universal, ₱ doz 50%

Cartridges

See Ammunition.

Casters

Bed ..... 70@70&10%
French or Philadelphia Iron wheel 75%
Plate ..... 60%@60&10%
Payson's Furniture ..... 70&10&10%
Payson's Truck ..... 70&10%
Standard, Ball Bearing 45%

Cattle Leaders

Humason, Beckley & Co's 70%
Sargent's ..... 70&10%
Welton's ..... 70&10%

Chain

American Coil, Straight Link:

Inch	₱ 100 Lbs.
3-16	$7.50
¼	5.35
5-16	4.40
⅜	3.70
7-16	3.55
½	3.45
9-16	3.40
⅝	3.35
¾	3.30
⅞	3.25
1 to 1¼	3.25

Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain ..... 35&5%

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Chains

Galvanized Pump chain, ₱ lb.....5@5½c
Ger. coil, list July 24, '97...60&10@60&10&10%
Ger. Halter chain, list July 24, '97 60&10&10%
Jack chain, Iron.....60&10@60&10&5%
Jack chain, Brass.....60&10@60&10&10%
Oneida Wire Dog chains.....45@50&5%
Trace Wagon and Fancy Chains:
New list.....60@60&10%
Bridgeport Trace chains.....65%
Stake chains.....65%
Heel chains.....30%

COW TIES—

American.....45@50%
Niagara.....45&5@50&10&5%
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....50%
Sisal.....30&10%

Chain Guards

Aluminum S. & N. Co.....50%

Carpet Stretchers

Montross' "Excelsior," ₱ doz., $6.00.....20%
Bullard's.....33⅓%
Cast iron, Steel points, ₱ doz.....80c
Sockets, ₱ doz.....$1.75

Carpet Sweepers

	₱ Doz.
Bissell's Cyco Bearing:	
"Parlor Queen"	$30.00
"Elite"	29.00
"Boudoir"	27.00
"American Queen"	27.00
"Ideal"	25.00
"Gold Medal"	24.00
"Premier"	24.00
"Superior"	24.00
"Prize"	24.00
"Welcome"	24.00
"Grand Rapids," nickel	24.00
"Grand Rapids," Japan	22.00
"Standard," nickel	22.00
"Standard," Japan	20.00
"Crown Jewel," nickel	21.00
"Crown Jewel," Japan	19.00
"Crystal"	36.00
"Grand," length of case, 17 inches	36.00
"Club," length of case, 24 inches	54.00
"Hall," length of case, 28 inches	60.00
"Junior," nickel, length of case 12½ inches	22.00
"Junior," Japan, length of case 12½ inches	20.00
"Misses"	9.00
Sterling Carpet Sweepers:	
Model A, Nickel trimmings	25.00
" B, Japd. "	21.00
" " Nickel "	23.00
" C, " "	21.50
" D, Japd. "	19.50

Carpet and Rug Beaters

	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10, Wire, Glavanized	1.50	18.00

Cherry Stoners

Enterprise.....25to30%
Goodell's Family, net ₱ doz.....$5.00
Rollman's, net., ₱ doz.....6.00

Chisels

SOCKET FRAMING & FIRMER—

Standard Makes.....70&10@75%
L. & I. J. White.....30@30&5%
C. E. Jennings & Co., No. 70.....25&10%
Jennings & Griffin Mfg. Co.....65&2&10%

TANGED & MISCELLANEOUS—

W. & S. Butchers'.....$4.75@5$5.00to£
C. E. Jennings & Co.....25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels.....25&10%
Tanged Gouges.....25&10%
Tanged Firmers.....33⅓&10%
Tanged Gouges.....33⅓%
L. & I. J. White.....25&5%

COLD CHISELS—

Good quality, ₱ lb.....18&16c
Snell's best C. S.....50&10%
Cronk's.....50%

Cleaners, Sidewalk

	₱ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers

HORSE—

Chicago Flexible Shaft Co's.:

	Each.	
Lightning Belt Clipping Mach.	$15.00	15%
New '98, Chicago	8.75	15%
1902 Chicago	10.75	15%
Twentieth Century	5.00	20%

Cocks, Brass

Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks....70&10@75%

Coffee Mills

Box and Side.....50&10@60%
Enterprise Mfg. Co.....25@30%
Lane Bros. Co.....30%

Compasses, Dividers, &c

Athol Calipers and Dividers.....40%
Bemis & Call Co's.:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers...75@75&10%
Stevens' "Ideal".....25&10%
Stevens' "Leader".....25&10%

Coopers' Tools

Bradley's:
Hoop Drivers.....25%
Rivet Sets.....20%
Cold Chisels.....20&5%
Punches.....15%
Vises.....15%
Inshaves.....20%
Barton's.....20@20&8%
L. & I. J. White.....20@20&5
Sandusky Tool Co.....25&10@30&10%

Corkscrews

Detroit Cork Screw Co.....33⅓%
Humason & Beckley Mfg. Co.....50&10%
Samson, ₱ doz.....$10.00

Corn Hooks

	₱ Doz.
Kretsinger Cut-Easy	net $3.00

Corn Knives and Cutters

Bradley's.....net
Wadsworth's.....net $1.5

Countersinks

Mayhew's Diamond.....40@45%
Smith's.....25%
Snell's.....40%
Wheeler's Patent.....50%

Cow Ties

See Chain.

Crayons

Sargent's List.....20%

Dixon's:	₱ Gro.
Eclipse.....7 in., $3.75; 9 in.,	$4.38
Emerald	5.00
Oriole	5.0
Rainbow	3.12
Solid	7.50
Tailors, black, $5.62; red and blue	9.00

Curry Combs

Kohler's.....40%
The Metal Stamping Co.....40%
Southington Cutlery Co's.....25&10%

Cutlery

Foster's Pocket.....30%

Diggers

See Post Hole, etc.

Dividers

See Compasses, Dividers, etc.

Dog Collars

Walter B. Stevens & Son:
Brass.....40%
Embossed Gilt.....30&10%
Leather.....40%
Union Hd'wre Co., new list.....50@50&10%

Door Checks

Bardsley's.....40%
Columbia.....50&10%
Eclipse.....60&10%
Home.....50&10%
Pullman's Screen, ₱ doz. net.....$4.50

Door Holders

Empire.....50%

Door Springs

Columbian Steel.....20%
" Faultless.....50%
Gem (Coil), list Oct. '95.....20%
Pullman, Perfect.....20%
Pullman Coil.....20%
Star (Coil), list Oct. '95.....30%
Torrey's Rod, 39 in., ₱ doz. net.....$1.25
" " 48 in., " " " 3.50
Victor, Coil.....50&10&10%
Chicago Coil Springs.....40&10%
Reliance Coil Springs.....40&10%

Drain Cleaners

Iwan's Adjustable.....55%
Iwan's Stationary.....45%

Drawer Pulls

Drawer Pulls, Griffin Mfg. Co., list..75&10%
Sargent's list.....60

Drawing Knives

Standard Makes.....70&10@75%
Adjustable Handle.....25@25&10%
Bradley's.....40&5%
Jennings & Griffin.....60%
Watrous.....16⅔&10%
L. & I. J. White.....20&5&25%

Drills and Drill Stocks

Automatic Boring Tools, Goodell's 40&5%40&10%
Blacksmiths'.....60%
Breast, Goodell's.....25@30%
Breast, Miller's Falls, each $3.00.....15&10%
Stearns' bench.....30%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $12.00.....33⅓%

TWIST DRILLS—

See Augers and Bits.

Egg Beaters

Holt-Lyon Co.:	₱ Doz.	₱ Gro.
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz.	$6.80	1.15
No. 1, Tinned	1.40	16.80
No. B, Japanned, hotel size.	1.85	22.00
No. 6, Japanned, Dasher flared	1.65	19.80
No. 2, Tinned, hotel size	2.00	24.00

Taplin Mfg. Co.:	₱ Gro.
No. 60 Improved Dover	$ 6.0
No. 75 Improved Dover	6.5
No. 100 Improved Dover	7.0
No. 102 Improved Dover, Tinned	8.5
No. 150 Improved Dover, Hotel	15.0
No. 152 Improved Dover, Hotel T'd	17.0
No. 200 Improved Dover, Tumbler	8.0
No. 202 Imp'd Dover, Tumbler T'd.	9.5
No. 300 Imp'd Dover Mammoth ₱doz	2.0

Escutcheons

Wood.....25%

Farriers' Knives

	₱ Doz.
"Challenge"	$3.00
Popes	3.00
Wilkinson's, net	3.00
Wostenholm's	3.25

Faucets

Iron Petroleum.....70@70&10%
John Sommer's "Peerless," Tin Key....40%
"Boss," Tin Key.....50%
"Victor," Metal Key.....50&10
"Duplex," Metal Key.....60%
"I. X. L.," Corked Lined.....50%
"Reliable," Cork Lined.....50&10%
"O. K." Cork Lined.....50%
"Chicago," Cork Lined.....60%
"Perfection," Cedar.....40%
"No Brand," Cedar.....50%

SELF MEASURING—

Enterprise ₱ doz. $36.00.....40&10%
Lane's.....$40.10&2%

Files

DOMESTIC—

New list, Nov. 1, 1899:
American.....75&10@75&10&10%
Arcade.....75&10@75&10&10%
J. Barton Smith.....75&10@75&10&10%
Disston's.....75%
Disston's Superfine.....50%
Eagle.....75&10@75&10&10%
Great Western.....75&10@75&10&10%
Kearney & Foot.....75&10@75&10&10%
McClellan.....75&10@75&10&10%
Nicholson.....70&10@75&5%
Nicholson's X. F. Files.....40@40&10%
Royal.....80@80&10%

IMPORTED—

Stub's.....Stub's list, 30@33⅓%

Filters

Acorn.....50%
Fulper's Natural Stone.....$3.50@$13.50
Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list.....60@60&10%
Kirby & Limerick, low list (50c. base)...10%

Fishing Tackle

Bishop's.	₱ Doz.
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:
Great American.....60&20%

Fruit, Wine & Jelly Presses

Enterprise.....20@25%

Fry Pans

Standard list					75&10%
No.	1	2	3	4	
₱ doz.	$3.75	$4.25	$4.75	$5.25	
No.	5	6	7	8	
₱ doz.	$6.00	$7.00	$8.00	$9.00	

Gauges

Bemis & Call's Steel.....50%
Clapboard.....25&10%
Disston's Mortise.....70%
Marking Mortise, etc.....60%
Stanley's.....35%
Starrett's Surface, Center and Scratch. 25&10%
Wire, Morses.....25%
Wire, P. S. & W., low list.....33⅓%

Gimlets

"Diamond" Gimlets, ₱ gro.....$4.00@$4.25
Double Cut.....40&10.a50%
Metal Head.....50&10%
Wood Head.....50%

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40&10%

Glue Pots

See Hollow Ware.

Graters

Enterprise.....25@30%

Graphite, Lubricating

Dixon's Pure Flake:
632— 1 lb. cans.....20c. ea
633— 5 lb. screw top tin cans.....85c. ea
634— 10 lb. screw top tin cans....$1.60 ea
644— 25 lb. boxes.....15c. lb
645— 50 lb. boxes.....14½c. lb
646—100 lb. kegs.....14c. lb
647—850 lb. barrels.....12c. lb

Grindstone Fixtures

Cronk's.....50%
Forest City.....30@30&10%
Sargent's Patent.....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....60&10%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₱ doz.....$6.50

Halters

Covert Mfg. Co.:
Jute Rope Halters.....50%
Sisal Rope.....30&10%
Web Halters.....35&5%

Hammers

HANDLED HAMMERS—

Cheney's:
Adze Eye and Plain.....40&10&10%
Blacksmiths and Riveting.....50&10%
Machinists and Engineers.....60&5%
Magnetic tack, Nos. 1, 2, 3, $1.25 $1.50 $1.75.....50%
Maydole's.....33⅓&5@40&10%
Sargent's new list.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....33⅓&7½%
Engineers and B. S. Hand.....50&12½%
Quaker City Hammers.....40&5%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS & SLEDGES—

Under 3 lb 50c lb.....30&10@35%
3 to 5 lb 40c lb.....30&10@35%
Over 5 lb 30c lb.....35%
Wilkinson's Smiths.....9½c@10c ₱lb

Hammock Ropes

Covert Mfg. Co.:
Jute.....40&5%
Sisal.....20%

Hand Cultivators

Ulrich Mfg. Co.:
Osborne's, ₱ doz.....$15.00

Handles

WOOD—

Auger, assorted, ₱ gro.....$2.75
Auger, large, ₱ gro.....3.25
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 32½.....40%
Axe, Pick, etc.....60&5%@60&10%
Bliss Mfg. Co.:
Chisel, Brad Awl, File, Auger, Soldering Iron..... 25@33⅓
Brad Awl, ₱ gro.....$1.75@$2.00
Chisel, Worcester, leather capped. ₱ doz. net.....$1.50
File, assorted, ₱ gro.....$1.40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro. $2.25@$2.75
Hammer, Hatchet.....60&10%
Hoe, Rake and Fork.....45@50
Rollis Hdw. Co. Hafts, $9.00.....40&10%
"Simplicity" File Hdls, ₱ gro....$ 80&1.50
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D Handle.....40%
Shovel and Spade, Long Handles..40&5@50%

CROSS-CUT SAW HANDLES—

Atkins.....40&5%
Champion.....45@45&10%
Disston's.....50%

Hangers, Barn Door

Old Pattern.....60&10%
New England.....66⅔@70
Chicago Spring Butt Co.:
Friction.....25%
Oscillating.....25%
Big Twin.....25%
Lane's:
Covered.....60&25
Hinge Pattern, net.....$6.08 ₱ doz.
Standard.....60&5%
Special, No. 25.....$3.50
" " 30.....3.90
" " 40.....5.00
" " 90.....6.25
Track for same, ₱ 100 ft. net.....3.75
Cronk's:
Nos. 1, 1½, 2 and 3.....60&10%
Nos. 11, 12.....70%
Nos. 22, 21½, 22.....60%
Nos. 32, 50.....60&20%
No. 44.....60%
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr..60&10%
Myers' Stay-on.....60&5%
Wilcox's New Century.....50&10&10%

Hangers, Garment

Pullman's.....₱ gro. net $9.00

Hangers, Parlor Door, Etc

Lane's:
Standard.....net $3.20
Ball Bearing....." 4.15
No. 105....." 3.85
New Model....." 2.85
New Champion....." 2.25

Hardware Shelving

OAK CABINETS—

J. D. Warren Mfg. Co.:
No. B 438, 40 drawers, no partitions, run. ft., $3.60; net each.....$30.00
No. 1656, 58 drawers, no partitions, run. ft., $4.58; net each.....38.47
No. 1658, 84 drawers, no partitions, run. ft. $6.52; net each.....54.38

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.85; net each.....15.40
No. 1702, open base with center shelf. run. ft., $2.25; net each.....18.75
No. 1708, with two adjustable center shelves, run. ft., $2.75; net each....22.92

NAIL BIN BASES—

No. 1732, 12 spaces, 150 lbs. each, run. ft., $2.77; net each.....23.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each.....25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each.....30.68

Hasps and Staples

Cronk's.....50%
McKinney's "Perfect", $1.10 ₱ doz.....50%
Wrought.....90@90&10%
Wrought, Stanley.....80%
Wrought, Griffin.....80%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:
Myers Unloader, double steel track..$7.00
Myers Unloader, wood track..... 7.00
Comb. Car, Double steel T..... 7.00
Comb. Car, wood track..... 7.00
Rev. Car, Double steel track..... 7.00
Rev. Car, wood track..... 7.00
Myers Unloader, cable..... 7.00
Myers Unloader, single rail..... 7.00
Sure Grip Sling Car, steel or wood track..... 12.02
Dbl. Rail steel track, complete, ₱ ft. .20
Single Rail steel track, complete, ₱ ft .20
D. H. Fork steel, regular, each..... 1.80
Nellis Fork, each..... 3.00
Double Grapple Fork, each..... 7.00
Sprouts, Shear Fork, each..... 1.50
Walker Fork, each..... 2.50
Common 6 in. wood sheave pulley, Fig. 433, ₱ doz..... 3.20
Faultless steel frame K. P. pulley, Fig. 435, ₱ doz..... 4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 485, ₱ doz..... 3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz..... 4.80
Reed Wood Frame pulley with hook, Fig. 484, ₱ doz..... 4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz..... 3.50
Floor pulley, wood sheave, Fig. 486, ₱ doz..... 4.50
Hanging Hooks for double steel track, ₱ doz..... 1.40
Hanging Hooks for single steel track, ₱ doz..... 1.40
Hanging Hooks for wood track, 10 in., ₱ doz..... 1.00
16 in., ₱ doz..... 1.20
Floor Hooks, ¾ in., ₱ doz..... 1.40
Malleable Rafter brackets, ₱ doz..... .70
Wrought Rafter brackets, ₱ doz..... .70
Rope Hitch, ₱ doz..... 3.20
Discount on above 50%

Hay and Straw Knives

Auburn Hay, com. and spear point..40&10%
Iwan's Hay, sickle edge, ₱ doz., net...$9.50
Iwan's Hay, imp. serrated, ₱ doz., net.10.00
Kohler's Hay, sickle edge, ₱ doz., net. 10.00
Auburn Straw.....40&10%
Weymouth, pat.....65&5%
Wadsworth's.....40&5%

Hedge Trimmers

Wadsworth's:
No. 1, ₱ doz., net.....$8.00
No. 2, ₱ doz., net.....6.00

Hinges

WROUGHT IRON HINGES—

Screw Hook and Strap { 6 to 12 in., ₱ lb....3½c; 14 to 20 in., ₱ lb....3¼c; 22 to 36 in., ₱ lb....3c

STRAP AND T HINGES—

New list, Dec. 20, 1904:
Light Strap Hinges.....70%
Heavy Strap Hinges.....75&5%
Light T Hinges.....65%
Heavy T Hinges.....60%
Extra Heavy T Hinges.....70&10%
Hinge Hasps.....50%
Corrugated Heavy Strap.....70&5%
Corrugated Ex. Heavy T.....70&10%
Extra 10%

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SPRING HINGES—

Bommer Brothers:
- Bommer Spring Hinges 40%
- Bommer B. B. Floor Hinges 40%

Bardsley's Patent Checking 15%
Chicago Spring Butt Co.:
- Chicago Spring Butts 25%
- Triple End Spring Butts 50%
- Chicago Ball Bearing Floor Hinge 50%
- Garden City Fire Engine House Hinge 25%
- Chicago Saloon Door Hinge 25%

Columbian:
- Steel Hinges 60%
- Floor Hinges 60%
- American ..... 30&5%
- Gem 30%
- Oxford ..... 30&5%
- Acme, Steel 35%
- " Brass 25%

Niles Mfg. Co 30%

GATE HINGES—

Clark's, Nos. 1, 2, 3 ..... 50&10@60&10%
N. E., ₱ doz., $7.80 ..... 60%
N. E., Reversible, ₱ doz., $5.80 ..... 60%
N. Y. State, ₱ doz., $4.90 ..... 60%
Western, ₱ doz., $4.20 ..... 60%

BLIND HINGES—

Parker ..... 70&10@70&10&10%
Sargent's, Nos. 1, 3, 5, 11, 13 ..... 75%
W. H. Co's., No. 2 Mortise Gravity 60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.20 ₱ doz. sets ..... 30&10%

Hitching Cords

Covert Mfg. Co ..... 45&2%
Hitchers Stall 35%

Hollow Ware

ENAMELED—

Lalance & Grosjean Mfg. Co. list Nov. 1, '01:
- Agate Nickel Steel Ware ..... 50&20%
- Pearl Agate Ware ..... 50&20%
- Blue and White Ware ..... 60&15%
- All White Ware ..... 50&20%
- Regal Steel Ware ..... 60&10%
- Peerless Ware ..... 70&10%

Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1896 ..... 40&10%
Iron Clad:
- Peppered Ware, high list 70%
- Mottled Ware, high list 75%

STOVE HOLLOW WARE—

Blacklock:
- Ground ..... 55@60&10%
- Plain or Unground ..... 60@65&10%
- Country Ware ₱ 100 lbs. net ..... $2.75@$3.00
- Enameled Ware ..... 50@55&10%

WHITE ENAMELED WARE—

Maslin Kettles 70%
Tinned Boilers and Saucepans 40%
Enameled 50%

GLUE POTS—

Tinned 35%
Enameled 40%

SILVER-PLATED HOLLOW WARE—

4 mo. or 5% cash in 30 days.

Hartford Silver Plate Co ..... 40&5%
Holmes & Edwards Silver Co ..... 40&15&5%
Meriden Brittania Co ..... 40&10%
Rogers & Brother ..... 40&5%
William Rogers Mfg. Co ..... 40&10%

Hooks

BUSH—

Jennings & Griffin's ..... 33⅓&5%
Wadsworths 60%

CAST IRON—

Ceiling, Sargent's list ..... 50&10@60%
Chandelier ..... 60@60@10%
Clothes Line, Sargent's list ..... 50&10&10%
Coat and Hat, Sargent's list ..... 50&10@60%
Coat and Hat, Stowell's 70%
Harness, Sargent's list ..... 50@50&10%
Lamp ..... 60@60@10%
Picture ..... 50&10%
Screw Hat ..... 60&10@70%
Wardrobe ..... 60&10@60&10@105

WROUGHT IRON AND STEEL—

Cotton, ₱ doz $1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise 40%
Humason & Beckley, new list ..... 85&10%

WIRE—

Atlas, new list, single cases 75%
Ten case lots ..... 75&10%
Wire Coat and Hat, Acme ..... 60@60@10%
Wire Coat and Hat, Gem ..... 60@10%
Wire Ceiling, Gem ..... 60@10%

MISCELLANEOUS—

Belt ..... 80&10%
Covert Mfg. Co.:
- Safety Gate and Scuttle Hooks ..... 85&5%

Grass, Wadsworth's 60%
Gronk's, Grass, ₱ doz $8.00
Hooks and Eyes, Brass ..... 60&10&10%
Hooks and Eyes, Mal. Iron ..... 70&10%
Cotton, box and hay ..... 60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	1	
A. C.	25c	23c	22c	21c	21c	40&5%
American, all sizes, net						9½c
Nos.	6	7	8	9	10	
Anchor and New Haven	23c	21c	20c	19c	18c	40% @40&5
Nos.	6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K.	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40&10@50%
Clinton Fin.	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes, net						9½c
Maud S	25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ₱ lb						12c
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
New Hutnam	19c	18c	17c	16c	15c	10&10%
Vulcan	28c	27c	26c	19c	18c	25&10%
Western, net						8¼c

Horse Shoes

F. O. B. Pittsburgh:
- Horse and mule, Iron, ₱ keg $4.00
- Steel, ₱ keg 3.75

Horse Ties

Covert Mfg. Co.:
- Cotton 45%
- Hemp 45%
- Sisal 50%

..... 80& 10%

Hose, Rubber

Boston Belting Co.:
- "Boston" 50%
- Niagara 60%

N. J. Car Spring & Rubber Co.:
- Extra Para ..... 40&10%
- Reliable ..... 50&10%
- Staple ..... 60&10%
- Standard ..... 70&10%

Hose Bands

Star Hydrant ..... 80&80%
Steam 70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross ..... $9.00 net
Crown ..... net
Gem Ice Shave ..... net
Sargent's Ice Awls 55%
Snell's 50%
Star ..... net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise, ... No. 33, ₱ doz. $6.00 25@30%
No. 34, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain ..... 20@25%

Knives

Kimball's:
- Bread Knives, ₱ doz. $1.50 ..... 20%
- Butcher Knives 25%
- Shoe Knives 25%

Cronk's Chopping 33⅓%
Dunlap Kitchen and bread Knives 25%
Foster Bros., butcher, &c 30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives ..... net

Knives, Hay and Straw

Wadsworth ..... 40&10%

Knife Sharpeners

Pike's: 40%
- Nat. Grit Carving Knife Hones ₱ doz $8.00
- Solid Stone Carving Knife Hones ₱ doz $2.50
- Quick Edge Pocket Knife Hones ₱ doz $8.00
- Mounted Kitchen Sandstone ₱ doz $1.50

Knobs

Bardsley's wood, door, shutter and base ..... 10@15%
Base, rubber tip, 2⅛ in bead, ₱ gro ..... $1.15@$1.25
Door Mineral ..... 65@70c
Door Por. Jap'd ..... 70@75
Door Por. Nickel ..... $2.10@$2.20

Lanterns

C. T. Ham, Class A, B, C and D ..... 40&10%

Latches

	₱ Doz.
Cronk's barn door, net	$2.00
Lane's Barn Door	40&10%

Lawn Mowers

Champion ..... 75&10%
Clipper Improved ..... 50&10&10&5%
Enterprise ..... 40&10%
Genuine Philadelphia Mowers:

Styles	Nos.	Per Doz.	Discount
M, S, C, K, T	1	$12.00	70&10%
A (all steel)	2	$15.00	60&10%
E, low wheel	3	$24.00	60&10%
E, high wheel			70&10&5%
Drexel, low list			40&10%
Gold Coins, low list			40&10%
New Departure, high wheel			70&10%
New Departure, low wheel			75%
Pennsylvania			60&10

Lawn Sprinklers

Enterprise ..... 25@30%
Philadelphia Lawn Mower Co.:
- Philadelphia Lawn Sprinkler:

Nos.	1	2	3	
Per Dozen	$12.00	$15.00	$24.00	30%

Kohler's:
- Daisy, net, ₱ doz $7.50
- Mystic 6.00
- Rainmaker 4.80
- Dew Drop 1.20

Lawn Swings Easy

Ulrich Mfg. Co., ₱ doz $75.00

Leads

Covert Mfg. Co.:
- Cotton 45%
- Hemp 45%
- Jute 50%
- Sisal ..... 30&10%

Lead Pipe, Etc

	₱ Lb.
Bar Lead	5½@6c
Block Tin Pipe	35@37½%
Lead Pipe, full lenghts	5 to 5¾
Lead Pipe, tin lined	12½c
Sheet Lead, full rolls	6¼c

Lemon Squeezers

Berger Bros., ₱ doz. 8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Flush, ₱ doz $9.00
Little Giant ..... 50@50&5%
Porc. lined, Iron, ₱ doz $1.75
Porc. lined, Wood, ₱ doz $1.25
Wood, common, ₱ gro. ..... No. 0, $5.25 @$5.50; No. 1, $5.25@$6.50

Levels

C. E. Jennings & Co's.:
- Hexagon ..... 25&10%
- Iron Bench, new design ..... 25&10%

Hollis Hardware Co.:
- Adj. Steel 7 in., $24.00 ..... 40%
- 12 in., $27.00 ..... 40%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish 40%
Cotton Chalk, 20 feet ..... 40&10%
Cotton Trot 20%
Samson Cot., Nos. 4, $2.90; 4½, $2.75 ..... 20%
Silver Lake braided, ₱ gro., Nos. 0, $6.00; 1, $6.50; 2, $7.00; 3, $7.50 ..... 20%
Wire Clothes:

	18	19	20
1000 feet	$2.20	$2.00	$1.85
75 feet	1.80	1.70	1.80

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co 40%
R. & E. Mfg. Co 40%
Reading Hardware Co ..... 40&10%
Sargent & Co ..... 40&10%

CABINET—

Eagle Lock Co 33⅓%
Corbin 33⅓%
Yale 33⅓%

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00 ..... 40%
Ames Sword Co 40%
Brown's brass 25%
Brown's chain 25%
Champion 40%
Eagle 40%
Slaymaker's:
- General line ..... 35&10%
- Scandinavian 90%
- " steel keys 50%

Smith & Egge bicycle 50%
Wrought Iron ..... 75&10@80%
Yale Lock Co 60%

TRUNK—

Corbin's ..... 25&10%
Eagle 40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory ..... 45@5&50%
Lignumvitæ ..... 45@5&50%
Bliss:
- Carpenters, Tinners, Box, Carvers 33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden 33⅓%
Regular Goods ..... 70&10%@75%

Meat Cutters

American 30%

Nos.	1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$60

Dixon's, ₱ doz ..... 30&10@40%

Nos.	1	2	3	4
Each	$14	$17	$19	$30

Enterprise ..... 25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.75	$6	$4.50	$6

Little Giant ..... 33⅓@40%

Nos.	305	310	312	320	322
Each	$35	$48	$44	$72	$68

Woodruff's, ₱ doz ..... 30&1@40%

Nos.	100	150
Each	$15	$18

Beef Shavers (Enterprise) ..... 25@30%

Meat Juice Extractors

Enterprise ..... 25&30%

Metals, Anti-Friction

	₱ Lb
Magnolia Metal Co.:	
Defender	18c
Cosmic	10c
Magnolia, Anti-Friction	25c
Mystic	15c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00 ..... 40%
Sargent's ..... 60@60&10%

Mitre Boxes

C. E. Jennings & Co ..... 30&10%
Seavey's, ₱ doz., $30 ..... 40%
Stanley Rule and Level Co.:
- Nos. 340 to 460 ..... 30%
- Nos. 50 and 60 ..... 35%

Motors

COFFEE MILL—

Specialty Novelty Co., each $5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Assn list, July, 1899 ..... 90, 90&10%

PICTURE—

Niles' Patent 40%
Porcelain head, combination list ..... 60&10%
Porcelain head, Sargent's list 60%

Nail Nippers

"Gem," ½ gross lots, ₱ gross $21.00
" less quantity, ₱ dozen 2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net $7.50
Black Hawk, ₱ dozen 9.00
Cyclops ..... 50&10%@50%
Cronk's, ₱ dozen, net $12.00
Eureka, No. 74, ₱ doz., net $8.50
Eureka, No. 75, ₱ doz., net $8.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00 ..... 30&5%
Lightning, ₱ doz., $18.00 ..... 20%
Morris No. 1, list $20.00 ..... 50%
National, ₱ doz., $24.00 ..... 10%
Pelican, ₱ doz., $ 9.00 ..... 40@40&10%
Rollis Hardware Co., No. 1, $18.00 ..... 50&10%

Nail Sets

	₱ Gro
Hunters, Cup Point, knurled	$10.00
Hunters, Cup Point, plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25
Snell's:	
Octagon, ₱ gro	$5.25
Corrugated	6.75
Knurled	6.75@7.50

Nippers

Acme 50%
Smith's cutting 50%
Todd's cutting 50%

Nut Crackers

	₱ Gro
Acme, Japanned, $30.00	40%
Acme, Nickel Plated, $3.00	20%

Nuts

Cold Punched:

Mfrs. or U. S. Standard.	Off List
Square, blank	$5.00
Hexagon, blank	5.50
Square, blank, C. T. & R	5.20
Hexagon, blank, C. T. & R	5.90

Hot Pressed:

Mfrs. U. S. or Nar. Guage Standard	
Square, blank	5.50
Hexagon, blank	5.90
Square, tapped	5.40
Hexagon, tapped	5.80

Oils

Linseed, city, raw, in barrels, ₱ gal 54c
Linseed, city, boiled, in barrels, ₱ gal 56c
Out of town on spot, ₱ gal 55c
Calcutta, raw, in barrels, ₱ gal 60c
Lard, prime city, ₱ gal ..... 56@58c
Lard, Extra, No. 1 ..... 48@49c
Lard, No. 2 ..... 36@38c

Oilers

Brass and copper ..... 50&10
Tin or steel ..... 65&10

Cushman & Denison's: ₱ Doz
- Gem ..... $ .50
- Leader ..... .60
- Perfect oilers 1.50
- Star pocket oilers ..... .75

"Paragon," brass ..... 45@50%
"Paragon," zinc ..... 60&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust ..... 70&10%
Zinc and tin ..... 65@65&10%
American Tube & Stamping Co.:
- Spring bottom cans ..... 70@70&10%
- Railroad oilers, etc ..... 60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes': 40%
- Hindostan, large axe ..... 8c ₱ lb
- " small " ..... 10c " "
- Queer Creek Axe ..... 20c " "

OIL STONES—

Pikes': 33⅓
- Lily White Washita ..... 60c ₱ lb
- Rosy Red " ..... 60c " "
- Extra " ..... 50c " "
- No. 1 " ..... 40c " "
- No. 2 " ..... 30c " "
- Lily White " round edge slips ..... 90c " "
- No. 1 Washita, round edge slips ..... 70c " "
- Washita Pen Knife pieces ..... 70c " "
- No. 1 Hard Arkansas stone 3 to 5½ in. long ..... $2.80 " "
- No. 1 Hard Arkansas stone 5½ to 8 in. long ..... $3.50 " "
- No. 1 Soft Arkansas stone 3 to 5½ in. long ..... $1.50 " "
- No. 1 Soft Arkansas stone 5½ to 8 in. long ..... $1.70 " "
- Soft Arkansas, round edge slips ..... $2.50 " "
- Hard Arkansas, round edge slips ..... $4.00 " "
- Hard Arkansas Pocket Knife pieces ..... $4.00 " "

Pikes':
Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes 40%
India Oilstones, all grades and sizes 33⅓%
Queer Creek Oilstones ..... 20c ₱ lb
Chocolate Oilstones ..... 50c " " 40%
Regular Hindostan ..... 8c " "
Small Hindostan ..... 10c " "

Packing, Steam

RUBBER—

Boston Belting Co.:
- Phoenix, net ₱ lb 50c
- Plumbago 50%

Pure Packing, "Excelsior" 50%
Extra 60%

MISCELLANEOUS— ₱ Lb

American Packing ..... 8c@10c
Cotton Packing ..... 16c@25c
Italian Packing ..... 9½c@12c
Jute ..... 4½c@5c
Russian Packing ..... 8½c@11c

Padlocks

See Locks.

Parers

APPLE—

	₱ doz	$ 4.00
Advance	"	4.00
Baldwin	each	6.50
Bonanza Improved	₱ doz	4.00
Daisy	each	7.50
Dandy	"	20.00
Eureka Improved	₱ doz	15.00
Family Bay State	"	36.00
Improved Bay State	"	5.00
Little Star	"	7.00
New Lightning	"	3.25
Reading, 72	"	6.25
Reading, 78	"	6.20
Rocking Table	"	6.00
Turntable, '98	"	5.00
White Mountain		

POTATO— ₱ Doz

Saratoga $7.00
White Mountain 6.00

Pencils

Dixon's: ₱ Gro
- Carpenter's ..... $2.17@8.75
- Carpenter's, blue or red lead ..... 4.00@7.50
- Office ..... 1.87@7.50
- Lumber 6.87
- Colored lumber 9.00
- Black artists 9.37

Colored ..... 4.38@7.50
Assortment boxes ..... 1.31@2.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 23, 1899 ..... 70&10@75%

Pipe Hangers, Conductor

Iwan's, Perfection wire 50%

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.) 40%
Bench, first quality ..... 40&10%
Bench, second quality ..... 50&10%
C. E. Jennings & Co ..... 50&10
Molding ..... 33⅓&5

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IRON PLANES—
C. E. Jennings & Co., iron....50&10%
Sargent's....60@60&10%
Standard Tool Co....50@60&5%
Stanley Rule & Level Co.:
Bailey's....40%
Miscellaneous....35%

PLANE IRONS—
Buck Bros....30%
Butcher's....$5.00@5.25 to £
C. E. Jennings & Co....16⅔&10%
Stanley R. & L. Co....35%
L. & I. J. White....20&50@29%

Pliers and Nippers
Button....79&10@75%
Cronk & Carrier:
Pliers.
No. 1....60&10%
" 20, net....$9.00
" 40....75%
" 50....80%
" 65....40%
" 70....50%
" 80....40%
" 85....40%
Wm. Johnson's Gas Pliers....66⅔%
Smith's Side Cutting....25%

Plow Bolts
See Bolts.

Plumb Bobs
Keuffel & Esser Co....33⅓%

Plumbs and Levels
Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's....70%
Machinists'....25%

Pocket Levels
Stanley's....45%
Duplex....35%

Poachers
See Egg Poachers.

Police Goods
Tower & Lyons....25%

Polish Metal
Presoline Liquid, new list....40%
Prestoline Paste....40@40&10%
U. S. Metal Polish Paste, 3 oz boxes,
₱ doz....$ .50
₱ gross....4.00
½ pound boxes, ₱ dozen....1.25
1 pound boxes, ₱ dozen....2.95
U. S. Liquid, 8 oz cans, ₱ dozen....1.25
₱ gross....12.00
Barkeeper's Friend Metal Polish
₱ dozen....1.75
₱ gross....18.00

Polish, Stove
Black Eagle benzine paste, 5 lb cans, ₱ lb....10c
Black Eagle, liquid, 10 oz. cans, ₱ doz....75c
Black Jack paste, ¼ lb cans, ₱ gross....9.00
Black Kid paste, 5 lb can, each....65c
Ladd's Black Beauty, ₱ gross, $10.00....50%
Joseph Dixon's, ₱ gross, $5.75....10%
Dixon's Plumbago, ₱ lb....8c
Fireside, ₱ gross....2.50
Gem, ₱ gross, $4.50....10%
Japanese, ₱ gross....3.50
Jet black, per gross....3.50
Peerless Iron enamel, 10 oz. cans ₱ doz....1.50
Wynn's:
Black silk, 5 lb. pail, each....70c
Black silk, ¼ lb. box, ₱ doz....1.00
Black silk, 5 oz box, ₱ doz....75c
Black silk, ¼ pint liquid, ₱ doz....1.00

Poppers, Corn
Square.	₱ Doz	₱ Gro
1 qt.		$ 9.00
1½ qt.		11.00
2 qt.		13.50

Post Hole Diggers
Disston's Samson Digger, ₱ doz. $34....25%
Kohler's:
Little Giant....₱ doz., net $12.00
Hercules...." " " 9.50
Invincible...." " " 9.00
Pioneer...." " " 7.20
Universal...." " " 13.00
New Champion...." " " 5.50
Rival...." " " 7.50
Ryan's....₱ doz., $20.00....25%
Iwan's:....₱ Doz
Split handle....net $7.00
Perfection...." 8.00
Rockford Tack & Nail Co.:
Rockford brand....₱ doz., " 6.50
Atlas pattern...." " " 7.50

Post Hole Augers
Iwan's Patent improved....40&5%
Perfection....₱ doz., net $8.25
Split handle...." " 7.50
Vaughan's, 4 to 9 in....." " 6.00

Potato Hooks, Etc
Hoe Down Hooks....75&10&2%
Hop Hooks....60&10&2½%
Potato Hooks....70

Powder
See Ammunition.

Presses
See Fruit and Jelly Presses.

Primers
See Ammunition.

Pruning Hooks and Shears
Cronk's Pruning Shears, all styles....33⅓%
Disston's Combined Pruning Hook and Saw, ₱ doz., $18.00....25@25&10%
Disston's Pruning Hook, ₱ doz., $12.00....25@25&10%
Smith's:
Pruning Shears....60&10%
Rockdale Pruners....33⅓%
Standard Tree Pruners....75%
E. S. Lee & Co's. Pruning Tools....40%
P. S. & W. Co's. Shears....40%
Waters' Tree Pruners....75&10%

Pulleys
Awning....60@60&10%
Axle....50&10@60%
Brass screw....45&10%
Ceiling....50@10&10%
Clothes line, Japanned....60%
Common Sense....60%
Dumb Waiter....60@60&10%
Empire Sash Pulley....60%
Fox all steel....50%
Grand Rapids," all steel....50%
Hay Fork, swivel eve., ₱ doz., 4 in., $3.75; 6 in., $5.00....55%
Hay Fork, Hartz, 4¼ in., ₱ doz., $6.00....50&10%
Hay Fork, 5 in., solid, $5.70....50%
Hot House....50&10&50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₱ doz., $12.00....40%
Side, Anti-Friction....60%
Shade rack....45%
Upright....50&10&50&10&10%

Pumps
Cistern, best grades....60@60&10%
Pitcher Spout, best grades....75@80%
Power Pumps, Myers'....50%
Spray Pumps, Myers....50&10%
Spray Pumps, Kohler's:
Daisy, net ₱ doz....$ 7.50
Mechanical, net ₱ doz....7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 328, 3 in. Shallow Well Pump....18.00
No. 8, Fig. 328, 3¼ in. Shallow Well Pump....15.00
No. 5, Fig. 307, 3 in. Deep Well Pump....15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump....17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump....15.00
No. 32, Fig. 523, 3 in. Deep Well Pump....17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump....14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump....17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump....15.00
No. 72, Fig. 333, 3 in. Deep Well Pump....15.00
No. 102, Fig. 448, 3 in. Lift Pump....9.00
No. 108, Fig. 448, 3¼ in. Lift Pump....11.00
No. 128, Fig. 510, 3 in. Lift Pump....7.00
No. 131, Fig. 510, 3½ in. Lift Pump....8.50
No. 225, Fig. 389, Windmill Pump....12.50
No. 235, Fig. 403, Windmill Pump....16.00
No. 240, Fig. 406, Regulator Pump....28.00
No. 302, Fig. 477, Spray Pump, complete....11.50
No. 330, Fig. 547, Knapsack Spray Pump....10.00
Discount 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump, net....5.00
No. 320, Fig. 492, Bucket Spray Pump, net....2.00

Punches
Bemis & Call Co's.:
Cast Steel Drive....50%
Morrill's....50%
Niagara Hollow....45%
Niagara Solid....55%
Saddlers' or Drive, good....60@65%
Snells' Tinners'....40&5%

Rail
Barn Door, Light, Inches...	¼	⅜	½
₱ 100 feet	$1.40	1.95	2.60

Barn Door, "None Better" No. 1, ₱ ft....3¾c
Barn Door, "None Better" No. 2, ₱ ft....4c
B. D. for N. E. Hangers:
Angular, ₱ ft., 6c....70%
Double Flange, ₱ ft., 8c....70%
Cronk's:....₱ Ft
O. N. T. style, No. 13....2¾c
Double braced....8c
Lane's:
O. N. T. 1 in., ₱ 100 ft., net....$2.75
O. N. T. 1¼ in., net....3.00
O. N. T. 1½ in., net....4.00
Hinge Hanger, 1 in., ₱ 100 ft....3.50
" " 1¼ " " " 3.96
Stowell's Wrought steel....25%
Sliding Door, Bronzed Wrought iron, ₱ ft....6¼c
Sliding Door, Steel, Brass Plated, ₱ ft....5¾c
Sliding Door, Wrought brass, 1⅜ in ₱ lb. 36c....25@30%
Victor Track Rail, 7c ₱ ft.....60&10&2½%

Rakes, Etc
Cronk's:
Malleable....70%
New Champion....75%
Victor....80%
Anti-Clog Lawn....75%
Never Break Garden....75&10%
Queen City Lawn....40%
Kohler's:
	Net
Lawn Queen, 20	$3.45
" " 24	3.60
Jumbo Lawn, 36	5.25
Paragon (wood head)	2.75
Steel Garden, 10th	2.24
" " 12th	2.40
" " 14th	2.64
" " 16th	2.88

Rasps, Horse
Disston's....75%
New Nicholson Horse Rasp....70&10@75&5%
See also Files.

Razors
Electric....List Net
Boracic....60%
Fox....50%
J. R. Torrey Razor Co....20%
Wostenholm & Butcher, $10.00 to £....10%

Razor Hones
Belgian German and Swaty, all sizes....50%

Registers and Ventilators
HOT AIR—
New list, July 1, 1903:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated....70&10%
White Porcelain....60%
Solid Brass and Bronze Metal....50%

Revolving Chimney Tops
Iwans' Volcano....50&5%

Rifle Cleaners
Bishops':
Small Bore Rifle Cleaner, ₱ doz.....$3.00

Rings
See Bull and Hog Rings.

Rivets and Burrs
COPPER—
Belt with Burrs....50&10@50&10&5%
Hose with Burrs....50&10@50&10&5%

IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners....75%&5%
Miscellaneous....75%&5%

Rivet Sets
Regular list....70%

Rollers, Stay
Cronk's: Nos.	50	55	56	60	65
₱ Dozen	$1.00	.60c	.75c	.75c	.90c

Rope
Cotton Rope:	₱ Lb
Best ¼ in. and larger	16½c
Medium	14½c
¼ in. and larger	——
Common	10½c
Jute Rope:	
A grade	6c
C grade	5½c
Manilla Pure:	
7-16 in. and larger	12c
⅜ in.	12½c
¼ and 5-16	13c
Sisal, Pure:	
7-16 in. and larger	10c
⅜ in.	10½c
¼ and 5-16 in.	11c

Root Cutters
Lane's....25%

Rules
Athol, Steel....33⅓%
Boxwood....60&10@60&10&10%
Ivory....35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood....35&10%
" steel....33⅓&10%
Lufkin's:
steel....50&10%
Lumber....60%
Miscellaneous, Stanley's....60%

Sad Irons
DOVER ASBESTOS—
Polishing....50%
Pressing....50%
Laundry....45%
Sleeve....50%
Tourist....50%
Toy....50%
Blacklock:
Plain black in cases, ₱ 100 lbs....$2.75
Bronze finished in cases, ₱ 100 lbs....3.15
Aluminum finish, in cases, ₱ 100 lbs. 2.95
Full nickel, in cases, ₱ 100 lbs....3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa. ....20&5&5%

Safety Fuse
See Fuse.

Safety Lifts
Burr Mfg. Co., steel....70&10%

Sand and Emery Paper and Cloth
Baeder, Adamson & Co's. list:
Emery cloth....50&10@60%
Garnet paper....25%
Flint and emery paper....50&10@60%

Sash Balances
Caldwell Mfg. Co....50%
Pullman....50&10@60%
Victor bronze....75%
Victor steel....70%

Sash Chain
Competition....50&10%
Giant....40%
Monarch B. C. Co....70%
Pullman bronze....70%
Pullman cop steel....70&10&10%
Royal metal....65&5%
Steel B. C. Co....70&10%
Steel, copperplated....70%
Victor bronze....70%
Victor steel....75%

Sash Cord & Weight Fastener
Ives....40%

Sash Cord
Cable Laid Italian, ₱ lb....16@18c
Cable Laid Russia, ₱ lb....15c
Common India, ₱ lb....10@10½c
Patent Russia, ₱ lb....14c
Patent India, ₱ lb....12½@13c
Silver Lake:
A Quality, drab, ₱ lb....40c
A Quality, white, ₱ lb....35c
B Quality, drab, ₱ lb....35c
B Quality, white, ₱ lb....30c

Sash Fasteners
Imperial....33⅓%
Sash rollers....70%
Ives casement fasteners....40%
Champion....50%
Monitor, steel....25%
Shutter sheaves....60%
Window screen sash lifts....62%

Sash Locks
Champion meeting rail....50%
Champion side....60%
Ives' patent:
Bronze and Brass....62½
Crescent....50&10
Iron....62½
Window ventilating....60%
Robinson pat. ventilating sash lock....40%
Wrought bronze and brass....55%
Wrought steel....55%
Payson's signal....80%
Pullman patent ventilating....25%

Sash Weights
Ton lots at factory (Eastern)....$25.00

Sausage Stuffers or Fillers
Enterprise Mfg. Co....25@25&7½%
National Specialty Mfg. Co....30%

Saws
Atkins:
Band to 14 in. wide....90%
Band ⅝ to 8-16 in. wide....50%
Butcher....40&10%
Pruning and Compass....40%
Circular....50%
Cross Cut....35&5%
Gang....50%
Hand, Panel and rip....40%
Wood....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws....25%
Disston's:
Circular, solid and inserted tooth....50%
Band 8 in. to 16 in. wide....60%
Band ⅜ in. to 1¾ in....60%
Cross cuts....50%
Narrow cross cuts....55%
Mulay, mill and drag....50%
Framed wood saws....35%
Wood saw blades....35%
Wood saw rods....75%
Hand saws, Nos. 12, 99, 9, 16, D100, D85, 120, 76, 77, 8....22%
Hand saws, Nos. 7, 107, 107½, 3, 1, 0, 00, combination....30%
Compass, keyhole, pruning, dovetail, &c....25%
Butcher saws and blades....35%
C. E. Jennings & Co's.:
Butcher....30&10%
Hand Panel, rip & other saws..20&2½&10%
Peace:
Cross cuts....50%
Hand panel and rip....30%
Richardson:
Circular and mill....50%
X cuts....50%
Hand saws....30%
Star, Butcher....25%

HACK SAWS AND FRAMES—
Chatillon....30%
Diamond Saw & Stamping Works:
Sterling hack and saw blades....35%
Sterling hack saw frames....20%
Disston's:
Concave blades....25%
Keystone flex. back and mach. blades....40%
Hack saw frames....30%
Griffin's:
Complete....40&10%
Saw blades....35&5&10%
Star, saws and blades....22%

Saw Filer
Disston's D8 Clamp and Guide, $30.00 ₱ doz....30%

Saw Frames
C. E. Jennings & Co....30%
Richardson's Wood....net

Saw Sets
Atkins,
Criterion saw sets, ₱ doz....$6.00
Excelsior saw tools, " " 6.00
Disston's Monarch, Nos. 1 & 10 & Star....30%
Hart's patent lever....20%
Kohler's:
"Giant Royal," ₱ doz. net....$8.50
"Royal," ₱ doz. net....5.00
Morrill's:
Nos. 1, $15.00; 10, $15.63; 11, $15.63....50%
Cross cuts, Nos. 3 & 4, $20.63; 5, $30.00....50%
Richardson's....25%
Seymour Smith & Son, hammer, ₱ doz. $4.75
Stillman's, ₱ doz....1.00
Taintor's Positive, $18.00 ₱ doz....60%

Scales
Chatillon's:
Eureka....40%
Favorite....40%
Grocers' triple scales....50%
Family, Turnbull's....30@30&10%
Hatch:
Counter....40%
Tea....40%
Union Platform, plain....$1.80@$2.00
Striped....$2.00@$2.20
Pelouze....50%

Scale Beams
Chatillon's No. 1....30%
Chatillon's No. 2....40%

Scrapers, &c
Adj. Box scrapers (S. R. & L. Co.) $6.00....45%
Box, 1 handle, ₱ doz....$2.00
Box, 2 handle, ₱ doz....$3.00@$4.00
Foot....55&5@60&5%
Ship, Common, ₱ doz., net....$2.40
ship, R. I. Tool Co....10%

SIDEWALK—
Kohler's steel No. 7, ₱ doz....$2.50

Screens
DOOR—
Phillips.	₱ Doz
Style F, ⅞ in.	$10.00
Style O77, ⅞ in.	7.50
Style X 1, ⅞ in.	10.50

WINDOW AND FRAMES—
Phillips:
Flyer pattern....60&10@60&10&5%
Air Line pattern....60&10%
Perfection....60&10@60&10&5%
Screen frames....70&5@60&10%

Screw Drivers
Brace Screw drivers....25&10&5%
Buck Bros....30%
Screw Driver Bits....27½
Champion....40%
Disston's Flat Blade, electric, telegraph and cabinet makers....70%
Electric spiral, No. 01, ₱ doz., net....$6.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet....40&10%
Fray's hollow hdle sets, No. 3, $12.00....50%
C. E. Jennings & Co., No. 285....40&10%
Jennings & Griffin....66⅔%
Sargent & Co's.:
No. 1 forged blade....50&10@50&10&5%
Nos. 20 and 40....66⅔%
Screw Driver bits (Snell's) ₱ doz....60%
Stanley R. & L. Co's.:
No. 64, varnished handles....60&10%
No. 86....70&10%
Victor....55%
Defiancio....70%
Snell's No. 5....75%
No. 10....80%
Nos. 20 and 30....70%
Tower & Lyon:
Champion....40%
Magazine....35%
Machinists'....40%
Belsley's patent....33⅓%

Screws
WOOD SCREWS—
List July 22, 1903.
Drive screws, diamond point....87½&10%
Iron, bright flat head....87½&10%
Iron, bright round and oval head....87½&10%
Brass, flat head....85&10%
Brass, round head....80&10%
Bronze, flat head....77½&10%
Bronze, round head....75&10%
Nickel Plated, iron flat head....77½&10%
Nickel Plated, iron round head....77½&10%

MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head....50@50&10%

COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '99....75&12½%
Hand Rail....70&10@75%
Lag screws, list Oct. 1, 1890.
Cone Point....75&1

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BENCH, HAND, ETC—
Bench, iron, ₱ doz.....1 in., $2.50@$2.75
1¼, $3.00@$3.25; 1¼, $3.50@$3.75
Bench, wood, beech.....30@30&5%
Hand, wood.....30@30&5%
Jack Screws, Miller's Falls, roller bearing.....50&10%
Jack Screws, Miller's Falls, without roller bearing.....40&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes

₱ Doz

Wadsworth's:
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, grain; weed and bush.....40%

Scythe Rifles

3-Coat, ₱ gro., $10.00 } 40%
4-Coat, ₱ gro., $12.00 }

Scythe Stones

₱ Gro

No. 1, Indian Pond.....$ 7.00
No. 2, " " 4.50
White Mountain.....9.00
Black Diamond.....12.00
Lamoille.....11.00
Green Mountain.....6.00 } 40%
Leader Red End.....4.50
Willoughby Lake.....9.00
Extra Quinnebog.....7.00
Pike's Corundum.....24.00
" Emery.....15.00

Seeders

Raisin, Enterprise.....25@30%

Shears

Acme (cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....63⅓%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
Straight Trimmers, etc.60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge

Wm. Wilkinson & Sons.....50%

Sheaves

SLIDING DOOR—
Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%

SLIDING SHUTTER—
Sargent's list.....70%

Shells

See Ammunition.

Snip Tools

L. & I. J. White.....25%

Shot

See Ammunition.

Shovels and Spades

Association List, Nov. 15.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars

Ives'.....45%

Shutter Bolts

See Bolts, Shutter.

Sifters, Flour

Hunter's Genuine, ₱ gross....$10.50@$11.50

Skate Sharpeners

Eureka.....₱ doz.. $1.75; ₱ gro., $18.00

Slaters' Tools

Plumbs.....30%

Slaw and Kraut Cutters

Disston's:
Slaw, vegetable, corn grater, turnip shredder.....40%
Kraut cutters, 24x7, 26x6, 30x9.....55
Kraut cutters, 36x12, 40x12.....40%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 knife, ₱ gro.....$18.@$20.00
2 knives, ₱ gro.....$22.50@$30.00
Kraut cutters.....40%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers

See Hammers.

Slicers

Vegetable, Enterprise.....25%

Smiths' Bellows

See Bellows.

Snaps, Harness, &c

German, new list.....40@40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast strap, bkle snaps.....45%
Yankee Breast strap, bkle snaps....17½%
Breast strap protector.....45&2%
Double for bits or trace carrier.....45%
Trojan snaps.....45%
High grade snaps.....45%
Jockey snaps.....35%
Derby snaps.....30&2%
Rope snaps.....35&5%
Yankee snaps.....30&2%

Scythe Snaths

National Snath Co.....45@50%
Grain cradles.....40&12½%

Spoke Shaves

Bailey's (Stanley R. & L. Co.).....50&10%
Razor Edge.....35%
Iron, ₱ doz.....50&10%
Miller's Falls.....15&10%
Seymour Smith & Sons, iron.....30%
Wm. Johnson's:
Wood, best.....30%
Wood, second quality.....33⅓%

Spoons and Forks

Boardman's:
Nickel silver, catalogue "D".....net list
SILVER PLATED FLAT WARE—
L. Boardman & Son, cat'lge "D" net list
International Silver Co.:
"1847".....40&10%
"Anchor".....60%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....40&10%
Holmes & Edwards.....50&10&10%
German silver, unplated.....60@60&5%

KNIVES AND FORKS, NO. 12—
₱ Doz. Net
"1847".....$8.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....3.00

Springs

See Door Springs.

Spring Balances

See Balances.

Spring Hinges

See Hinges.

Squares

Disston's Try sq're & T bevels, new list..70%
Try square and T bevel.....60&10&1@70%
Winterbottom's Try and Mitre:
Iron Handle.....40%
Wood Handle.....50%
Nickel-pl'ted, new list, Jan. 5, '00.70&10&10%
Steel and iron.....70&10&10%

Staples

Barbed blind, ⅛, ¾, & ⅝ in., ₱ lb.....6½c

FENCE—
Same price as Barb Wire, see trade report.

Stay Rollers

Cronk's, No. 50, net ₱ doz.....$1.00
" " 55 " " " 60c
" " 56 " " " 84c
" " 60 " " " 84c
" " 65 " " " 80c
Lane's, Nos. 1, 2 and 3.....40%

Steels

Chatillon's "Dicks".....30%

Stocks and Dies

BICYCLE—
Holroyd & Co.....40&10%

BLACKSMITH'S—
Butterfield's.....35&40%
Gardner.....33⅓&10%
Holroyd & Co.....50&10&5%
Holroyd's R'd Adj. screw plates.....50%
Reece's new screw plates.....25%
Lightning screw plate.....25%

PIPE MAKERS—
Holroyd & Co.....80&10 2@80&10%

Stones

See Oilstones.

Stops

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders

Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts

See Bolts.

Stove Polish

See Polish, Stove.

Sweepers

See Carpet Sweepers.

Tackle Blocks

See Blocks.

Tacks, Brad, &c

List January 15, 1899.
American cut tacks.....90&25%
B. S. cut tacks.....90&30&5%
Carpet Tacks:
American blued.....90&25&5%
American tinned.....90&25&5%
Swedes Iron Tacks:
S. S.....90&30&10&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10&5%
Gimp Tacks:
S. S.....90&45&5%
Hungarian Nails, steel.....80&20&5%
Lace Tacks:
S. S.....90&45&10%
Looking Glass Tacks.....65&5%
Trimmers' Tacks:
S. S.....90&30&10&5
Trunk and Clout Nails:
Steel, black.....80&10%
Steel, tinned.....80&10%
Upholsterer's Tacks:
S. S.....90&40&5%

MISCELLANEOUS—
Double Point, in dozens.....90&6tens
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers

Columbia, No. 1, ₱ doz., net.....$5.00
" " 2, " " 1.00
Little Jack, ₱ doz., net.....1.00

Tapes, Measuring

Eddy's:
American Assex' skin.....40&10@50%
Leather Case.....25@25&10%
Star steel.....40@40&10%
Steel.....30&5@35%
Chestermans.....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin.....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic steel, lower list.....35@35&5%
Pocket.....35@35&10%
Lufkin's steel and metallic.....30@33⅓%

Tap Borers

See Borers, Tap.

Taps

American Screw Co.:
Machine screw.....70%
Holroyd & Co's.:
Blacksmiths.....60&10%
Machine screw.....75&10@80%
Machinists's Hand:
1-16 to 1¼ in. inc.....65&10%
1⅜ to 2 in.....50&10&5%
2⅛ to 3 in. inc.....33⅓&10%
3⅛ to 4 in. inc.....20%
Pipe, ⅛ to 1¼ in.....80&20%
Pipe, 2 to 3 in.....80&15%
Pipe, 3½ and 4 in.....66⅔&15%

Tap Wrench

Rollis Hdw. Co., $6.00.....50%

Thumb Latches

See Handles.

Ties, Wall and Veneer

The Metal Stamping Co., Niagara...20&10%

Tinware

Stamped, Japanned and Pieced..net prices

Tire Bolts

See Bolts.

Tobacco Cutters

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers

See Clippers.

Trammel Points

C. E. Jennings & Co., "Eureka".....25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....45%

Transom Lifters

Payson's solid grip, Nos. 643 and 644, ₱ 100, net.....$33.00
Payson's:
Balance, Iron list.....70&10&10%

Traps

FLY—
Balloon..... ₱ doz. $1.25, ₱ gro., $12.00
Globe..... " " 1.25, " " 12.00
Harper..... " " 1.40, " " 13.50

GAME—
Enterprise Mole.....15&10%
Hawley & Norton.....65%
Newhouse.....45@45&5%
Victor.....70&10@70&10&5%

MOUSE AND RAT—
Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, round wire, ₱ doz., $1.00.....10%
Mouse, wood, choker, ₱ doz. holes.....9c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ea. $1.21; ₱ doz.....$13.25
No. 3, Rat, ₱ doz., $6.50; case of 50.. 5.75
No. 3½, Rat, ₱ doz., $5.25; case of 72. 4.70
No. 4, Mouse, ₱ doz., $8.85; " " 150 3.00
No. 5, " " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₱ Doz
Superior Rat Trap.....$15.00
Yankee Mouse Trap..... 6.50
Yankee Rat Trap..... 11.00

Trouser Hangers

Pullman No. 1, ₱ gro.....$ 9.00
" 4, " " 24.00

Trowels, Mechanics

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden.....35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plst'rng & Moulding..25&5%

Trowels, Garden

Kohler's:
Mal. Hdl. Jap., ₱ gross, net.....$5.00
" " Tinned, ₱ gross, net..... 6.20
Wood Hdl., ₱ gross, net..... 4.50
Disston's.....35%

Vegetable Slicers

Enterprise Mfg. Co.....25%

Vises

Oval slide.....60&10%
Solid box.....60&10@60&10&10%
Columbian Hdw. Co.:
Nos. 110 and over.....50&5%
Nos. 100 and under.....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel.....40&45%
Coachmakers'.....40%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40&10
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&3½%
Lowell Hand.....33⅓%
Massey:
Perfect.....20%
Clincher.....35@40%
Wood-working.....15@20%
Planer.....15@20%
Comb. Pine.....40%
Millers' Falls:
Mechanics'.....10%
Oval Glide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snedliker's.....30@33⅓%
Stephen's.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS
Bonney's No. 1 & 3.....40%
Wentworth's.....40&10@50%

Wads

See Ammunition.

Wagon Jacks

Covert's Auto Screw Jacks.....30&2%
Mfg. Co's. steel.....45%
Automobile.....45%
Lane's steel.....30&10%

Washer Cutters

Otis A. Smith's.....20&10&10%

Water Motors

Rosenberg's, single, F. O. B. Balto.....40%
" in Doz. Lots, Frt. Pd..40&10%

Weights, Hitching

Covert Mfg. Co.....40&2%

Well Wheels

Japanned, 8 to 14 in.....net

Weed Extractors

"Pastime," ₱ doz., net.....$1.75

Window Cleaners

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
Bosley's X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters

Ives' new list.....35%
Taplin's "Perfection".....35%

Wire Gauges

See Guages.

Wire and Wire Goods

Brass wire.....20%
Bright Wire Goods:
New list June 24, 1903.....90&30@90&40%
Cast steel wire.....50%
Copper wire.....25%
Annealed & Tin. on spools.....70&10&10%
Brass and Cop. on spools.....60@60&10%
Spooled wire, ass'd for retailing.70&10&10%
Market Wire, Bright or Annealed:
Nos. 6 to 9.....80&5%
Nos. 10 to 18.....80%
Nos. 19 to 26.....80&10%
Nos. 27 to 31.....80&5%
Galvanized:
Nos. 15 to 26.....75&5%
Coppered:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&10%
Tinned:
Nos. 6 to 14.....77½%
Nos. 15 to 18.....75&5%
Cast steel.....65%
Charcoal iron.....60%
Gun screw.....65%
Picture wire, list of Oct. 2, 1900.....85&10@85&10&10%
Stub's steel wire.....$6.00 to£ 33⅓%

Wire Clothes Lines

See Lines.

Wire Cloth, Netting, &c

Galvanized wire netting.....80&10@80&15%
Painted screen cloth, good quality, ₱ 100 sq. ft.....$1.20@$1.25

Wire Rope

Bright.....45&2½%
Iron, galvanized.....37½&2½%

Wire Rope Clips

Crosby.....25%

Wire Stretchers

W. C. Heller's grip, ₱ doz.....$1.50

Wrenches

Agricultural.....75&10@75&10&10%
Alligator.....70&10%
Baxter's.....70@70&10%
Machinists.....50%
Solid handle.....50&10@60%
Bemis & Call's:
Briggs pattern.....30&10%
Improved Pipe, bright.....60%
Patent Combination black.....40&5%
Patent Combination bright.....40%
Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....40%
Coes':
Genuine.....40&10&5&5%
"Mechanics".....40&10&10&5&5%
Coes' pattern, wrought bar....60&5&60&10%
Donohue's engineer.....40&10%
Eagle pipe.....50&10%
Gem.....30%
Stillson pipe.....60&10%
Acme.....60@60&10%
Bull Dog.....70%
Hercules.....70%

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HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Agricultural Implements
Geneva Tool Co., Geneva, Ohio
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O.

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anti-Rust Tin Ware
Reed Mfg. Co., Newark, N. Y.

Anvils
Alfred Field & Co., New York

Arbor Presses
Chandler & Farquhar, Boston

Augers and Auger Bits
John H. Graham & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.

Automobiles
J. Stevens Arm & Tool Co., Chicopee Falls, Mass.

Automobile Forgings
Thomson Drop Forge Co., Plantsville, Conn.

Awls
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Axes and Edge Tools
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease
Frazer Lubricator Co., New York
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York

Babbitt Metal
Magnolia Metal Co., New York

Balances, Sash (Spring)
Pullman Mfg. Co., Rochester, N. Y.

Bank Railings
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Barb Wire
Fuller Bros. & Co., New York

Barn Paints
E. E. Nice, Philadelphia, Pa.
Geo. W. Pitkin Co., Chicago, Ill.

Bath Room Fixtures
Buffalo Mfg. Co., Buffalo, N. Y.
Novelty Mfg. Co., Waterbury, Conn.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs
John H. Graham & Co., New York

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
Gendron Wheel Co., Toledo, Ohio
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands
F. E. Meyers & Bro., Ashland, Ohio

Bicycle Step Ladders
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries
Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Boiler Feeders
N. A. Watson, Erie, Pa.

Bolt and Screw Cases
J. D. Warren Mfg. Co., Chicago

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburg, Pa.

Bolts, Wrought Barrel
Griffin Mfg. Co., Erie, Pa.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Straps
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Boxes (Paper)
National Metal Edge Box Co., Philadelphia, Pa.

Braces, Carpenters
John H. Graham & Co., New York
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.

Brackets
E. E. Josef Mfg. Co., Buffalo, N. Y.

Brackets, Folding
Griffin Mfg. Co., Erie, Pa.

Brackets, Shelf
Griffin Mfg. Co., Erie, Pa.
Piqua Bracket Co., Piqua, Ohio

Brad Awls
Hurwood Mfg. Co., Bridgeport, Conn.

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass and Composition Castings
Magnolia Metal Co., New York

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Brass Novelties
Novelty Mfg. Co., Waterbury, Conn.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
The Wm. Bayley Co., Springfield, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales
John Chatillon & Sons, New York
Osgood Scale Co., Binghampton, N. Y.

Butchers' Tools
John Stortz & Son, Philadelphia, Pa.

Butts, Door
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinets, Bolt
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Massachusetts Tool Co., Greenfield, Mass.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Can Openers
John H. Graham & Co., New York
A. F. Meisselbacher & Bro., Newark, N. J.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carpet Beaters
Holt-Lyon Co., Tarrytown, N. Y.

Carpet Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.
Streator Metal Stamping Co., Streator, Ill.

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing
Frank Miller Co., New York

Carriers, Hay
F. E. Meyers & Bro., Ashland, Ohio

Cash Registers
National Cash Register Co., Dayton, O.

Catalogue Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Cement Rollers
John Stortz & Sons, Phila., Pa.

Chafing Dishes
Buffalo Mfg. Co., Buffalo, N. Y.

Chain Hoist
Jos. F. McCoy Co., New York.

Chains
Covert Mfg. Co., West Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chains, Cow
Covert Mfg. Co., West Troy, N. Y.
Oneida Community, Kenwood, N. Y.

Chains, Halter
Oneida Community, Ltd., Kenwood, N. Y.

Chains, Sash
Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.
Goodell & Co., Antrim, N. H.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Cold
Hurwood Mfg. Co., Bridgeport, Conn.
John Stortz & Son, Philadelphia, Pa.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clamps, Rug and Carpet
E. E. Josef Mfg. Co., Buffalo, N. Y.

Cleavers
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Clocks Alarm
Western Clock Mfg. Co., La Salle, Ills.

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars
A. J. Phillips Co., Fenton, Mich.

Coat Hanger (Folding)
Leader Mfg. Co., Hartford, Conn.

Coat, Hat and Ceiling Hooks
John H. Graham & Co., New York

Coffee and Spice Mills
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila, Pa.
W. H. Glenny & Co., Rochester, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y.

Coil Springs (Door)
Pullman Mfg. Co., Rochester, N. Y.

Coke Forks
Geneva Tool Co., Geneva, O.

Conductor Pipe
Am'can Steel Roofing Co., Middletown, O

Contractors' Plows
Syracuse Chilled Plow Co., Syracuse, N. Y.

Contractors' Tools
John Stotz & Sons., Philadelphia, Pa.

Cooking Utensils (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Hooks
Geneva Tool Co., Geneva, O.

Corn Sheller, (Hand)
The Wm. Bayley Co., Springfield O.

Corundum Wheels
Pike Mfg. Co., Pike, N. H.

Cotton Hoes
Geneva Tool Co., Geneva, O.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Counters, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin
J. D. Warren Mfg. Co., Chicago, Ill.

Countersinks
C. E. Jennings & Co., New York

Cover Lifters, Stove
Fanner Mfg. Co., Cleveland, O.

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Curry Combs
John H. Graham & Co., New York

Cuspadors
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
J. Stevens Arms & Tool Co.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dairy Scales
Osgood Scale Co., Binghampton, N. Y.

Dampers
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleve., O.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.
Pullman Mfg. Co., Rochester, N. Y.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.

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Dormant Scales
Osgood Scale Co., Binghamton, N. Y.

Drawers, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Drawer Pulls
Griffin Mfg. Co., Erie, Pa.
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
C. E. Jennings & Co., New York
Keuffel & Esser Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Drawing Knives
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)

Dripping Pans
The Bronson Walton Co., Cleveland, O.

Drop Forgings
Thomson Drop Forge Co., Plantsville, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa

Duplicating Machines
Felix P. J. Dans Duplicating Co., N. Y.

Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
L. & I. J. White Co. Buffalo, N. Y.

Egg Beaters (Dover)
Holt Lyon Co., Tarrytown, N. Y.

Electric Bells and Supplies
John H. Graham & Co., New York

Elevator Enclosures and Bars
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Elevators
Kimball Bros. Co., Council Bluffs, Iowa
O'Neill Elevator Co., Philadelphia, Pa.

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.

Enamel Ware (Turquoise)
Reed Mfg. Co., Newark, N. Y.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Export Agents
John H. Graham & Co., New York

Fans (Ventilating, Ceiling)
The A. Rosenberg Co., Baltimore, Md.

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Faucets, Metal
John H. Graham & Co., New York

Faucets, Wood
John Sommer's Son, Newark, N. J.

Fences (Stel Picket)
Glen Mfg. Co., Ellwood City, Pa.

Fences (Wire)
Glen Mfg. Co., Ellwood City, Pa.

Fences, Wire and Iron
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Stewart Iron Works, Cincinnati, O.
Van Dorn Iron Works Co., Cleveland, O.

Field Hoes
Geneva Tool Co., Geneva, O.

Files
G & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.
N. A. Watson, Erie, Pa.

Filters, Water
N. A. Watson, Erie, Pa.

Fire Arms
Alfred Field & Co. New York
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Pots
Clayton & Lambert Mfg. Co., Detroit, Mich.

Fishing Floats
J. M. Mast Mfg. Co., Lititz, Pa.

Fishing Tackle
Clark, Horracks Co., Utica, N. Y.
The Horton Mfg. Co., Bristol, Conn.
J. M. Mast Mfg. Co., Lititz, Pa.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Flintstone Enamel Steel Ware
Reed Mfg. Co., Newark, N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila., Pa.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Furnace Shovels ("Tropic")
Avery Stamping Co., Cleveland, Ohio.

Galvanized Hoops, Bars & Bands
Harold McCalla, Philadelphia, Pa.

Galvanized Ware
Reed Mfg. Co., Newark, N. Y.

Galvanized Wire
Fuller Bros. & Co., New York

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
W. H. Glenny & Co., Rochester, N. Y.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges
The H. H. Mayhew Co., Shelburne Falls, Mass.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.

Glass Cutters
W. L. Barrett, Bristol, Conn.
Fletcher, Terry & Co., Forestville, Ct.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Glue
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O
Geneva Tool Co., Geneva, O.

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grates
Blacklock Foundry, South Pittsburgh, Tenn.

Grist Mills (Hand)
The Wm. Bayley Co., Springfield, O.

Gummers, Saw
Henry Disston Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Hack Saws
Diamond Saw & Stamping Co., Buffalo, N. Y.
West Haven Mfg. Co., New Haven, Conn

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Halter Chains
Covert Mfg. Co., West Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y.

Hammers
Henry Chenney Hammer Co., Little Falls, N. Y.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York
Franklin Specialty Co., Reading, Pa.

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Hand Carts
Syracuse Chilled Plow Co., Syracuse, N. Y.

Handles, Tool
Berger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.
Richards Mfg. Co., Aurora, Ills.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.
W. H. Glenny & Co., Rochester, N. Y.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Richards Mfg. Co., Aurora, Ills.
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Cabinets
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York

Hardware Shelving
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties
Alfred Field & Co., New York
Enterprise Mfg. Co. of Pa., Phila.
Robert Murray, New York
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Franklin Specialty Co., Reading, Pa.
E. E. Josef, Mfg. Co., Buffalo, N. Y.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., West Troy, N. Y.

Hatchets
Franklin Specialty Co., Reading, Pa.

Hasps and Staples
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Header Forks
Geneva Tool Co., Geneva, O.

Heaters (Carriage)
Standard Stamping Co., Marysville, O.

Hinges
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Hoist (Chain)
Jos. F. McCoy Co., New York.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware
Blacklock Foundry, South Pittsburgh, Pa.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York

Horse and Cattle Ties
Covert Mfg. Co., West Troy, New York
Oneida Community, Ltd., Kenwood, N. Y.

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Holders, Pillow Sham and Dust Pan
E. E. Josef Mfg. Co., Buffalo, N. Y.

Household Specialties
W. H. Glenney & Co., Rochester, N. Y.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
John H. Graham & Co., New York
North Bros., Mfg. Co., Philadelphia

Ice Creepers
Blair Husking Glove Co., Bucyrus, O.
Edwin B. Stimpson & Son, New York

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Franklin Specialty Co., Reading, Pa.

Ice Tools
W. H. Glenny & Co., Rochester, N. Y.
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.
John Stortz & Son, Phila., Pa.

Injectors
N. A. Watson, Erie, Pa.

Injectors, Excelsior
N. A. Watson, Erie, Pa.

Inverted Light
Wiederhold Light Co., New York, N. Y.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron and Steel
Harold McCalla, Philadelphia, Pa.

Iron Works
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

"Japalac"
Glidden Varnish Co., Cleveland, O.

Job Lots
Chas. Weiland, New York, N. Y.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.

Ladders, Folding
Udell Works, Indianapolis, Ind.
Berger Bros. Co., Philadelphia

Lamps, Bicycle
John H. Graham & Co., New York

Lanterns
Hurwood Mfg. Co., Bridgeport, Conn.
R. E. Dietz & Co., New York, N. Y.

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Lawn Fences
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Rakes
Geneva Tool Co., Geneva, Ohio

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh, New York
Globe Lawn Mower Mfg. Co., Reading, Pa.
Philadelphia Lawn Mower Co., Philadelphia, Pa.

Lawn Tools
Geneva Tool Co., Geneva, Ohio

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York
John Sommer's Son, Newark, N. J.
Leader Mfg. Co., Hartford, Ct.

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Light (Inverted)
Wiederhold Light Co., New York, N. Y.

Lighting Systems
American Gas Machine Co., Albert Lea, Minn.

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks and Knobs
John H. Graham & Co., New York

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lubricators
Geo. W. Cole Co., New York, N. Y.

Machinists' Tools
Barnes Tool Co., New Haven, Conn.
Henry Disston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mail Boxes
Vermont Slate Co., Zanesville, Ohio
Smith Bros. Mfg. Co., Indianapolis, Ind

Mallets
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New York

Manufacturers' Agents
John H. Graham & Co., New York
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Manure Hooks
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City, New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa., Phila.

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Measuring Tapes
Alfred Field & Co., New York
John H. Graham & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Metal Ceilings
Northrup, Coburn & Dodge Co., New York, N. Y.

Metal Side Walls
Northrup, Coburn & Dodge Co., New York, N. Y.

Mills, Coffee and Spice
The Wm. Bayley Co., Springfield, O.
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nail Sets
John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Sawyer Tool Mfg. Co., Fitchburg, Mass.

Needles
Alfred Field & Co., New York

Nippers
Alfred Field & Co., New York
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburgh, Pa.

Office Railings
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans (Safety)
Vermont Slate Co., Zanesville, Ohio

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, O

Ovens, Gas Stove
Schofield & Co., Freeport, Ills.

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
E. E. Nice, Philadelphia, Pa.
Geo. W. Pitkin Co., Chicago, Ill.

Paint Specialties
Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.

Paper Boxes
National Metal Edge Box Co., Philadelphia, Pa.

Paper Clips
Cushman & Dennison, New York

Paviors' Tools
John Stortz & Sons, Phila., Pa.

Patents
Davis & Davis, New York

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Perforated Metals
Edwin B. Stimpson & Son, New York

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Harnes Tool Co., New Haven, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Planters' Hoes
Geneva Tool Co., Geneva, O.

Plated Ware
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York

Plates, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers
Hurwood Mfg. Co., Bridgeport, Conn.

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
Alfred Field & Co., New York
John Chatillon & Sons, New York

Pocket Knife Tool Kit
U. J. Ulery, New York, N. Y.

Polish, Stove
Black Satin Polish Co., New York, N. Y.
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Stove Polish Co., Chicago, Ills.

Polishes, Liquid
Geo. W. Huffman, Indianapolis, Ind. and New York

Polishes, Paste
Geo. W. Huffman, Indianapolis, Ind. and New York

Portable Revolving Whip Rack
John H. Best, Galva, Ill.

Postal Scales
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers
John H. Graham & Co., New York
F. E. Kohler & Co., Canton, Ohio

Potato Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Pressed Steel Tiling and Brick
Northrup, Coburn & Dodge Co., New York, N. Y.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting
F. E. Myers & Bro., Ashland, Ohio

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches
Chandler & Farquhar, Boston
The H. H. Mayhew Co., Shelburne Falls, Mass.

Punches, Spring
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

Radiators
Rochester Radiator Co., Rochester, N. Y.

Railings, Wire and Iron
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Stewart Iron Works, Cincinnati, O.

Rail, Barn Door
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses
Magnolia Metal Co., New York

Railways
M. V. Richards, Land & Ind. Agt., Southern Ry., Washington, D. C.

Raisin Seeders
Enterprise Mfg. Co. of Pa., Phila.

Rakes
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York

Razors
Alfred Field & Co., New York
Jos. Rodgers & Sons, New York and Sheffield, England

Razor Grindstones
Pike Mfg. Co., Pike, N. H.

Razor Guards
L. T. Weiss, Brooklyn, N. Y.

Razors, Safety
Kampfe Brothers, New York
Gem Cutlery Co., New York
Reichard & Schneber Mfg. Co., New York, N. Y.

Reamers
C. E. Jennings & Co., New York
Wiley & Russell Mfg. Co., Greenfield, Mass.

Reels, Wood
John Sommer's Son, Newark, N. J.

Reels, Rope
Udell Works, Indianapolis, Ind.

Registers, Warm Air
Berger Bros. Co. Philadelphia

Revolvers
Harrington & Richardson Arms Co., Worcester, Mass.

Revolving Horse Hay Rakes
Geneva Tool Co., Geneva, O.

Rifflers
The H. H. Mayhew Co., Shelburne Falls, Mass.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Riveters
F. H. Smith Mfg. Co., Chicago, Ill.

Rivets
Berger Bros. Co., Philadelphia
Garland Nut & Rivet Co., Pittsburgh, Pa.
C. C. & E. P. Townsend, New Brighton, Pa.

Roasters and Bakers
The Bronson Walton Co., Cleveland, O

Roof Bolts
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies
Am. Steel Roofing Co., Middletown, O.
Berger Bros. Co., Philadelphia
National Sheet Metal Roofing Co., Jersey City, N. J.
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Metal Shingles and Tiles
National Sheet Metal Roofing Co., Jersey City, N. J.

Roof Rods
Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic
Stowell Mfg. Co.: Jersey City, N. J.

Rules
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Rules, Steel
Keuffel & Esser, New York, N. Y.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Sad Irons
Blacklock Foundry, South Pittsburgh, Tenn.
Enterprise Mfg. Co. of Pa., Phila.

Sad Iron Handles
Enterprise Mfg. Co. of Pa., Phila., Pa.
Fanner Mfg. Co., Cleveland, Ohio

Sand and Emery Paper
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Sash Balances, (Spring)
Pullman Mfg. Co., Rochester, N. Y.

Sash Chain and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sash Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners
Champion Safety Lock Co., Geneva, O.

Sash Fixtures
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Lifts
Champion Safety Lock Co., Geneva, O.

Sash Locks
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sash Locks, (Ventilating)
Pullman Mfg. Co., Rochester, N. Y.

Sash Ribbon and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sausage Stuffers
Enterprise Mfg. Co. of Pa., Phila.

Saws
Henry Disston & Sons, Phila., Pa.
C. E. Jennings & Co., New York
E. C. Atkins & Co., Cincinnati, Ohio.

Saws, Butchers'
John Chatillon & Sons, New York

Saw Gummers
Ajax Mfg. Co., Pittsburgh, Pa.

Saw Sets
Alfred Field & Co., New York
Charles Morrill, New York

Saw Tools
C. E. Jennings & Co., New York

Scales
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York
Osgood Scale Co., Binghampton, N. Y.
Pelouze Scale & Mfg. Co., Chicago

Scrapers, Drag and Wheel
Syracuse Chilled Plow Co., Syracuse N. Y.

Screen Doors
A. J. Phillips Co., Fenton, Mich.

Screen Door Catches
Caldwell Mfg. Co., Rochester, N. Y.

Screen Door Pulls
Champion Safety Lock Co., Geneva, O.

Screws
Robert Murray, New York

Screw Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Screw Drivers
John H. Graham & Co., New York
Hurwood Mfg. Co., Bridgeport, Conn.
C. E. Jennings & Co., New York
H. H. Mayhew Co., Shelburne Falls, Mass.
North Bros., Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Drivers (Indestructible)
Thomson Drop Forge Co., Plantsville, Conn.

Screw Plates
Alfred Field & Co., New York
Walworth Mfg. Co., Boston Mass.
Wiley & Russell Mfg. Co., Greenfield, Mass.

Scythes and Grass Hooks
Alfred Field & Co., New York

Scythe Rifles
Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush
Geneva Tool Co., Geneva, O.

Scythe Stones
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike, N. H.

Sectional Shelving
J. D. Warren Mfg. Co., Chicago

Seals
Schwerdtle Stamp Co., Bridgeport, Conn

Settees, Iron
Stewart Iron Works, Cincinnati, O.

Sharpening Machines
John Chatillon & Sons, New York

Sharpening Stones
Pike Mfg. Co., Pike, N. H.

Shears, Compound Portable Leverage
Chas. Swan & Co., Corry, Pa.

Shears and Scissors
Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

Sheep Shearing Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Shelving, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Shingles and Tiles
National Sheet Metal Roofing Co., Jersey City, N. J.

Ship Carpenters' Tools
L. & I. J. White Co., Buffalo, N. Y.

Shoe Lasts and Stands
Blacklock Foundry Co., South Pittsburg, Tenn.

Shoe Shiners
Piqua Bracket Co., Piqua, Ohio

Shot Guns
Harrington-Richardson Arms & Tool Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovels
A. J. Phillips Co., Fenton, Mich.
Geneva Tool Co., Geneva, O.

Shovels, Spades and Scoops
Avery Stamping Co., Cleveland, Ohio.

Show Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Sidewalk Chisels
Geneva Tool Co., Geneva, O.
L. & I. White Co., Buffalo, N. Y.

Sidewalk Cleaners
Geneva Tool Co., Geneva, O.

Sidewalk Cleaners ("Klondyke")
Avery Stamping Co., Cleveland, Ohio.

Sidewalk Lights
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Sidewalk Scrapers
Geneva Tool Co., Geneva, O.

Sidewalk Shovels
Geneva Tool Co., Geneva, O.

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Silver Ware
Luther Boardman & Son, East Haddam, Conn.

Sink Strainers
F. H. & E. B. Vrooman, Chicago, Ill

Sinks, Cast Iron
Blacklock Foundry, South Pittsburgh, Tenn.

Skates
Cycle Skate and Sporting Goods Co., New York, N. Y.

Skewers
John Chatillon & Sons, New York

Skylights, Galvanized Iron and Copper
National Sheet Metal Roofing Co., Jersey City, N. J.

Slaw Cutters
Enterprise Mfg. Co. of Pa., Phila.
Henry Disston Sons, & Philadelphia, Pa.
C. E. Jennings & Co., New York
The J. M. Mast, Mfg. Co., Lititz, Pa.

Snow Shovels ("Alaska")
Avery Stamping Co., Cleveland, Ohio.

Soapstone Foot Warmers
Pike Mfg. Co., Pike, N. H.

Soapstone Griddles
Pike Mfg. Co., Pike, N. H.

Solder
Berger Bros. Co., Philadelphia

Spading Forks
Geneva Tool Co., Geneva, O.

Speaking Tubes
Berger Bros. Co., Philadelphia

Specialties, Hardware and Household
Parks & Parks, Troy, N. Y.

Spikes
Fuller Bros. & Co., New York

Spiral Screw Drivers
North Bros. Mfg. Co., Phila, Pa.

Spoke Shaves
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Spring Balances
John Chatillon & Sons, New York

Spring Hinges
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Springs, Wire
John Chatillon & Sons, New York

Squares, Steel
L. S. Starrett Co., Athol, Mass.

Stamps, Steel
Schwerdtle Stamp Co., Bridgeport, Conn

Staple Pullers
Cronk & Carrier Mfg. Co., Elmira, N. Y

Stay Rollers
Cronk & Carrier Mfg. Co., Elmira, N. Y.
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Steamfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
Barnes Tool Co., New Haven Conn.

Steam, Water and Gas Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Walworth Mfg. Co., Boston, Mass.

Steel
American Tube & Stamping Co., Bridgeport, Conn.

Steel Hinges, Spring
Bommer Bros., Brooklyn, N. Y.

Steel, Hoop and Band
Harold McCalla, Philadelphia, Pa.

Steel Letters and Figures
Schwerdtle Stamp Co., Bridgeport, Conn

Steel Measuring Tapes
Keuffel & Esser, New York
L. S. Starrett Co., Athol, Mass.

Steel Roofing
Am. Steel Roofing Co., Middletown, O.

Steel Rules
L. S. Starrett Co., Athol, Mass.

Steel Skips
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stencils
Schwerdtle Stamp Co., Bridgeport, Conn

Step Ladders (Rolling)
Bicycle Step Ladder Co., Chicago, Ill.
Ebbing Mfg. Co., St. Louis, Mo.

Stocks and Dies
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Wiley & Russell Mfg. Co., Greenfield, Mass.

Stone Hooks
Geneva Tool Co., Geneva, O.

Store Fixtures
J. D. Warren Mfg. Co., Chicago

Store and Warehouse Trucks
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stoves
So. Erie Iron Works, Erie, Pa.

Stove Trimmings
Fanner Mfg. Co., Cleveland, O.

Strapping Belts
Ames Sword Co., Chicopee, Mass.

Street Hoes
Geneva Tool Co., Geneva, O.

Strops, Razor
Alfred Field & Co., New York
Gem Cutlery Co., New York, N. Y.
Gibford Mfg. Co., Adrian, Mich.
Kampfe Bros., New York, N. Y.

Sugar Beet Tools
Geneva Tool Co., Geneva, O.

Sugar Kettles
Blacklock Foundry, South Pittsburgh, Tenn.

Squares, Steel
Henry Disston & Sons, Inc., Phila., Pa.

Swing Chair
Haggard & Marcusson, 425 So. Cancal St., Chicago, Ill.

Tables, Folding
Udell Works, Indianapolis, Ind.

Tack Pullers
John H. Graham & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Tackle Blocks
Boston & Lockport Block Co., Boston, Mass.

Tailors' Shears
R. Heinisch's Sons Co., Newark, N. J.

Taps
Wiley & Russell Mfg. Co., Greenfield, Mass.

Ten Cent Specialties
Franklin Specialty Co., Reading, Pa.

Thistle and Dock Diggers
Geneva Tool Co., Geneva, O.

Tinners' and Roofers' Supplies
Berger Bros. Co., Philadelphia
National Sheet Metal Roofing Co., Jersey City, N. J.

Tinners' Snips
R. Heinisch's Sons Co., Newark, N. J.

Tool Chests and Cabinets
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York
Am. Tool Chest Co., New York, N. Y.

Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Geneva Tool Co., Geneva, O.
Hurwood Mfg. Co., Bridgeport, Conn.
C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia, Pa.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
L. & I. J. White Co., Buffalo, N. Y.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Walworth Mfg. Co., Boston, Mass.

Toys, Iron
Arcade Mfg. Co., Freeport, Ills.

Transom Chains
Smith & Egge Mfg. Co., Bridgeport, Conn

Traps, Rat and Mouse
Smith & Egge Mfg. Co., Bridgeport, Conn
J. M. Mast Mfg. Co., Lititz, Pa.

Trouser and Skirt Hanger
Caldwell Mfg. Co., Rochester, N. Y.
Pullman Mfg. Co., Rochester, N. Y.

Trowels
Henry Disston & Sons, Philadelphia
Alfred Field & Co., New York
C. E. Jennings & Co., New York

Trucks, Store
John Chatillon & Sons, New York
John H. Graham & Co., New York

Tube Expanders
Ajax Mfg. Co., Pittsburgh, Pa

Tubes, Seamless Drawn
American Tube & Stamping Co., Bridgeport, Conn.

Tubing
American Tube & Stamping Co., Bridgeport, Conn.

Turnbuckles
Columbus Bolt Works, Columbus, O.

Twist Drills
C. E. Jennings & Co., New York

Valves, Pump
Berger Bros. Co., Philadelphia
F. E. Myers & Bro., Ashland, Ohio

Vases, Iron
Stewart Iron Works, Cincinnati, O.

Varnishes
Adams & Elting Co., Chicago, Ills.
Glidden Varnish Co., Cleveland, O.
E. E. Nice, Philadelphia, Pa.

Ventilating Sash Locks
Champion Safety Lock Co., Geneva, O.

Ventilators
Berger Bros. Co., Philadelphia

Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
John H. Graham & Co., New York
Walworth Mfg. Co., Boston, Mass.

Wagon Jacks
Covert Mfg. Co., West Troy, N. Y.
Lane Bros. Co., Poughkeepsie, N. Y.
J. V. Hankinson, Franklin, Ohio.

Wagon Scales
Osgood Scale Co., Binghampton, N. Y.

Washers, Iron and Steel
Columbus Bolt Works, Columbus, O.

Washing Machines
Blackstone Mfg. Co., Jamestown, N. Y.
H. F. Brammer Mfg. Co., Davenport, Ia.
Boss Washing Machine Co., Cinn., O.
White Lily Washer Co., Davenport, Ia.
Wayne Mfg. Co., St. Louis, Mo.

Water Coolers
Buffalo Mfg. Co., Buffalo, N. Y.

Water Filters
Fulper Pottery Co., Flemington, N. J.

Water Motors
The A. Rosenberg Co., Baltimore, Md.

Wheelbarrows
Bryan Mfg. Co., Bryan, Ohio
Syracuse Chilled Plow Co., Syracuse, N. Y.

Whip Rack and Display Stand
John H. Best, Galva, Ill.

Window Screens and Doors
John H. Graham & Co., New York
A. J. Phillips Co., Fenton, Mich.

Window Stop Adjusters
H. B. Ives Co., New Haven, Conn.

Wire, Coiled Spring
John Chatillon & Sons, New York

Wire Cloth
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco
Buffalo Wire Works Co., Buffalo, N. Y.

Wire Gates, Fences and Fencing
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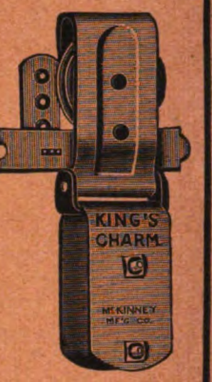
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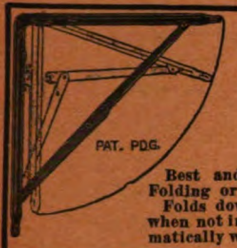


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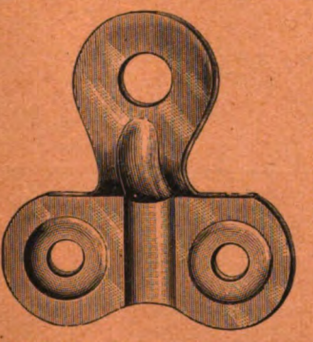
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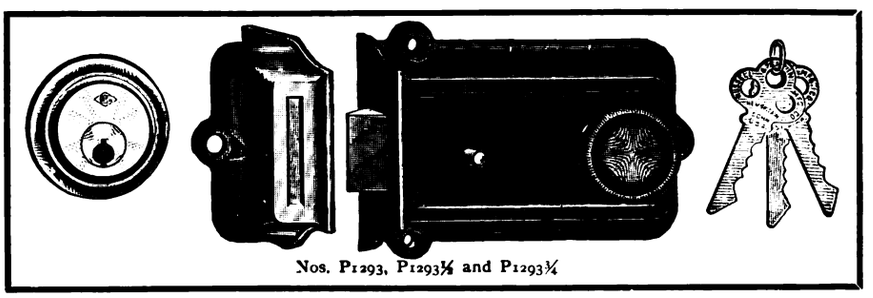
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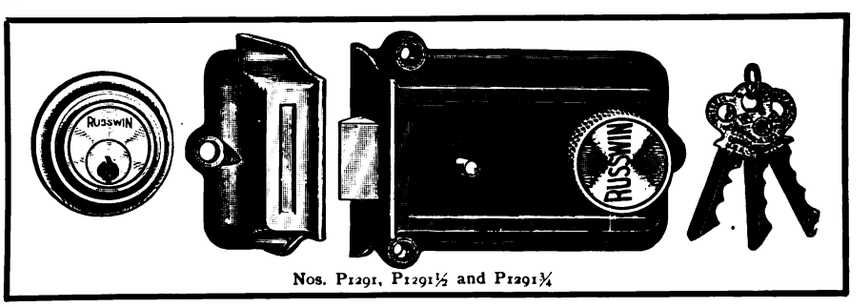
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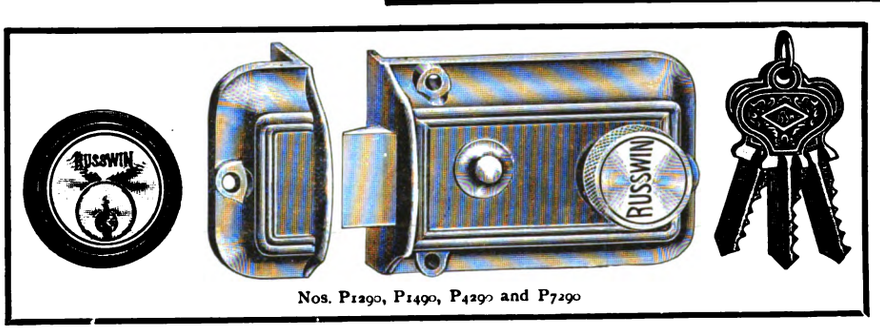

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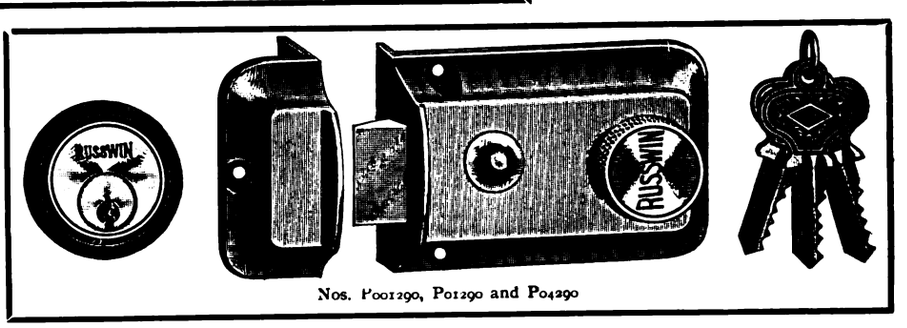
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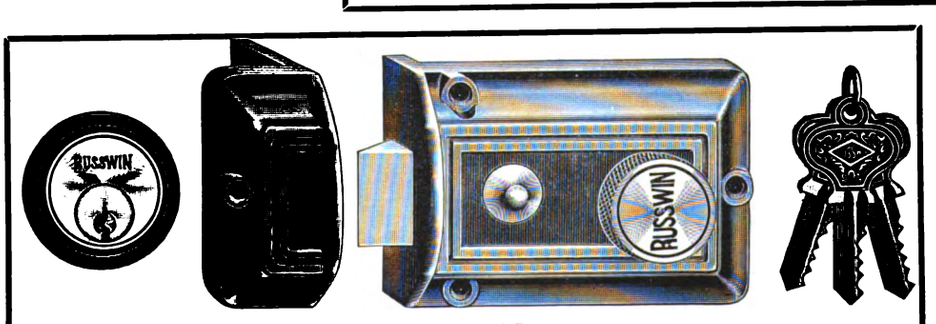
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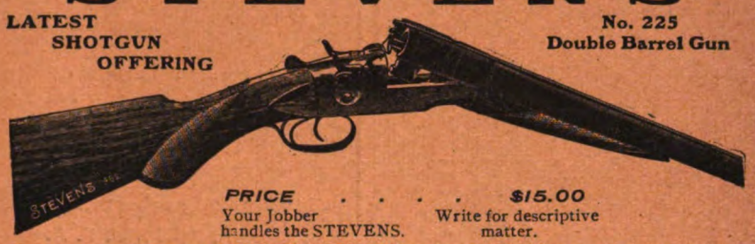
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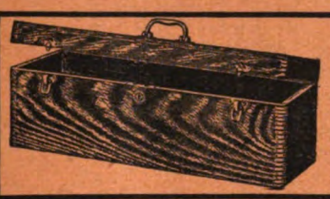


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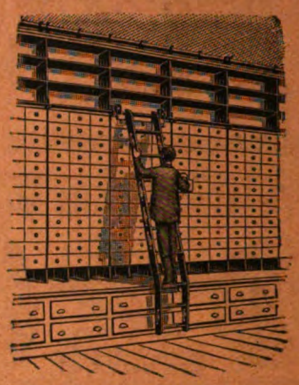


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KEUFFEL & ESSER CO.

127 Fulton Street, New York.

Manufacturers of

MEASURING TAPES

Steel, Metallic, Linen, Ass-Skin, Steel and Linen Pocket Tapes

OUR GUARANTY: *Best Material, Highest Grade Workmanship, Greatest Accuracy.*

HIGHEST AWARD, GRAND PRIZE, ST. LOUIS, 1904

SEND FOR OUR CATALOGUE

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HOBOKEN, NEW JERSEY.

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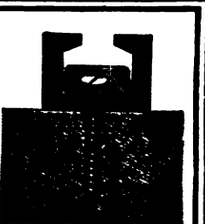
111 Madison St., Chicago.
812 Locust St., St Louis.
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MORE SHELF ROOM

Easily secured without increasing the size of the store by using

BAINES SHELF BRACKETS

Adjustable or Fixed





The accompanying cuts show the entire absence of obstructions, usually found on Hardware shelves; the manner of adjustment; and the way they are attached to the walls.

Our catalogue "H," for Hardware men, tells how to estimate the number of brackets required, how to install them, etc, It will be of interest to any merchant.

PIQUA BRACKET CO. PIQUA, O.

INDESTRUCTIBLE

Prepare for the worst by getting the best Screw Driver on the market to-day—THOMPSON'S

INDESTRUCTIBLE SCREW DRIVER

It is drop-forged from the best steel—cap, ferrule and blade, which latter is of one piece, extending through handle to cap.

GUARANTEED AT EVERY POINT

It will not break, nor bend, nor will its handle split under the heaviest blows.

Its price will please you and your customers.

We make Drop-Forgings of every description. Tell us your wants in this line and let us quote you prices.

Mention HARDWARE

THE THOMSON DROP FORGE CO.

PLANTSVILLE, CONN.





BEFORE placing your orders for the Holiday trade for Chafing Dishes, Five O'clock Teas, Coffee Extractors, Crumb Trays and Scrapers, Baking Dishes, etc., it may be to your interest to write for an Illustrated Catalogue to

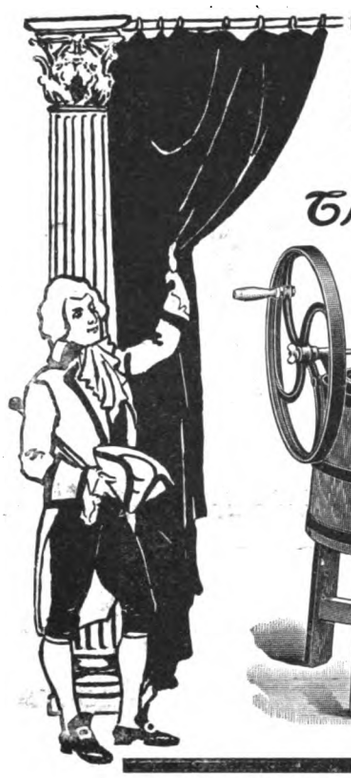
The Buffalo Mfg. Co.

444 Niagara St., BUFFALO, N. Y.

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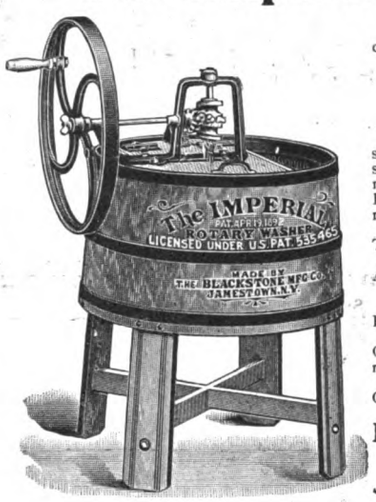


Not all Washers are what they appear to be But—

"A Look Behind The Scenes"

substantiates our every claim for

The Imperial Rotary



It excels because it is excellent in every respect:
Construction,
Capacity for good work,
Easy operation,
Noiselessness.

Its sliding cylinder on square post makes it the strongest Rotary on the market. All Steel Roller Bearings give it speed and make it noiseless.

Tub extra large.

All castings in Gold and Aluminum Bronze.

Handsomely finished.

Our catalogue tells of the rest of our line.

Get it to-day.

Blackstone Mfg. Co.
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The World's Standard
"Pullman" Coil Door Springs



Price guaranteed to date of ship ment.

We are booking orders now for Spring De-l.very.

Malleable Iron Hooks
No. 209 Japanned Screw Eyes

PULLMAN MFG. COMPANY
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78 YEARS. ESTABLISHED 1825. 78 YEARS.

CELEBRATED **HEINISCH** SHEARS,
ACKNOWLEDGED THE BEST.

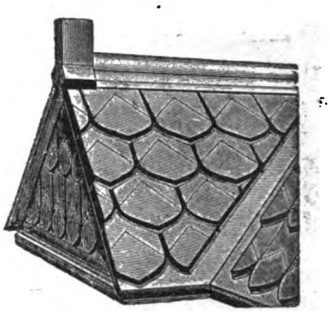


Tailors' Shears, Trimmers, Scissors, Tinners' Snips, Etc.

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METAL SHINGLES AND TILES

from Tin, Galvanized Tin and Copper, earn easy and good profits for Hardwaremen.



Best for Country Houses

because they are rust, storm and fire proof. Least costly as they require no painting and after care.

We have a large variety of styles.



Let us tell you of special proposition in detail. Drop us a line.

MENTION HARDWARE

The National Sheet Metal Roofing Co.

239-245 GRAND ST., JERSEY CITY, N.J.



If you don't know where to get the best

5, 10, 15 CENT SPECIALTIES

like Hammers, Ice Picks, Toilet Paper Holders, etc., come to us.

Their quality and finish leave nothing to be desired.

Send for a sample order and be convinced.

FRANKLIN SPECIALTY CO.
807-9 Cherry St., Reading, Pa.

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall or ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

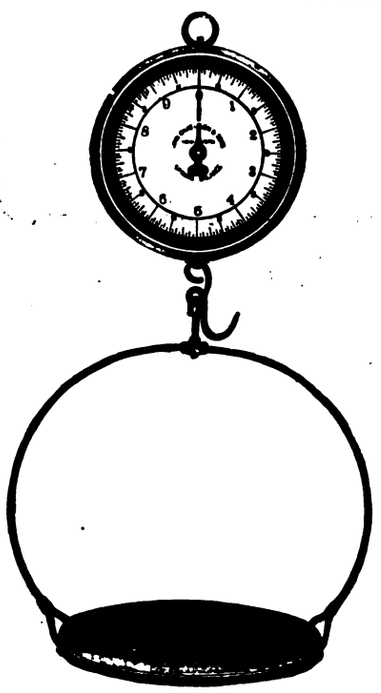
Address Dept. H,

THE **American Steel Roofing Co.**
Middletown, O.

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CHATILLON SPRING SCALES.

OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chatillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

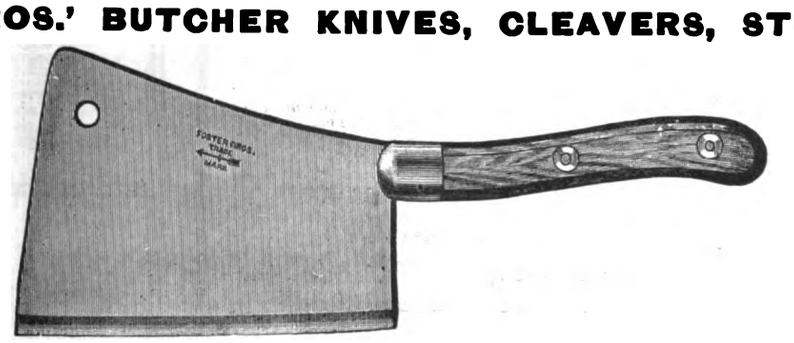


has our name as makers plainly on the dial, thus:

John Chatillon & Sons. Makers. New York. U.S.A.

and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.

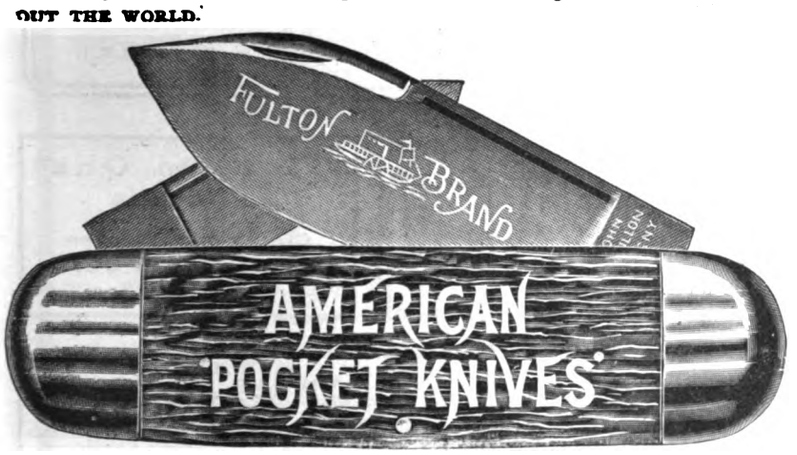


These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.



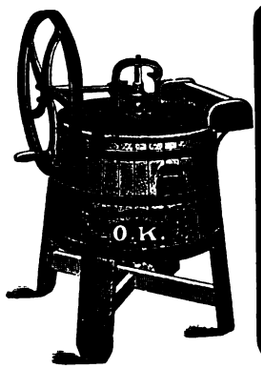
Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

ESTABLISHED 1835

JOHN CHATILLON & SONS, New York City.

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DON'T WAIT

until some other Hardware Merchant is selling all the O. K. Washing Machines in your vicinity.

Take up their sale now,—before some of your competitors,—and you'll have the prestige of being first to sell the O. K. Washing Machine.

The O. K. Washers are a little better, and a little different from other Washing Machines.

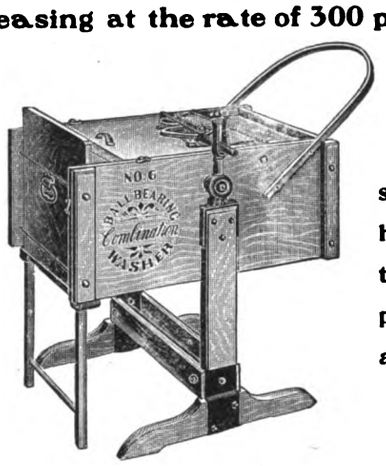
Our little booklet tells all about them. Free on request.

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1,500,000

WAYNE WASHERS sold up to the present time And increasing at the rate of 300 per day.

We make 23 different styles of washing machines, and dealers can supply their entire wants from our factory.



A complete stock carried on hand at all times. Ask for prices and catalogue.

This machine combines the reciprocal pin wheel motion, with the oscillitating movement of the whole suds box, by means of which we are enabled to double the capacity of the machine and wash clothes cleaner, quicker and with less labor than any other machine now on the market.

This machine is finished in the natural finish, or with mahogany stain finish, if so desired, with the outside iron parts finished in gold or silver bronze; the two finishes combined making it the most beautiful machine on the market. This machine is fitted with our new galvanized iron pin wheel, or with wood pin wheel, if so desired. The bearing of the machine works on sixteen steel rollers, which lightens the efforts of the person washing, one-half.

WAYNE WASHERS -- KLEAN KLOTHES

WAYNE MANUFACTURING CO., 100-124 Sidney St., ST. LOUIS, MO.



THE SMILE

THAT WONT COME OFF

Is always worn by the THRIFTY HOUSEWIFE who uses a

WHITE LILY WASHING MACHINE

WRITE FOR EXCLUSIVE AGENCY

WHITE LILY WASHER CO.

TOLEDO, OHIO DAVENPORT, IOWA

AGENCY **JOSEPH RODGERS & SONS, LTD.**

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, Ltd.

SHEFFIELD, ENGLAND

Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &s.

ALFRED FIELD & CO., 93 Chambers St., New York

Every Hardware Dealer

recognizes that an advertised article is four times easier to sell than an unadvertised one.

We have appropriated this season a good many thousand dollars for advertising our products in the large papers and magazines of national reputation. You are certain to have calls for:

The Hartmann Stockade Wire Fence
The Hartmann Steel Picket Fence
The Glen Steel Folding Mat

If your stock on these goods is low just drop us a line. You can't help selling them and run no risk in stocking up.

GLEN MFG. CO.
160 Mill St.
ELLWOOD CITY, - PA.

The Bullard

Automatic Wrench

The best combination Pipe, Monkey and Ratchet Wrench. Has no flaws, or faults. Strongest where other wrenches are weakest. Does quicker and better work than similar wrenches. Sells quicker, too.



Handiest for all

Un-Get-At-Able Places

Get our "Wrench Book." It tells a convincing tale.

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"Three in One" Lubricates

Prevents Rust, Cleans and Polishes

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Custom Made

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Fine Goods. Reasonable Prices.
Good Profits to Dealers. No Investment.
Agency Outfit Free.

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23 Years Experience. 3½ Acres Floors.

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Every "Pony" Rivetor is Guaranteed

to be made of malleable iron, and free from imperfections of workmanship or material.

Ask your Jobber for the "PONY"

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Carroll Ave. and St. Johns Ct.

CHICAGO, U. S. A.

A

POSITIVE,

FORCEFUL

SELLING AGENT

IS THE

QUALITY

OF THE



DISSTON SAWS

THEY

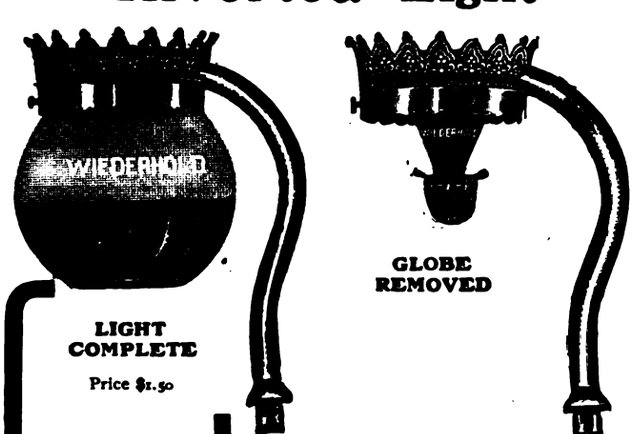
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TRADE.

HENRY DISSTON & SONS, INC.

PHILADELPHIA, PA.

The Wiederhold Inverted Light



LIGHT COMPLETE

Price $1.50

GLOBE REMOVED

The Best--Because

It never flashes back, blackens mantels nor smokes. Does not flicker.

It's ornamental, durable and gives

50 Per Cent. More Light

at less cost for gas and mantels. Fits any fixture—burns all kinds of gas.

Mark: Its Rays Are Downward.

We want a representative in every town. Write us.

The WIEDERHOLD LIGHT CO.

96 Warren St., New York

In the Home

The American Automatic Lighting System

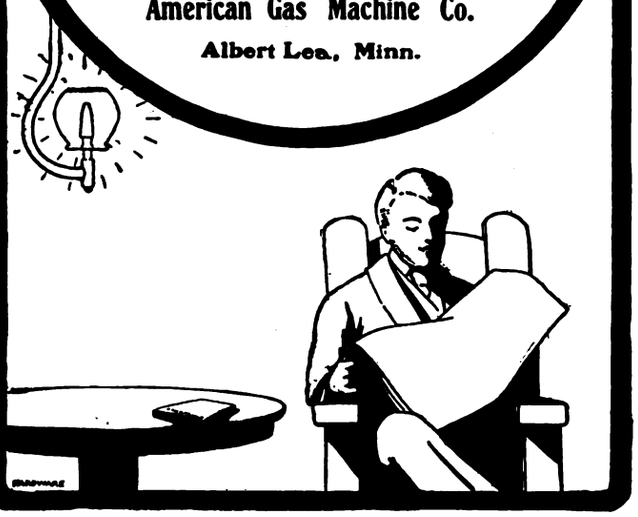
gives that steady, white and restful light so necessary for perfect reading. Hardware Dealers in all sections of the country are selling these lights to householders, merchants, farmers, churches, etc.

The "Automatic" system is the safest, simplest, most economical and reliable on the market. Wherever introduced they sell rapidly and satisfactorily.

Catalogs and estimates sent on receipt of store dimensions.

American Gas Machine Co.

Albert Lea, Minn.



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BALL ENDS or BLUNT POINTS

6 TINES
7 TINES

American Fork & Hoe Co.

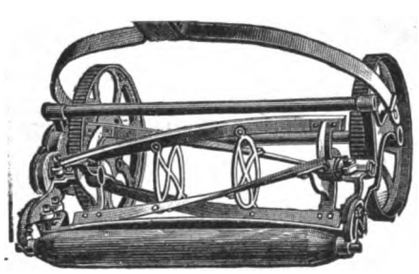
Send for Beet Tool Catalog.

CLEVELAND, O., U. S. A.

The 4 Big Lawn Mowers

Our Style A Is the Only ALL STEEL MOWER MADE

It has 10 inch wheel, 4-blade cylinder, train of 3 gears, double ratchet, making both wheels drivers. Three others—Style E, K and C—belong to the same combination.

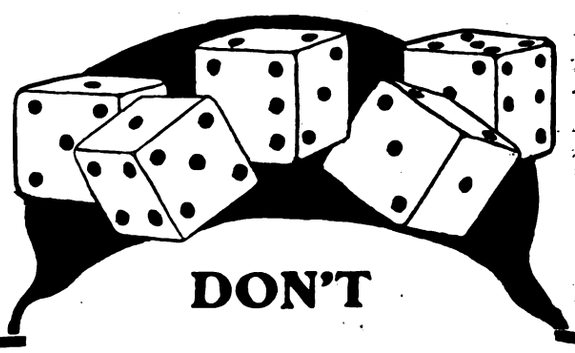


STYLE A

In each, the revolving cutters are without bar in centre have large, long bearings, and are the most satisfactory Lawn Mowers to sell. We have others shown in 1906 Catalogue. You ought to have a copy and see how complete our line is!

The Philadelphia Lawn Mower Co.

3101-09 Chestnut St., Philadelphia, Pa., U. S. A.



DON'T

Take chances on cheap Rubber Belting. It's a costly experiment. Try the

VOORHEES



RUBBER BELTING

From the very first we gained customers by the merit of our goods. We hold them to-day.

A trial order of Voorhees Belting will make you a customer.

VOORHEES RUBBER MFG. CO.
JERSEY CITY, N. J.

If you're Looking for First Class UP-TO-DATE BARROWS

ORDER THE ◆ ◆ ◆

Champions, the World's Best.

All Kinds of Wood and Steel Barrows.

THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.



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Keystone Padlocks

Are the liveliest sellers on the market today.

No wonder. They are incomparable for durability and lowest prices.

500 varieties of Padlocks and Night Latches to choose from—can you ask for more?

Armoured Steel Padlock No. 464

has solid bronze trimmings bronze metal top and cap with black steel shackle and case. Two nickel-plated corrugated keys go with it. An excellent seller.

Our complete catalog and prices will surprise you. Send for them to-day.

Keystone Lock Works

E. T. FRAIM, Prop.

Lancaster, Pa.



Armoured Steel Padlock No. 464

HARDWARE

Automobile Cycle Skate

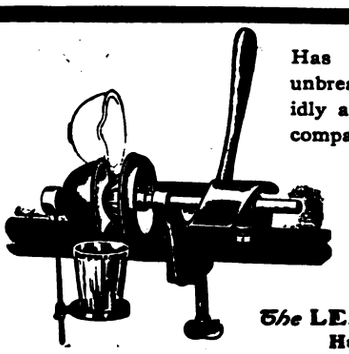


Our newest model. [illegible] size, extension 10 to 12 ins., ball bearings, 5-in. rubber tired wheels, metal parts sheet steel, finely nickel plated. Retail $10.00 per pair. With 4-in. wheel, $7.50 per pair.

Every dealer in Hardware, Sporting Goods, etc., will find it profitable to sell our line of Cycle Skates, as they appeal to both young and old, being adapted for use in Skating Rinks or on smooth sidewalks. Write for catalogue and trade discounts.

Cycle Skate and Sporting Goods Co.
37 Park Street, New York

The "Leader" Lemon Squeezer

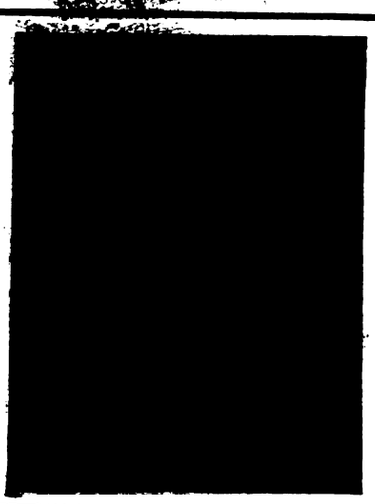


Has no loose parts. Is unbreakable. Works rapidly and thoroughly. Most compactly put together.

Two styles — nickel plated and Japanned.

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The LEADER MFG. CO.
Hartford, Conn.



Blacklock Andirons

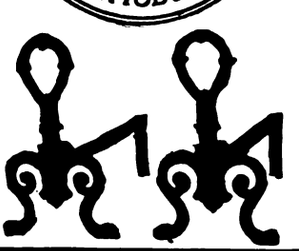
Add "the finishing touch" to any fire place. They are very popular. They sell. Their reputation will add "the finishing touch" to your business this Fall if you handle them.

We make a variety of them, from severely plain patterns in wrought iron, dead black finish to the most ornate and showy models, finished in gold or aluminum bronze.

They are an all-the-year round ornament and sell

In Season and Out of Season

BLACKLOCK FOUNDRY
SOUTH PITTSBURG, TENN.



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DIXON'S GRAPHITE

DIXON'S SILICA-GRAPHITE PAINT
DIXON'S PIPE JOINT COMPOUND
DIXON'S LUBRICATING GRAPHITE
DIXON'S PENCILS, CRAYONS, ETC.

VALUABLE CATALOGUE NO. 54-K FREE

JOSEPH DIXON CRUCIBLE CO.,
JERSEY CITY, N. J.

You have no risk on the quality.
We make only the best.



Sand Papers in Reams and Rolls — Flint Paper, Garnet Paper, Emery Paper, Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & Co.

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97 BEEKMAN STREET, NEW YORK.
143 MILK STREET, BOSTON.
162 LAKE STREET, CHICAGO.

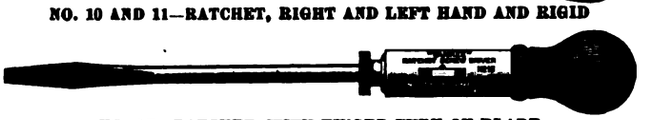
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ARE THE NEWEST, CLEVEREST AND QUICKEST SELLING

Ask Your Jobber About Them.



NO. 10 AND 11—RATCHET, RIGHT AND LEFT HAND AND RIGID



NO. 15—RATCHET, WITH FINGER TURN ON BLADE



NO 30 AND 31—SPIRAL RATCHET, RIGHT AND LEFT HAND AND RIGID

Send for "Yankee" Tool Book



NO. 40-41-44—AUTOMATIC DRILL



NO. 50—RECIPROCATING DRILL FOR WOOD OR METALS

NORTH BROS. MFG. CO.

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A STRONG COMBINATION.

We are Sole Agents in the United States for:

Joseph Rodgers & Sons, Limited,
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Best Cutlery in the World.
Best Steel Pens in the World.
Best Pliers, Nippers, &c., in the World.
Best Sheep Shears in the World.
Best Enamelled Signs in the World.
Best Steel Wire in the World.
Best Lawn Scythes and Grass Hooks.
Hedge and Garden Shears.

WAX WIRE

AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTERMAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

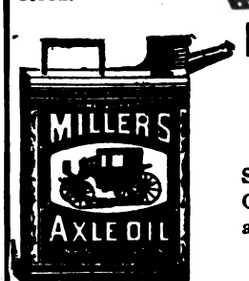
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Carriage Requisites

FRANK MILLER'S CARRIAGE TOP DRESSING

Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





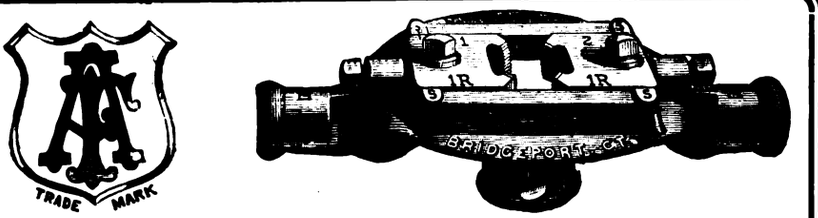
FRANK MILLER'S AXLE OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

THE FRANK MILLER CO.,
349 & 351 WEST 26TH STREET,
NEW YORK.

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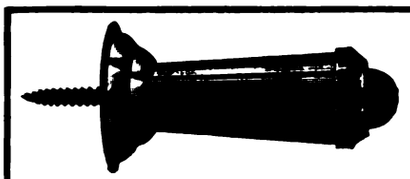
The ARMSTRONG TRADE MARK

on our Adjustable Stock, No. 2, and dies for threading brass pipe, is proof positive of qualities that make it a good seller. We can furnish these stocks with pipe dies or bolt dies, or both.

Will take ⅛ to 1 in. pipe dies; ½ to 1¼ in. bolt dies Send for catalog.

THE ARMSTRONG MFG. CO., Bridgeport, Conn.

NEW YORK OFFICE: 139 Centre St.



The Champion Metallic Base Knobs NEVER BREAK

(TRADE MARK)

Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all Finishes to match other hardware. Manufactured only by

THE CHAMPION SAFETY LOCK CO., Geneva, O.

BLASTING SUPPLY? Write for Prices and Particulars on

ELECTRIC EXPLODERS, ELECTRIC SAFETY FUSES, ELECTRIC TIME FUSES, ETC., TO

STAR ELECTRIC FUSE WORKS, Wilkes-Barre, Pa.



A Long (K)Night In HARDWARE

¶ For years retail hardware men have been groping in the dark, looking for some efficient way to increase their business—some of them have found it!

Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

¶ It enables you to sell goods to a *German*, a *Scandinavian* or *any* other foreigner who, even though he cannot speak English can *point* to what he wants.

¶ It improves the appearance of your store *100 per cent;* enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

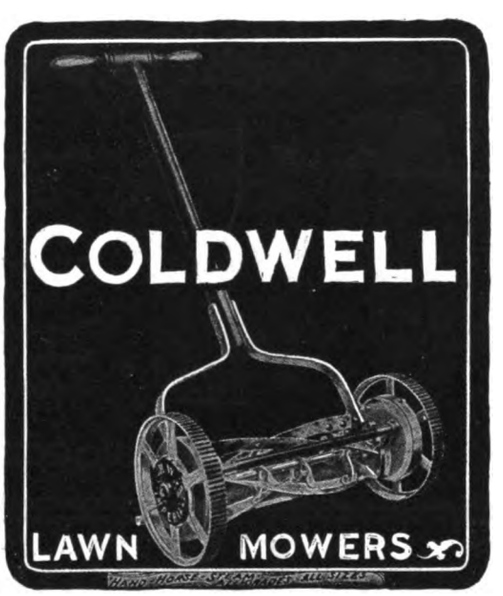
¶ Send dimensions of your store and let us supply you—FREE—with a color plate made to scale showing how *your* store will look when equipped with The Best Shelving in the world for your purpose.

¶ Remember the shelving is made on the unit plan—if you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

J. D. WARREN MANUFACTURING CO.
900 Masonic Temple, Chicago

THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Notary, Lodge and Corporation Seals,
Send for Catalogue. BRIDGEPORT, CONN.





A Round Century

In the Pottery business, and constantly "improving with age," we guarantee all our goods to be equal, if not superior to any in the market.

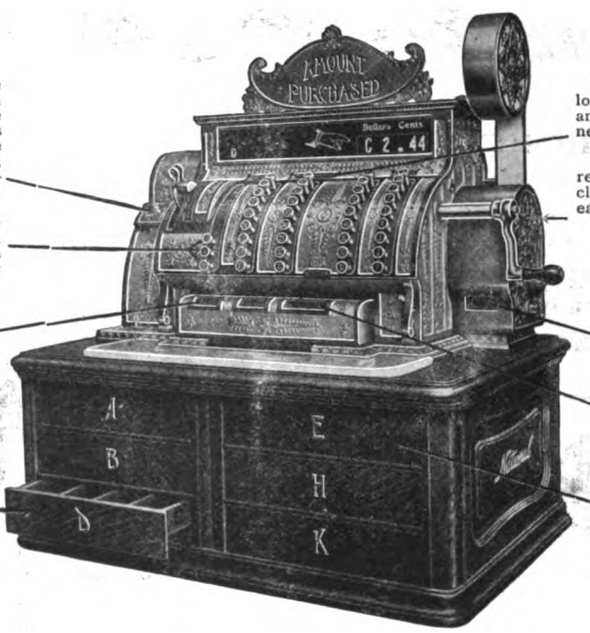
Our annual output over one million gallons. To appreciate the fulness of our line you ought to have our catalog. Get it to-day.

FULPER POTTERY CO., Flemington, N. J.

COLDWELL LAWN MOWERS
Hand, Horse, Motor Power
1906
Catalogue Now Ready
COLDWELL LAWN MOWER CO.
NEWBURGH, N. Y.

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WE MAKE CLERKS ACCURATE



Each clerk's sales are added separately on this counter. Separate counters under this hood give separate totals of charge sales, money received on account and money paid.

A new and complete system for credit sales, money received on account and money paid out.

This counter shows how many customers each clerk waited on during day.

If there is a mistake of fifty cents in this drawer, or a counterfeit coin or bill, you know that "D" clerk made the mistake.

This counter, under lock, tells proprietor any minute how business is running.

Under lock is private record of each sale and clerk who figures in each transaction

A receipt printed automatically goes to every customer. Shows amount, kind and clerk who made transaction. This receipt enforces proper record of every cent taken in by each clerk.

This counter shows total number of customers waited on during the day.

This drawer belongs to clerk "E." Each clerk has his own individual cash-drawer.

Cash Registers for every line of business and one price for all

Cut off here and mail to us today

NATIONAL CASH REGISTER COMPANY DAYTON OHIO

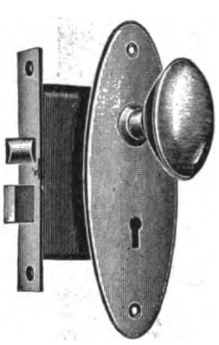
I own a _____ *store. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.*

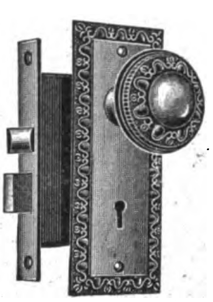
Name _____

Address _____

No. Clerks _____

You Ought to See the Rest of Our Line!

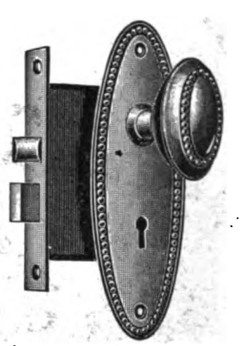




You will appreciate a copy of our catalogue. It gives full particulars and prices on our

Light Gray Iron Castings, Builders' Hardware, Dampers, Damper Clips, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes, Hardware Specialties.





The **TAYLOR & BOGGIS FOUNDRY CO., Cleveland, Ohio**

New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE LATHING,

"JERSEY" POULTRY NETTING AND FARM FENCING,

PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,

and every kind of

IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Freemont Street, SAN FRANCISCO.

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JUST A TRIAL



A JUST TRIAL

Is all we ask. It will substantiate all our claims for

DAUS' "TIP-TOP" DUPLICATOR

It Duplicates 50-150

Let-ters



In-voices

Menus

Circu-lars

Music

Thousands of pleased customers testify to this fact. Saves time, and money on your print bills.

Price $5. Ten Days' Trial Free!

THE FELIX P. J. DAUS DUPLICATOR CO.

111 JOHN ST., NEW YORK, U. S. A.

What's In A Nail?

A great deal, when the safety of life or limb depends on it.

To insure absolute security in

UDELL LADDERS

we use only the Udell Patent Barbed Wire nails in their construction.

These Nails clinch into the tough timber, binding all parts firmly together and giving Udell Ladders that substantial strength so necessary to such a rapid selling, trade satisfying article.

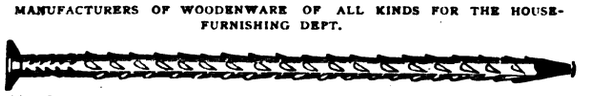
Such a word of explanation to your customers will secure you certain and profitable sales. Other "Reasons why" for the asking.



THE UDELL WORKS,

INDIANAPOLIS, IND.

MANUFACTURERS OF WOODENWARE OF ALL KINDS FOR THE HOUSE-FURNISHING DEPT.



THE UDELL PATENT BARBED WIRE NAIL



DEEP DIGGING

in un-get-at-able places is difficult with poor tools—easier with good ones—easiest with

The Best--Wyoming Shovels & Spades

They are absolutely THE BEST because the Back-Strap, which is below the line of wear, forms part of the socket.

The **Handle** cannot possibly work off.



There is Safety in all Shovels and Spades made with the **Pettebone** Safe to buy, sell and use. Our Trade Mark affords you

Additional Protection. It helps you sell our goods. **Back-Strap** It's to your interest to investigate our claims.

Start now— Write to-day. Mention HARDWARE

Wyoming Shovel Wks.

Wyoming, Pa.

THE WYOMING SHOVEL WORKS * WYOMING, PA., U.S.A. *

TRADE MARK

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BOARDMAN'S

SPOONS, FORKS ETC

QUALITY GUARANTEED.

MANUFACTURERS OF

FLAT TABLE WARE

SILVER PLATED, ALSO NICKEL SILVER (Without Plate)

HIGHEST GRADE ONLY.

SEND FOR CATALOGUE and PRICES

LUTHER BOARDMAN & SON,
EAST HADDAM, CONN.
ESTABLISHED 1840.

Tool Chests

All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use; also Tool Cabinets.

Machinists' and pipe fitters' empty Tool Chests.

Agents for Steel Tool Chests.

Send for Catalogue.

AMERICAN TOOL CHEST CO.
200 West Houston St., New York, U. S. A.

CORRESPONDENCE SOLICITED.
WRITE FOR PRICE LIST & DISCOUNT.
N. A. WATSON ERIE PA.

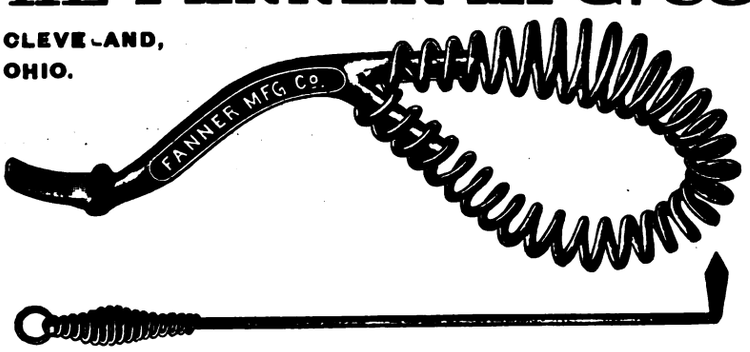
GARLAND NUT & RIVET Co. PITTSBURGH

RIVETS

FOR
TOYS
TANKS
HAMES
WAGONS
SKATES
HINGES
STOVES
TRUNKS
SHOVELS
CASTERS
BOILERS
TINWARE
BARRELS
IRONWORK
SUCKER-RODS
RIVETED PIPE
DOOR HANGERS
COTTON BALING
PRESSED STEEL WORK
HARDWARE SPECIALTIES
AGRICULTURAL IMPLEMENTS
&c. &c. &c.
PACKAGE WORK A SPECIALTY

THE FANNER MFG. CO.,

CLEVELAND,
OHIO.



Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.

WALKERS CROWN LIFTER AND SELF PULLER
WALKER'S
WALKER'S SELF-PULLER.
No. 17
Self-Pulling
No. 34
CORK SCREWS
Every one tested and guaranteed.
Manufactured only by
ERIE SPECIALTY CO., Erie, Pa.



Groenerd Arber Press

It Saves Marring, Upsetting, or Springing the Arbors; cleaning out the centres and taking off the dogs, etc., etc.

SEND FOR CIRCULAR.

Chandler & Farquhar Co.
121 Congress St., Boston, U. S. A

ADAM'S STEEL & WIRE WORKS.

Wire Fencing,
Ornamental Steel Fencing,
Window Guards,
Wire Signs,
Jail Work, etc.



Send for Catalogue.

ADAM'S STEEL & WIRE WORKS, JOLIET, ILLS.

Columbia
Can Opener

It never slips nor tears. A high-grade can opener at a low price—10 cts. retail. Discount most liberal to the trade. Send for it.

A. F. Meisselbach & Bro
30 PROSPECT STREET
NEWARK, N. J.

COLUMBIA

"Hold up! I'll take off my hat to the MYERS."



The name MYERS on Pumps and Hay Tools fixes their rank, indicates their quality and "separates them from the Goats," figuratively speaking.

That's why "all Hats Come Off" when the MYERS come in sight and why *The Glass Valve Takes Competition Off Its Feet.*



THE MYERS AND STAY-ON PUMPS, HAY TOOLS DOOR HANGERS

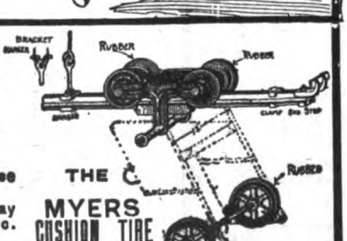
MEET ALL REQUIREMENTS.

Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.

Ask your Dealer for the Best Known Hay Carriers, Forks, Stayon Door Hangers, etc.

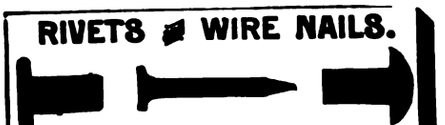
Write for Descriptive Circulars to

F. E. MYERS & BRO., Ashland, O.



THE MYERS CUSHION TIRE STORE LADDER.

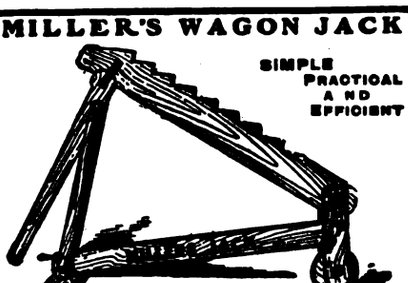
RIVETS & WIRE NAILS.



O. O. & E. P. TOWNSEND,
New Brighton, Penn.

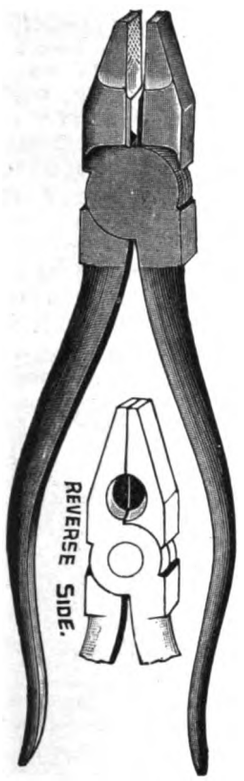
MILLER'S WAGON JACK

SIMPLE PRACTICAL AND EFFICIENT



If not handled by your Jobber we will supply your order. Manufactured by
J. V. HANKINSON, FRANKLIN, O.
Successor to Thos. F. Miller, Jr.

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Our No. 80 Lineman's Plier

The Cronk & Carrier Mfg. Co.
Elmira, N. Y.

Convenient
Durable
Powerful

Is a distinct step in advance of any other Lineman's Pliers on the market to-day.

Fit for the hardest kind of service.

Throat is round and will cut larger insulated wire than other Lineman's Pliers.

It will cut anything from music wire to 16 d Nails. None better for general use.

Five sizes: 5 in., 6 in., 7 in., 8 in., and 9½ in. lengths. Forged from best Tool Steel —fully warranted. We make the largest line of Pliers for Farmers' use.

Our Special Quotations will interest the dealer. Ask us about them when you write for catalogue.

Irvington Manufacturing Co.

Makers of

Drop forged Pliers, Clamps and Tools



Catalogue showing new goods mailed on application.

Write for prices.

SELLING AGENTS:

John H. Graham & Co., 113 CHAMBERS STREET, NEW YORK

118 to 122 Holborne, London, E. C., Eng. 123 California St., San Francisco, Cal. Copenhagen (Freeport)

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BUY STERLING HACK SAWS



DOES STRAIGHT, TRUE, QUICK WORK. LASTS LONGER.

THEY CUT AND WEAR WELL.

DIAMOND SAW AND STAMPING WORKS. BUFFALO, N.Y. U.S.A.

"STERLING" POWER HACK SAW MACHINES

ARE MADE WITH TIGHT AND LOOSE PULLEY, WITH GRAVITY FEED, ARE GEAR DRIVEN, WITH AUTOMATIC SHUT OFF, WILL DO QUICK WORK

"STERLING" BLADES ARE BEST FOR POWER HACK SAWS



Bishop Lanterns

Have proved themselves to be up-to date goods for up-to-date dealers.

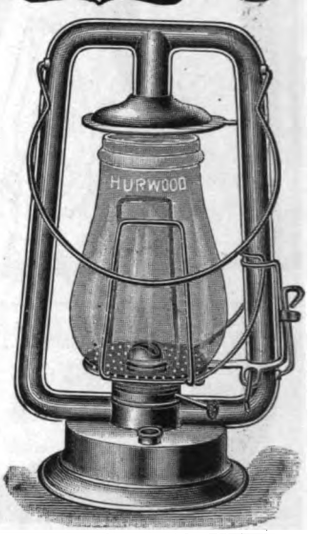
If you are looking for a lantern that is most easily filled, lighted and trimmed; one that gives a clear white flame and is wind and jar proof.—Buy the Bishop.

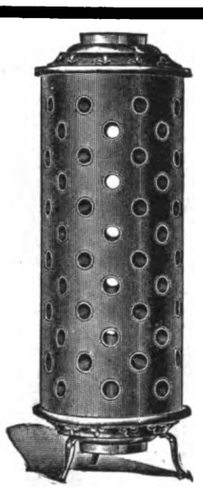
It puts all others in the shade as a seller. Drop us a line.

Mention HARDWARE.

The Hurwood Mfg. Co.

Bridgeport, Conn.





SAVE ONE-HALF YOUR FUEL

by using the

ROCHESTER RADIATOR

Satisfaction guaranteed or money refunded. Over 100,000 of them in use. Fits any stove or furnace. For Hard or Soft Coal or Wood or Gas. Price from $2.00 to $12.00. One square inch of radiating surface directly over the hot current is better than six in a drum, or a side heater with perpendicular tubes. We guarantee our radiators not to interfere with or choke the draft. They are easily cleaned. Write for descriptive catalogue and prices.



4,866 sq. ins.

ROCHESTER RADIATOR CO.

150 Furnace Street, - - Rochester, N. Y.

New Tool Holder

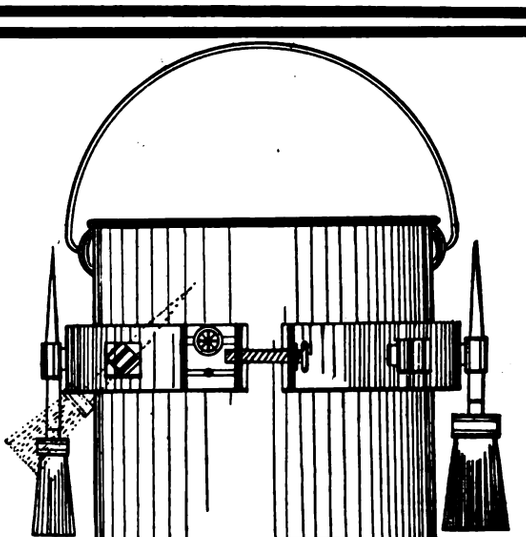
Holds brushes, duster, scraper, putty knife, etc.

Band is adjustable; fastened to paint pail by clamping screw.

Valuable on high work, steeples, railways, bridges, houses, barns.

The simplest and most practical device for the purpose.

E. H. Purdy,



For Painters and Decorators

You ought to handle it, Mr. Hardware dealer. Could be used as an advertising novelty by manufacturers of paint.

For sale or to lease.

Correspondence solicited.

Write for information.

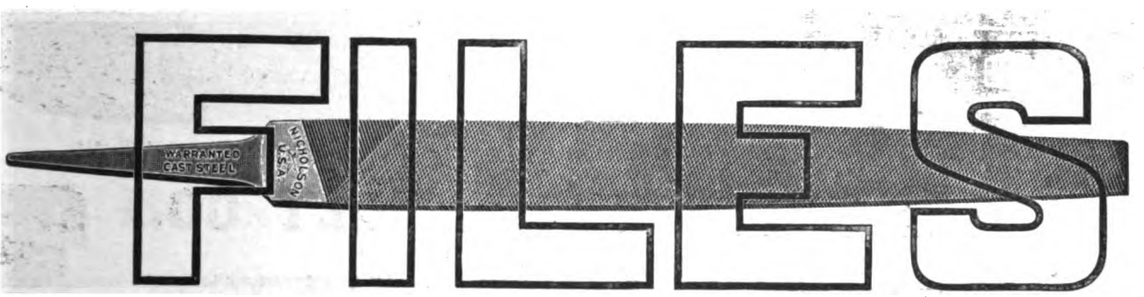
Mention HARDWARE.

Box 45

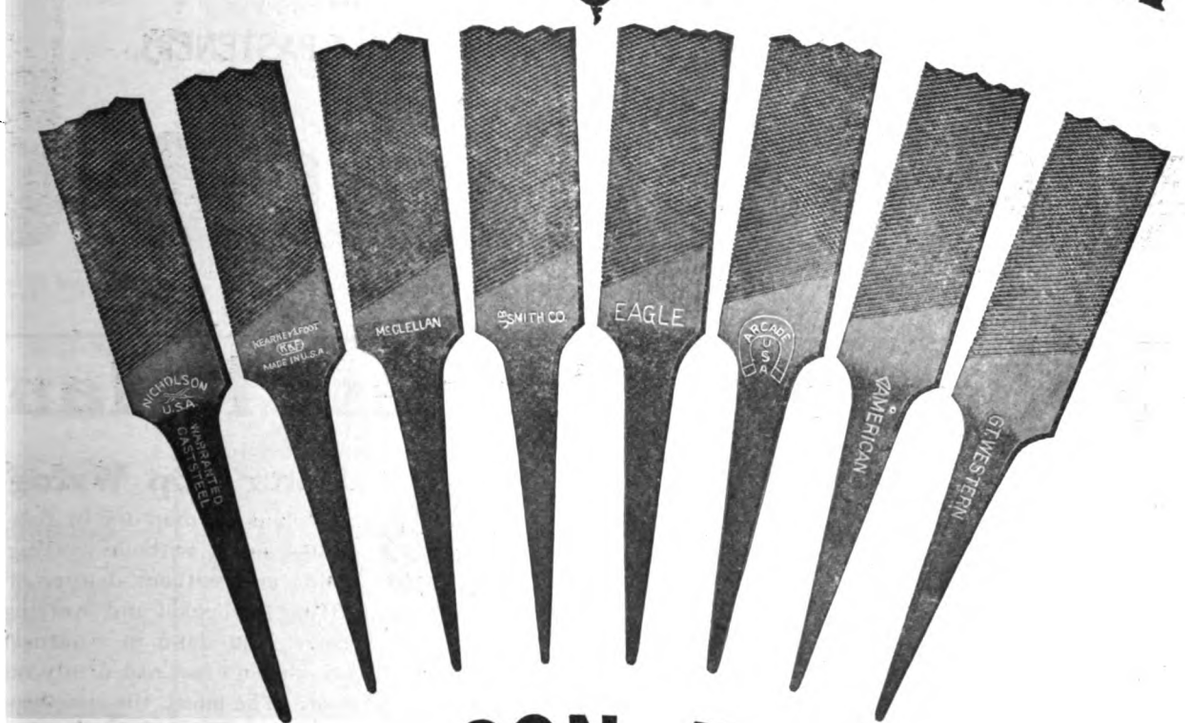
West Somers, N. Y.

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FILES

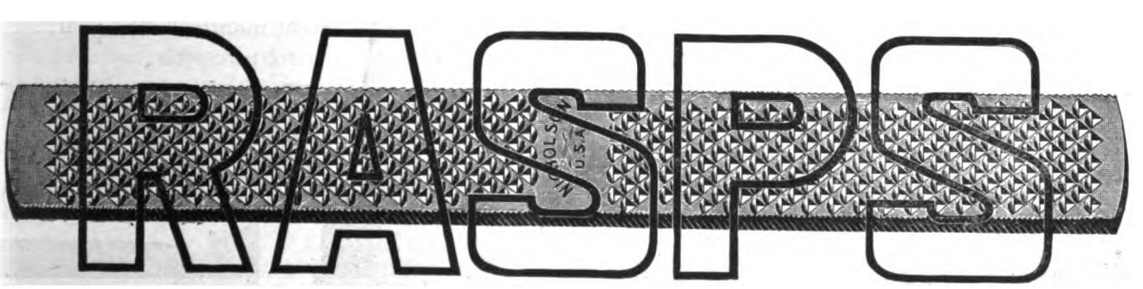


THE HALL MARKS OF QUALITY



NICHOLSON FILE CO.
PROVIDENCE, R.I., U.S.A.

RASPS



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UNIONVILLE WORKS ESTABLISHED 1854

A. S. UPSON, Pres't. Cleveland, O.
C. H. GRAHAM, Secy. Unionville, Conn.
T. SMITH, Ass't Sec. New York.
J. L. VARICK, Treas. New York.

CABLE ADDRESS, "CALABASH"



CLEVELAND WORKS, ESTABLISHED 1878.

THE UNION NUT & BOLT CO.,

MANUFACTURER'S AGENTS,

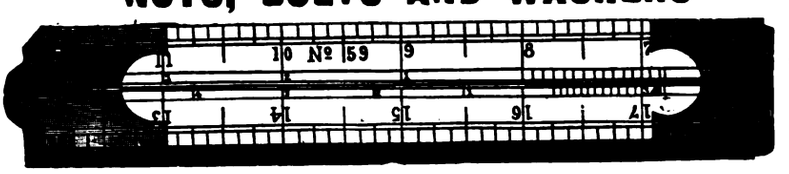
107 Chambers Street, and 91 Reade Street.

NEW YORK.

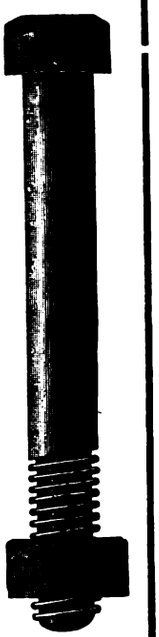
NUTS, BOLTS AND WASHERS



OF EVERY DESCRIPTION

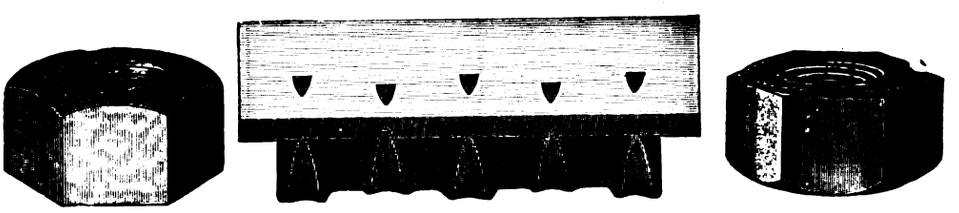


IN GREAT VARIETY.



BOXWOOD AND IVORY RULES

STEEL AND MALLEABLE IRON IMPROVED BELT FASTENERS.



STEEL BELT FASTENERS

The Success OF THE Peerless Iceland

led us to make other things which appeal to the women in the home and are handled by the same jobbers and retailers. The trade, we think, recognizes that they can count on us to help move anything we make.

Peerless Iceland Freezer

(Ice Cream in Three Minutes)

Simplest freezer made. Patented dasher does the work. Better than ever this year. The product of our new factory—better facilities. This, and strong advertising make it the Freezer the women ask for.

Frezo Freezer

An excellent freezer, double scrapers fastened same way as in Peerless Iceland. All sizes.





Dana Mop Wringer

Wrings the mop dry in five seconds—does it without wetting the hands and without danger of upsetting the bucket and wetting the feet. You stand in a natural position—both feet rest firmly on the floor. The latest, the simplest, the best Mop Wringer on the market.

Dana Iceless Refrigerator

For the window. No ice bill. A refrigerator that takes up no floor space and is run without ice eight months in the year.

Ask your jobber.

The Dana Mfg. Co.

New York, 10 Warren St. **Cincinnati.**

(*For the Window*)



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NEW DEPARTURE



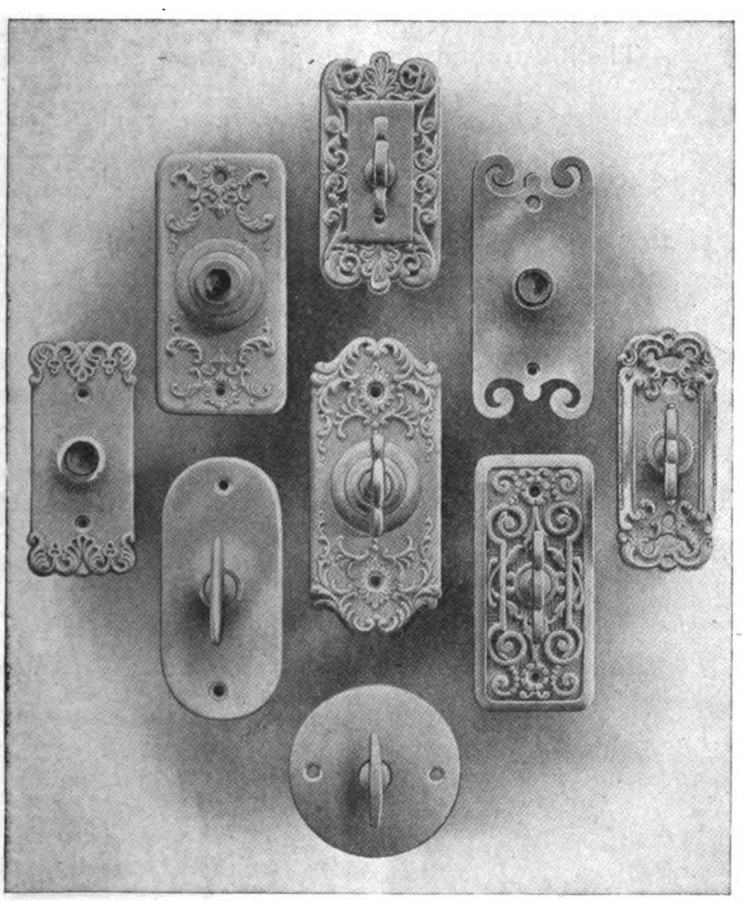
Rotary Door Bells

Push Button Door Bells

THE MOMENT YOU INVESTIGATE THE MERITS OF

NEW DEPARTURE DOOR BELLS

YOU ARE ON THE RIGHT TRACK TO PROFITS



If you want to "round-up" dollars in profits, write us.

A trial order will prove it. Send for Catalog and prices.

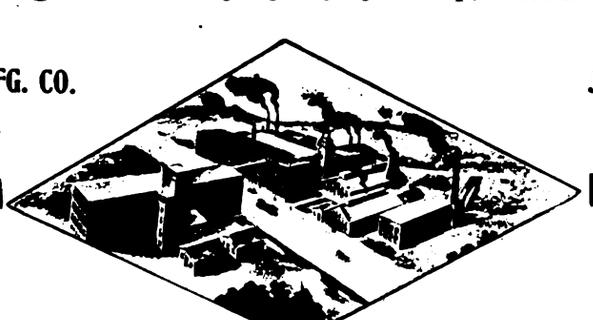
NEW DEPARTURES

can be fitted to any door or casing, They do away with batteries or wiring, and if properly put up, need no attention.

Manufactured by

THE NEW DEPARTURE MFG. CO.

BRISTOL, CONN., U. S. A.



Selling Agents

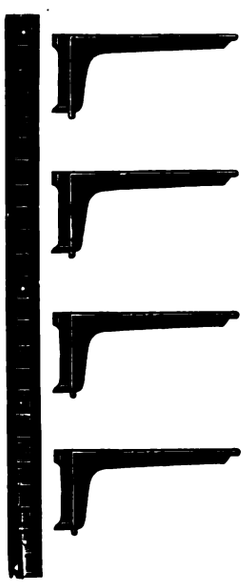
JOHN H. GRAHAM & CO.

113 Chambers St., N. Y.

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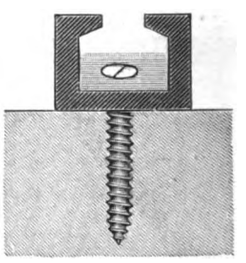
DO YOU NEED MORE SHELF ROOM?

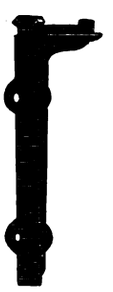
You can get it without increasing the size of your store by installing



BAINES'

ADJUSTABLE SHELF BRACKETS





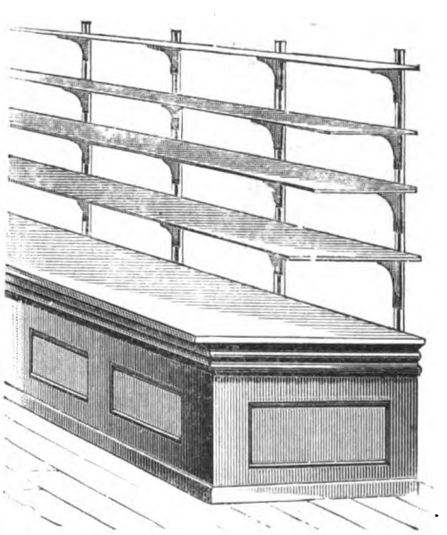
The illustrations on this page show how the use of these brackets increase shelf space by giving an absolutely clear shelf from end to end. There are no uprights or braces of any kind to get in your way and to take up space. The cuts at the upper part of this page show the construction of the brackets and the ease with which they are attached to the wall.

Will Hold any Weight that Can be Placed upon them

That's a strong statement but its truth can be demonstrated easily.

We Make Fixed Brackets

also, for stores and dwellings. They're easy sellers. Practically tell their own story, especially if you are using them on your own shelves.



Our catalogue "H" especially for Hardwaremen tells how to estimate the number of brackets required, and still more facts concerning the advantages of using them. Ask for it.

PIQUA BRACKET CO., PIQUA, O.

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Are You Selling It?

If not, let us help you by our Display Card, 11½x12 inches, with Easel Attachment for display on counter or show case.

YAWMAN'S PINE APPLE EYER

is the most economic to buy and to sell at a good profit.

Sample by mail 25 cents.

Ask your Jobber or write us.

YAWMAN & KNAPP MFG. CO.,
ROCHESTER, N. Y.

GEORGE L. IRVIN FRANK WHALEN DAVID M. FULTON

CARLIN & FULTON

Established 1856

WHOLESALE DEALERS IN

HARDWARE

CUTLERY, GUNS, &c.

No. 309 W. German Street
Near Howard Street
Baltimore . . . . . Md.

BUILDERS' HARDWARE
CARPENTERS' TOOLS
AGRICULTURAL TOOLS
TINNERS' SUPPLIES

ROBT. MATHEWS J. H. BOUCHER

Mathews & Boucher

Wholesale Hardware Merchants

26 Exchange St., Rochester N. Y.

MANUFACTURERS' SUPPLIES
HOUSE FURNISHING GOODS
HORSE BLANKETS
SKATES AND SLEDS
CUTLERY
OIL CLOTHS

You can win the whip trade in your town by installing a

Best Portable Revolving Whip Rack and Display Stand





The Best Stand not only displays the whips in the most saleable manner, but preserves all their strength and elasticity. It is made throughout of steel and iron, handsomely enamelled in Blue with Gold trimmings.

The Revolving Shelf affords a most advantageous means of displayidg Oils, Grease, Dressing, Liniment, Combs, Brushes, etc.

Capacity of stand ½ to 1½ gross of whips. Height adjustable from 8 ft. to 9 ft. 10 in. Weight 80 lbs. Boxed 100 lbs.

Increases Sales 100 per cent.

Carlsbad, N. M., 5-23,-'05
Mr. John H. Best, Galva Ill.

DEAR SIR:— We hardly think we could say too much in favor of your Portable Revolving Whip Rack and Display Stand. We think *our whip trade* has been *increased* at least *one hundred per cent* by putting in your rack, if not more.

Yours truly,
Carlsbad Mds. Co., A. R. O'Quinn, Mgr.

Write to-day for Catalog

JOHN H. BEST,
1905 10th St., GALVA, ILL.

Pats. May 1, 1900
Oct. 2, 1902





DON'T MOVE

You can increase the size of your store without increasing your rent by installing one or more

Milbradt Rolling Step Laddors

They make it easy to utilize the space between the top shelf and the ceiling for extra shelvings and boxings.

Milbradt Ladders are made to order from measurements covering the conditions peculiar to each store.

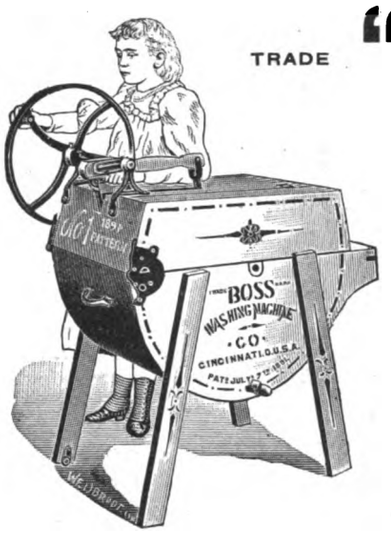
They combine great strength, easy and noiseless operation and handsome finish at a cost that is as low as the price for ready made ladders.

Style No. 4 (shown in outline), a ladder for use on shelving with very narrow or no base. The swinging arms hold the ladder in the position most convenient for climbing. These arms may be swung up allowing the ladder to hang close to the shelves when not in use. Rubber rollers are attached to these arms and run against the base. This is a most convenient ladder for use in narrow aisles or in stock and store rooms.

Our latest catalog illustrates 14 other standard styles adapted to every form of shelving. It will be mailed on request.

THE EBBING MANUFACTURING CO.
1400 N. 8th St. - ST. LOUIS, MO.

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TRADE **"BOSS"** MARK

WASHING MACHINE

The only Washer, built on the true principle of rubbing and washing cloth.

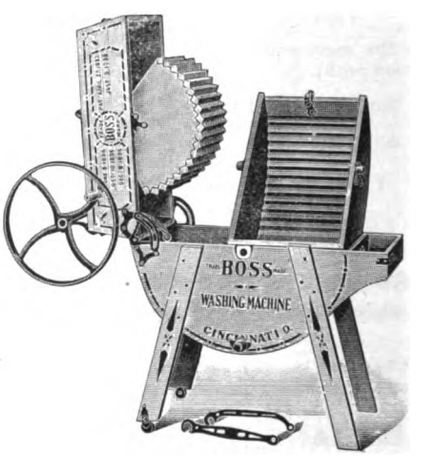
The clothes being placed between two oscillating rub-boards.

Most profitable to sell because it has *less competitors* than any other style of washer, *and distributed only through dealer to consumer.* Sells readily, due to its popularity with the consumer.

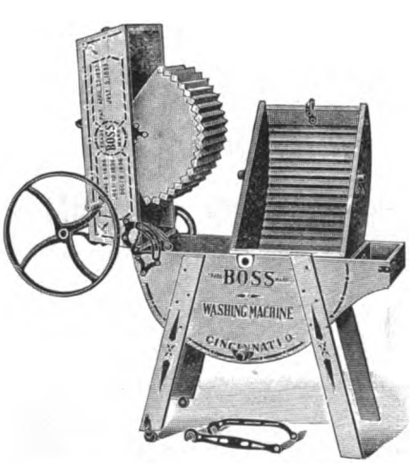
Machine *easily identified* owing to its *peculiar design*, but never genuine or perfect in construction unless our label and address appears on washer.

Your *Jobber has them in stock. Order "Boss."*

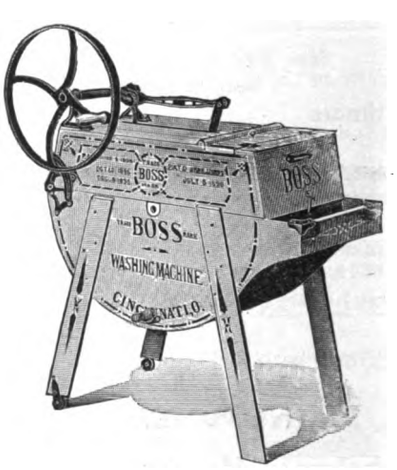
A profit maker. *Order now.*



Write for Catalogue. We make 12 Styles of Washers.



ADDRESS



BOSS WASHING MACHINE CO., STATION H CINCINNATI, O.

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PERFECTION

REED'S

Anti-Rust Tin Ware

Reed's Turquoise Enamel Ware

Reed's Galvanized Iron Goods, Copper, Copper-Nickel Plated Ware

In everything bearing our name and trade mark is a hobby with us.

That's why our growth has been so rapid—that's why the sale of all our ware has been so phenomenal.

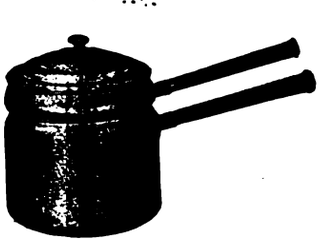
Have the name "Reed" with you when ordering Anti-Rust, Enamel, or other Ware.

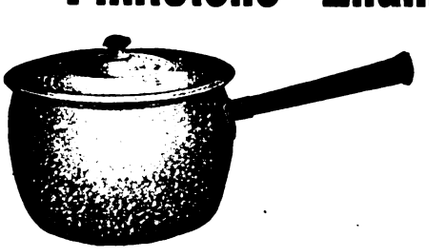
You can't get away from the name "Reed,' especially



REED'S RELIABLE

Flintstone Enamel Steel Ware









THE Flintstone has made a great hit with thrifty housewives everywhere.

Hits the dealer just right, too, because the Flintstone is a steady business bringer.

Guaranteed for Ten Years

The Flintstone is the best moderate priced Enamel Ware on the market.

Send for Complete Catalogue.
Mention HARDWARE





REED MANUFACTURING CO.,
NEWARK, N. Y.



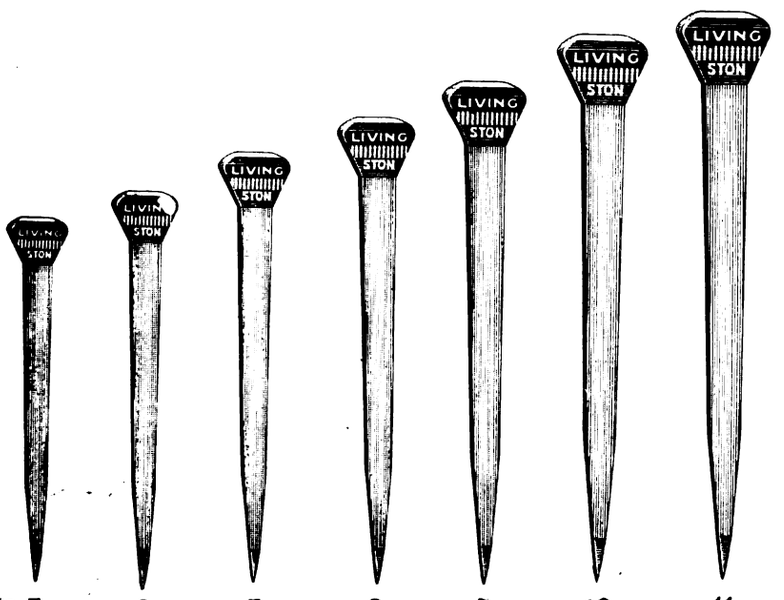


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THE NEW HORSE NAILS

1845 1905

Livingston



THE NAME STANDS FOR PERFECTION IN

HORSE NAILS

LIVINGSTON NAIL CO.

104 READE STREET

NEW YORK

FULLER BROTHERS & CO.,

139 Greenwich St.,
NEW YORK.

Nails and Wire
Bar Iron
Steel Hoops and Bands
Chain

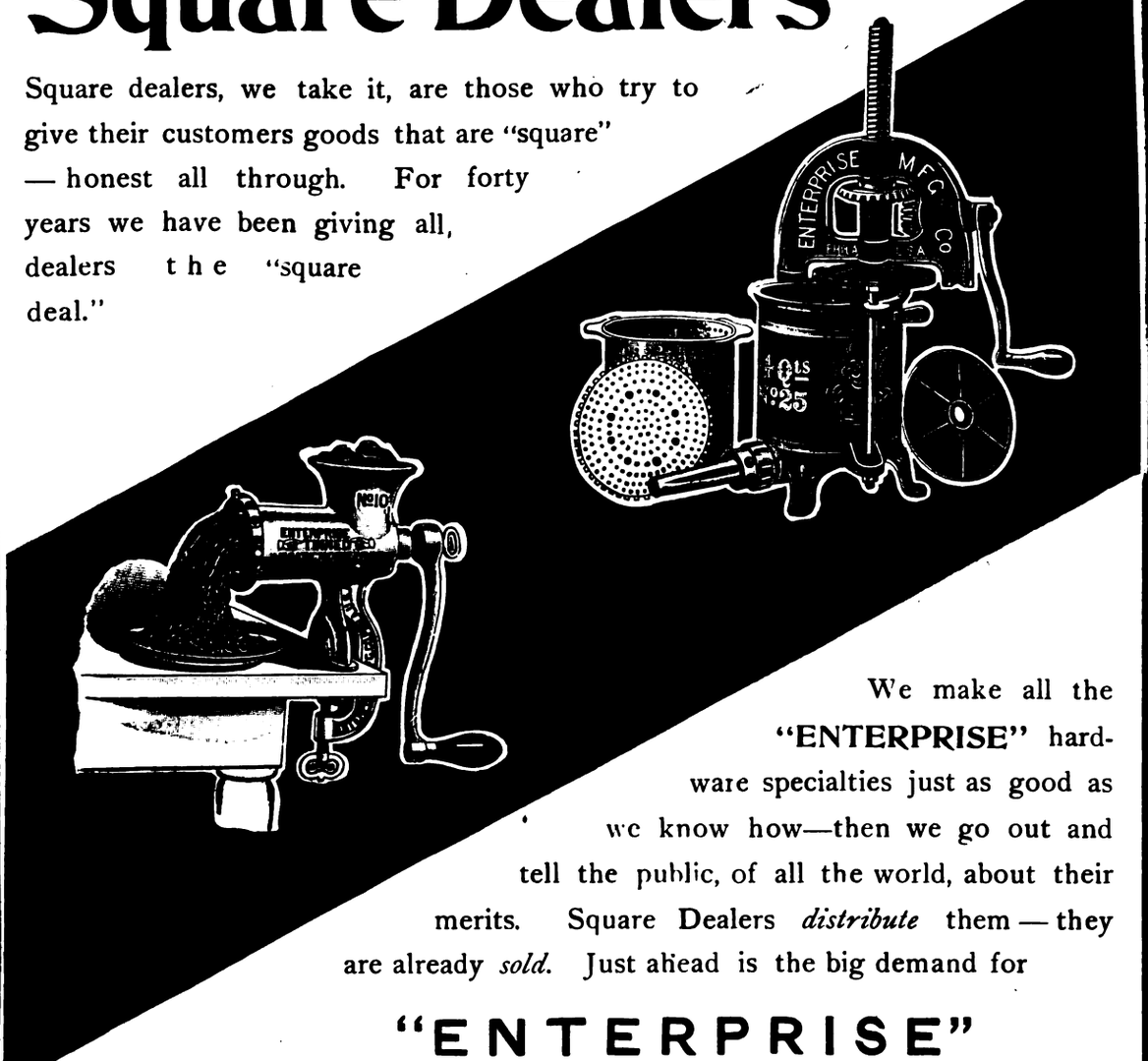
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A Square Deal

— FOR —

Square Dealers

Square dealers, we take it, are those who try to give their customers goods that are "square" — honest all through. For forty years we have been giving all, dealers the "square deal."



We make all the "ENTERPRISE" hardware specialties just as good as we know how—then we go out and tell the public, of all the world, about their merits. Square Dealers *distribute* them — they are already *sold.* Just ahead is the big demand for

"ENTERPRISE"

Meat and Food Choppers and "ENTERPRISE" Sausage Stuffers, Lard and Fruit Presses. They are being widely advertised now to the public. Write for our literature about them, including our new catalogue of all the "ENTERPRISE" specialties. Get ready for the biggest season you have ever seen on "ENTERPRISE" goods. We are ready. Get your share.

Increase your sale of "Enterprise" Meat and Food Choppers by using our new booklet: "The Cook, Her Critic and—". We will send you a supply of these on request.

The Enterprise Manufacturing Co. of Pa.

New York Office, 10 Warren St. **Philadelphia, U. S. A.** **San Francisco Office, 105 Front St.**

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ESTABLISHED 1836

ALFRED FIELD & CO.

93 Chambers and 75 Reade Streets
NEW YORK

A STRONG COMBINATION

We are Sole Agents in the United States for:

Joseph Rodgers & Sons, Limited,	Best Cutlery in the World.
Joseph Gillott & Sons,	Best Steel Pens in the World.
L. Hugoniot Tissot,	Best Plyers, Nippers, &c., in the World.
T. U. S. Shear Co-Operative Society, Ltd.,	Best Sheep Shears in the World.
The Imperial Enamel Co.,	Best Enameled Signs in the World.
Webster & Horsfall,	Best Steel Wire in the World.
W. K. & C. Peace,	Best Lawn Scythes and Grass Hooks.
Edward Gem & Co.,	Hedge and Garden Shears.

WAX WIRE

AN ENTIRELY NEW THING

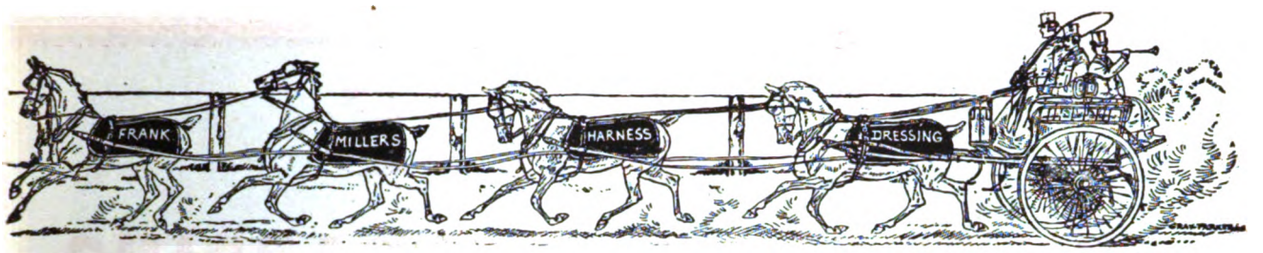
A SIMPLE METHOD OF MAKING PERFECT VENT HOLES IN CORES FOR CASTINGS. WRITE FOR PARTICULARS.

Machine, Coil and Halter Chains,
Weston's Differential Pulley Blocks,
Chesterman's Measuring Tapes, &c., &c., &c.

ANYTHING WANTED FROM ABROAD IMPORTED TO ORDER. EXPORTERS OF HARDWARE AND ALL KINDS OF AMERICAN PRODUCTS.

CORRESPONDENCE SOLICITED

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OLDEST. **ESTABLISHED 1838.** **LARGEST.**

THE PREPARATIONS FOR USE ON HARNESS KNOWN AS

"THE STANDARD OF THE WORLD."

OUR PREPARATIONS ARE UNIFORM IN QUALITY, AND THE QUALITY THE BEST.

IT PAYS EVERY DEALER TO HANDLE AND EVERY CONSUMER TO USE OUR GOODS.

HIGHEST AWARDS
CENTENNIAL, 1876.



HARNESS OIL.

Preserves and softens the Leather, consequently adds life. Compounded with pure Neatsfoot Oil.



CARRIAGE TOP DRESSING.

Gives an Elastic, Durable, Waterproof Gloss, and is positively safe to use on finest stock.



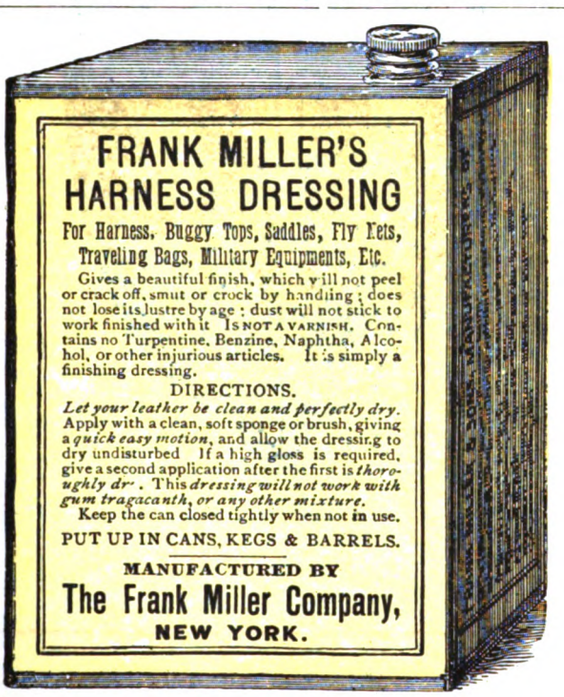
HARNESS COMPOSITION.

Cleans, Oils, Finishes.

FRANK MILLER'S

HARNESS DRESSING.

The very best article of its kind. Unequalled for use by both manufacturer and owner of harness. Is used by nearly all Harness Manufacturers in the World.



Beware of imitations and all articles that are sold as being as good as "Frank Miller's."

Supply your Customer with the BEST, and hold his trade.

HIGHEST AWARDS
WORLD'S FAIR, 1893.



IXL HARNESS OIL.

Second in Quality only to our Frank Miller's Harness Oil. Superior to all others.



AXLE OIL.

Superior to Castor Oil, lasts longer, and will not gum.



HARNESS SOAP.

Unrivalled for cleaning, softening and blacking Harness. Imparts a fine finish, which will not soil the hands or gloves.

Manufactured By

The FRANK MILLER COMPANY.

EUROPEAN OFFICE:
Tower Chambers, Moorgate,
LONDON, E. C.

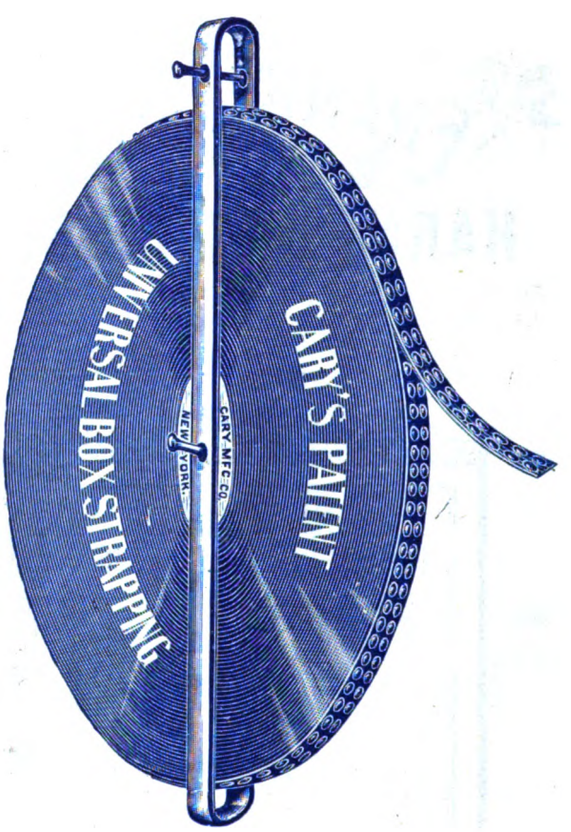
OFFICE AND FACTORY:
349 and 351 West 26th St.,
NEW YORK, U. S. A.

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CARY'S

UNIVERSAL BOX STRAPPING

Sold Everywhere



Sold Everywhere

For all our home and foreign trade have increased so largely, we are filling orders with reasonable promptness, and are now largely extending our facilities for the manufacture of these goods.

Cary Manufacturing Co.

Cable Address:
CARLEIO.

Telephone:
1445 FRANKLIN

19 and 21 Roosevelt St.,

NEW YORK

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Made in fifty-four different Shapes, and Coarse, Medium and Fine Grits.

INDIA OIL STONES

ARE

Hard, Sharp and Quick



India Oil Stones
are found in the tool chests of all up-to-date workmen.

And are sold under the following guarantee:

"If this article should prove in any respect unsatisfactory, we agree to exchange or refund the full price paid for same."

"THE KIND YOU CAN RELY UPON."



MANUFACTURED BY

Norton Emery Wheel Co.

WORCESTER, MASS.

Sales Under the Exclusive Management of

The PIKE MFG. CO.

PIKE, N. H.

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Mr. Jobber

Our house wants you to take up the sale of our Scythestone, Oilstone and Razor Hone Selling Assortments.

¶ These assortments contain guaranteed goods, packed conveniently in attractive display cabinets.

¶ Each cabinet is packed in a strong individual shipping box.

¶ You don't have to bother with unpacking a shipment of sharpening stones from the house, and then repack in small orders for the trade, with the resultant loss sustained by breakage of stones and the loss of your most valuable asset-time. Just change the address on the box and re-ship. That's all! You have saved time and money. Good wide-awake salesmen can sell enough of these assortments to reduce your selling expense to a minimum.



There's Dollars and Cents in this for you Mr. Jobber!





¶ We have three Oilstone, Two Scythestone and Two Razor Hone Assortments to offer. Either one will leave you a handsome margin for handling them. For further particulars write to

World's Headquarters for Sharpening Stones

The Pike Mfg. Co., Pike, N. H.

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NIAGARA DOG LEADS
AND
KENNEL CHAINS
SUPERIOR TO ALL OTHERS



Niagara Dog Leads and Kennel Chains

are recommended by people who own and make a specialty of breeding fine dogs, as being the strongest, handsomest, and most convenient chains on the market.

A Hardware Dealer's Stock is Not Complete unless He Carries a Full Line of These *DOG CHAINS*

MANUFACTURED BY

ONEIDA COMMUNITY LTD.

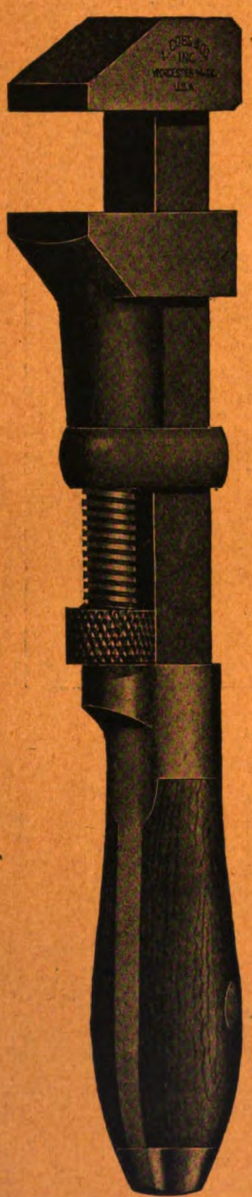
ONEIDA, - - - NEW YORK

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COES' "GENUINE" Screw Wrenches

THE ONLY FULL LINE



1st. Our "Genuine"

TRADE MARK

"Knife Handle" Line

The world's standard, 6 in. to 21 in. Seven sizes. Black and bright finishes. Sound, solid, serviceable and warranted.

2nd. Our

Steel Handle Model

Impervious to wet or heat, extended jaw support. "Ball bearing" screw.

3rd.

Coes' Key Model

28 in. and 36 in. steel wrench.

This is the **only** line built in a "wrench shop." We make nothing else and these are not a side line.

65 years of **straight wrench experience** put into **straight wrenches.**



ORDER BY NAME

Coes Wrench Co.

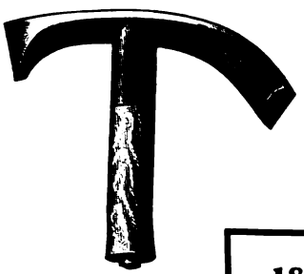
Worcester, Mass., U. S. A.

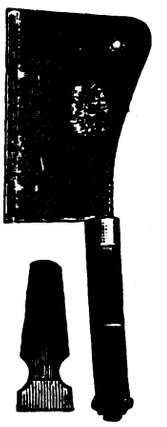
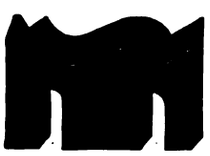
SALES AGENTS:

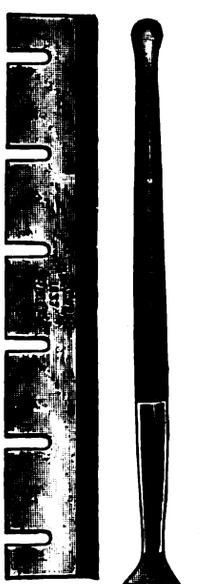
J. C. McCARTY & CO.,
10 Warren Street, New York.
105 FRONT TREET, SAN FRANCISCO.
515 LORIMER STREET, DENVER, COLO.

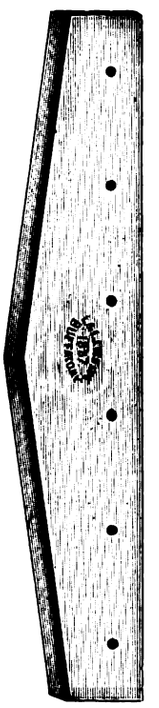
JOHN H. GRAHAM & CO.,
113 Chambers Street, New York
14 THAVIES INN, HOLBORN CIRCUS, LONDON, E. C.
AND COPENHAGEN. O., FREEPORT.

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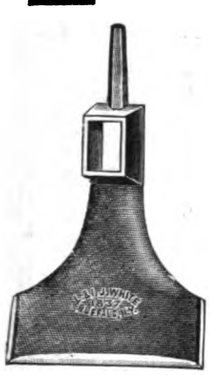
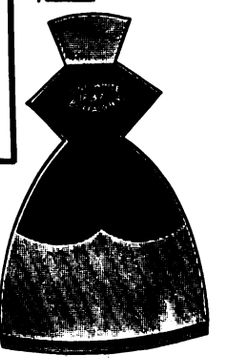








1837 1892

THE L. & I. J. WHITE COMPANY

Buffalo, N. Y., U. S. A.

Manufacturers of

CELEBRATED EDGE TOOLS

And Superior Quality

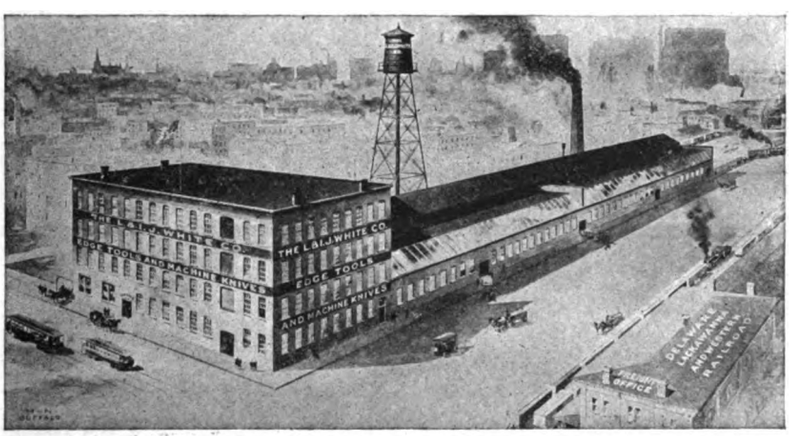
MACHINE KNIVES

of Every Description

Agents in all the principal cities of the United States and Abroad

New York Office: 43-45 Centre Street,

Chicago Office: 1514 Manhattan Bldg.



We have furnished our products to the world for nearly three-quarters of a Century.

And have Established a Reputation for High Quality that is Unexcelled.

Carpenter's	*Tools.*	*Planer*	*Knives.*
Ship Carpenter's	"	*Veneer*	"
Mill-Wright's	"	*Stave*	"
Turner's	"	*Chipper*	"
Cooper's	"	*Paper Trimming*	"
Butcher's	"	*Leather Splitting*	"
Ice	"	*Tobacco Cutting*	"

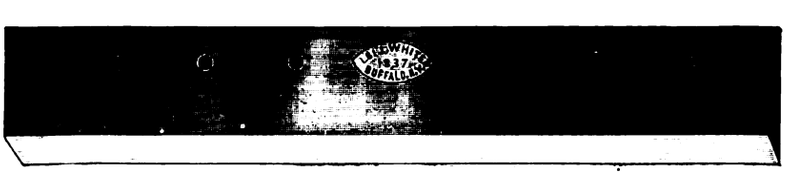
Shear Blades.

Moulding Knives, Plated Stock and Blanks for Moulding Cutters.

ALL FULLY WARRANTED.

IF YOU WANT THE BEST, BUY OURS,

Quotations Furnished on Application.



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Did it never
Occur to you

Mr. Dealer, that if you are to secure and hold the varnish trade that is rightfully yours and thereby realize the most profit out of this department of your business, you must handle such goods as will bring you the most repeat orders.

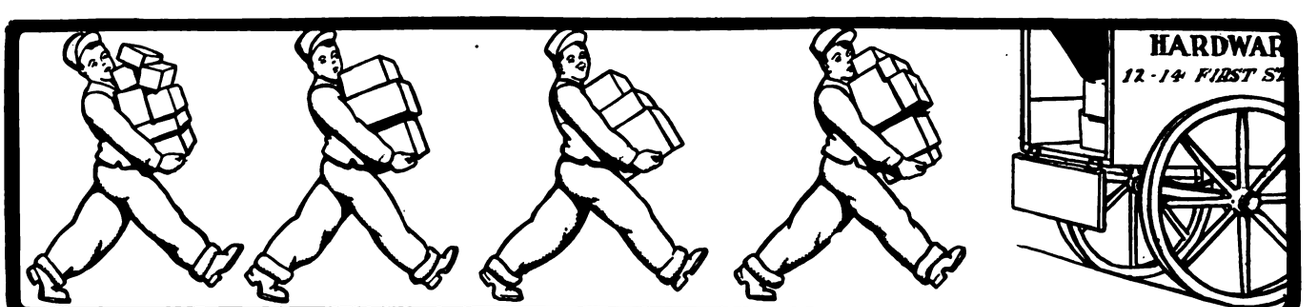
"NICE"

REGISTERED
AGATE
TRADE MARK

VARNISHES AND FINISHES

have earned for themselves an enduring reputation.
The Best of every ingredient is put into them—The Best Varnish and Finish comes from it—The Best for the Dealer because best for the Painter, the Finisher, the Architect and the Owner.
Send for booklet
"Natural Wood Finishing."

EUGENE E. NICE
Philadelphia, Pa.



GET BUSY

That is the one secret of success in the Hardware trade.
The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

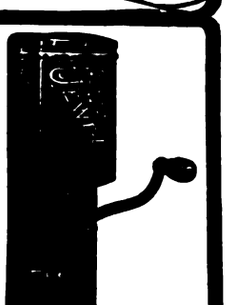
We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill

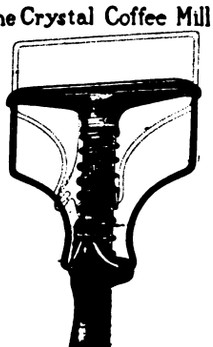
THE CRYSTAL COFFEE MILL with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.



The Jewel Coffee Mill

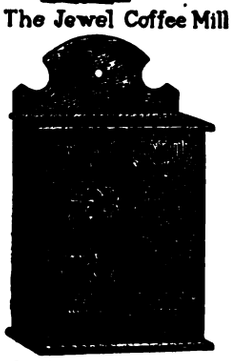
You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.



The Gem Mop Head.

THE FAMOUS GEM is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

THE RIGHT SPACE SPICE CABINET is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.



Eight Space Spice Cabinet

Write for Our Latest Catalog

ARCADE MANUFACTURING CO.
Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.

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Yale Locks and Builders' Hardware are produced in many grades and finishes to meet all conditions, tastes and pocketbooks.

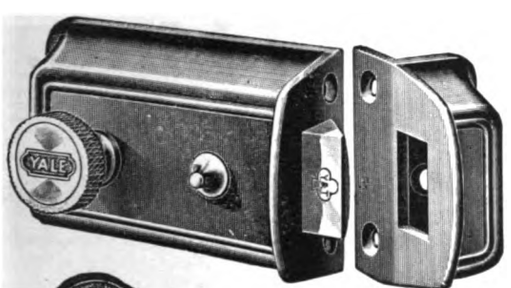
Our No. 18 Catalogue, just issued, will be sent to Dealers on request.

Yale & Towne Padlocks range in retail price from 10c. to $2.50 each. No. 850 Padlock, here illustrated, is operated by the Yale Paracentric Key, and may be master-keyed in connection with Front Door or other Yale Cylinder Locks.

The complete line of Yale & Towne Padlocks is contained in a Catalogue of 42 pages, which will be sent on request.



No. 850 Padlock







No. 42 Night Latch

Yale & Towne Rim Night Latches range in retail price from *25c.* to *$4.00* each. No. 42 Latch, here illustrated, is the leading Night Latch of the world. In its latest form, with Paracentric Key, it easily outranks all other night latches in security as well as popularity.

The complete line of Yale & Towne Night Latches is contained in a catalogue of 24 pages, which will be sent on request.

Yale & Towne Blount Door Checks were the original Checks of the liquid type, which is now conceded to be the only successful kind. They are produced in six sizes to meet all conditions.

A Catalogue of 12 pages will be sent on request.

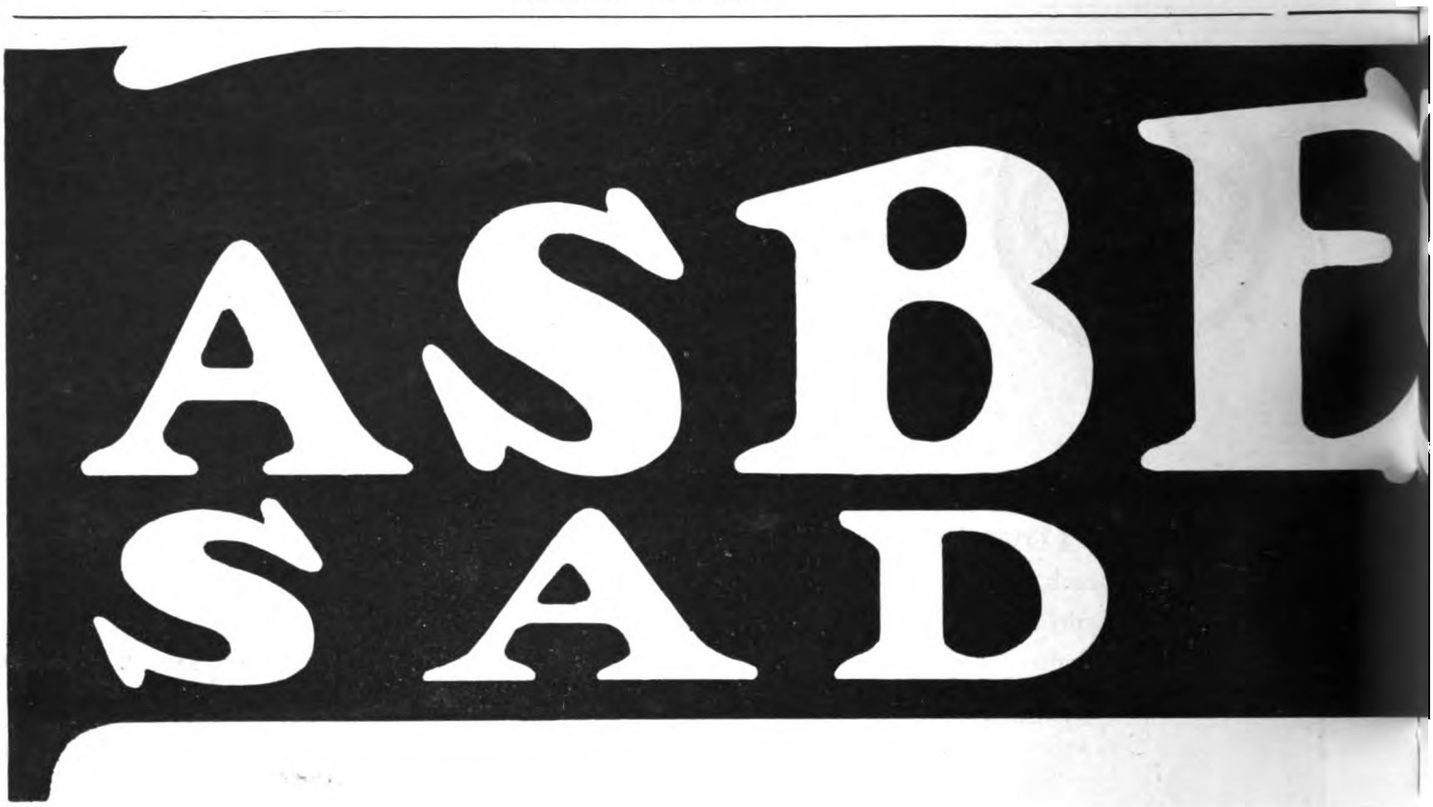
TO DEALERS who carry our products we furnish small catalogues, booklets, folders and other printed matter in quantity, imprinted with name and address of dealer on front cover; our own name and address does not appear. We also furnish other help to assist in pushing the sale of our product.

Write us for sample folders and further information.

The Yale & Towne Manufacturing Company

General Offices: 9-15 Murray Street, New York City
Exhibit Rooms: 242 Fifth Avenue, New York City
Local Offices: Chicago, Boston, Philadelphia and San Francisco

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START THE BALL A-ROLLING.

"Die tie iss cast. I haf burnt mine britches behind me!"
That is what a German retailer said when he engaged space for his first advertisement.
The modern way of doing business demands *a departure from ancient methods.*
There are two words which mean SUCCESS to the man who has something to sell. These words are

QUALITY and PUBLICITY.

Be sure that what you wish to sell will satisfy your customer—then advertise, *advertise,* ADVERTISE.

$1,000.00 IN CASH PRIZES.

To stimulate your interest in advertising ASBESTOS SAD IRONS, we propose to give $1,000.00 in cash prizes for the best *advertisements* and *window displays* featuring ASBESTOS SAD IRONS.

Will it not be worth your while to enter our Advertising and Window Display Contests—*just to start the ball a-rolling?* A little extra effort at this time will result in *continued demand* for ASBESTOS SAD IRONS. Every sale you make by reason of your advertising or window display will be the nucleus for further sales, for we know that women who use ASBESTOS SAD IRONS recommend them to other women.

THAT'S HOW QUALITY SHOUTS IN UNISON WITH PUBLICITY.

If you do not know the terms of our Advertising and Window Display Contests, mail us the adjoining coupon and we will send full particulars at once.

Every woman is our prospective customer. Every woman to whom you show ASBESTOS SAD IRONS is your probable customer. She realizes their modern character instantly, knows they represent a radical departure from old-time methods and you can't keep her from buying.

We intend to give every woman an opportunity to purchase ASBESTOS SAD IRONS.
You can sell ASBESTOS SAD IRONS TO every woman in your community.
Will you do it?

COUPON

The Dover Mfg. Co.,
Canal Dover, Ohio.
Box 812
Gentlemen:— We have ASBESTOS SAD IRONS in stock. Please send us full particulars regarding Your Advertising and Window Display Contests.

Name.....

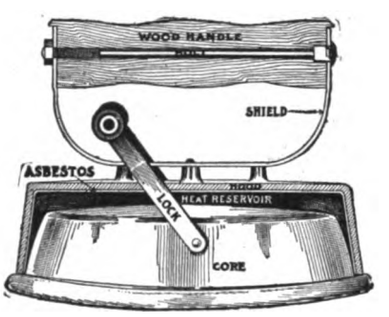
City..... State.....

THE DOVER MFG. CO.,
CANAL DOVER, O.
BOX 812

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STOS IRONS

AN IRON FOR EVERY PURPOSE



ASBESTOS SAD IRONS are made in various shapes and weights and packed in various combinations to suit the particular needs of every woman.

While each style has an individuality of its own, all styles of ASBESTOS SAD IRONS possess those peculiar features for which the name "ASBESTOS" stands.

There is the *hood,* with its *asbestos lining* and *heat reservoir,* which insures always *a cool, comfortable handle* and *a heat-retaining iron.* There is the *solid core,* the *automatic steel lock,* the perfect polish, the handsome nickel plate.

It is "ASBESTOS QUALITY" which has caused the phenomenal demand for ASBESTOS SAD IRONS. We desire to have every user of ASBESTOS SAD IRONS a *satisfied user.* That is why we give such careful attention to each little detail in the construction of ASBESTOS SAD IRONS. That is the reason why we guarantee ASBESTOS SAD IRONS to give satisfaction.

Perhaps you do not know enough about ASBESTOS SAD IRONS to place an order at the present time. Let us send you our booklet with other descriptive literature, and give you the names of jobbers who carry our goods.

Immediately upon receipt of the coupon attached, we will send you the desired information.

YOUR JOBBER QUOTES PRICES

WE MAKE THE RIGHT GOODS

WE CO-OPERATE WITH THE TRADE

THE DOVER MFG. CO.,
CANAL DOVER, O.
BOX 812

COUPON

The Dover Mfg. Co.,
Canal Dover, Ohio.
Box 812

Gentlemen:—We have no ASBESTOS SAD IRONS in stock. Please send descriptive literature and names of jobbers who carry your goods.

Name.....

City..... State.....

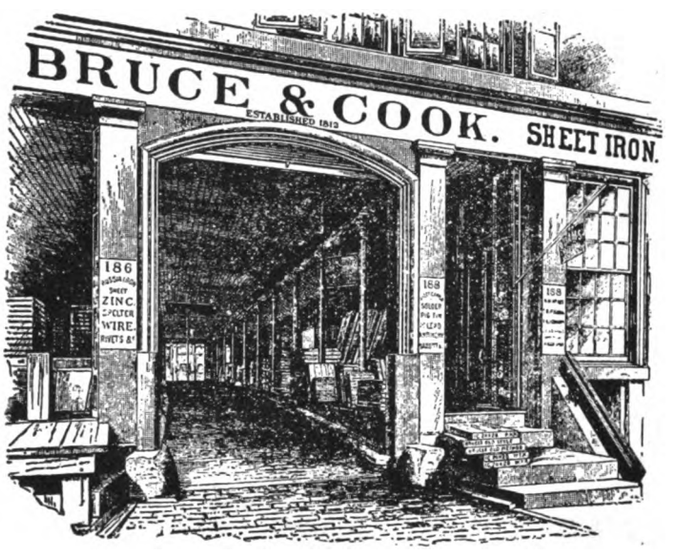
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BRUCE & COOK,

TIN PLATES AND METALS,

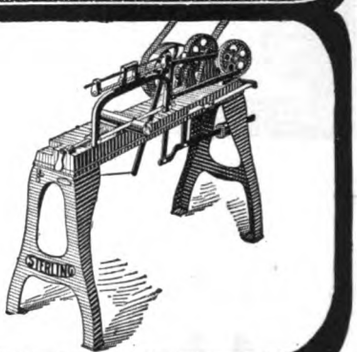
185, 188 and 190 WATER STREET,
245 and 250 PEARL STREET, . . . NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.	Gem Gasoline Furnaces	Roofing Seamers.	Taggers Iron.
Babbit Metal.	Gutter, Wide Roof.	Rosin.	Taggers Tin.
Boiler Rods.	Gutter Strainers.	Sheathing Paper.	Terne Plates.
Burritt's D'ble Seamer.	Hard Metal.	Sheet Iron--Char. Cl'd.	Tin--Bar and Pig.
Copper Bottoms.	Kettle Ears.	Sheet Iron--Cold Rol'd.	Tin Plates.
Copper Circles.	Lead--Bar and Pig.	Sheet Iron--Com. Cl'd.	Tin Shingles.
Copper Ingot.	Leader Hooks.	Sheet Iron--Corrugated	Tinners' Machines.
Copper Sheets.	Malleable Ears.	Sheet Iron--Galvanized	Tinners' Tools.
Copper Wire.	Mallets.	Sheet Iron--Planished.	Ventilators--Globe.
Corrugated Leader.	Metal Lath.	Sheet Iron--Russia.	Wall Hooks.
Cor. Elbows and Snoes.	Metallic Paint.	Solder.	Water Cut-offs.
Dampers.	Nails--Roofing Tinned.	Soldering Coppers.	Wire--Annealed.
Eave Trough Leaded.	Nails--Wire Roofing.	Spelter.	Wire--Bright.
Eave Trough Galvan'd.	Nails--Wire R'g Tinned	Spelter Solder.	Wire--Coppered.
Eave Trough Mitres.	Pail Woods.	Squaring Shears.	Wire--Galvanized.
Eave Trough Irons.	Perforated Tin.	Stove Boards.	Wire Tinned.
Elbows--Stove Pipe.	Ribbed Leader.	Stove Pipe.	Zinc for Etching.
Elbows--Adjustable.	Rivets.	Stove Pipe Collars.	Zinc Sheets.
Fire Pots.	Roofing Tin Plates.	Strainer Wire Cloth.	Cycle Cont'n'sRoofing

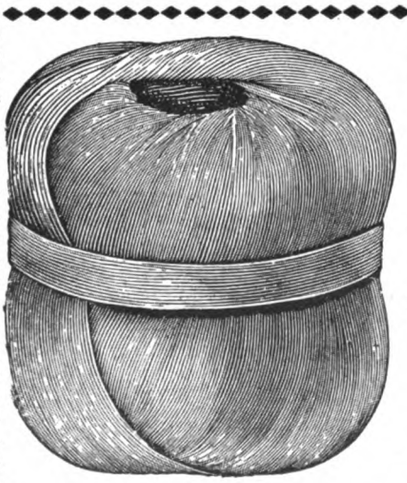
STERLING HACK SAWS "BEST BY TEST"



STERLING POWER HACK SAW MACHINES

ARE MADE WITH TIGHT AND LOOSE PULLEY, ARE GEAR DRIVEN, WITH AUTOMATIC SHUT OFF. WILL DO QUICK WORK

DIAMOND SAW & STAMPING WK'S.
Buffalo, N.Y.
U.S.A.



HENRY C. KELLEY & CO.,

109 & 111 Leonard Street, NEW YORK.
Warehouse, 2 & 3 Benson Street.

Manufacturers of and Dealers in

Twines and Ropes

For WRAPPING, SEWING and BALING PURPOSES.

MADE FRO

COTTON, JUTE, HEMP, MANILA & SISAL.

Domestic and Export Trade Solicited.

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DON'T STAND IN YOUR OWN LIGHT

You may persuade a man he doesn't know what kind of a gun he wants; that he doesn't know one make of golf sticks from another; maybe that he doesn't know a polo pony from a cart horse, but—

If he comes into your store for a "Bristol" Steel Fishing Rod, you can gamble that you either sell him a "Bristol" Rod or none at all.

We have made our steel rods famous. Every angler in the country knows them. Many already own them; more intend to purchase them this season. We are receiving hundreds of inquiries every day.

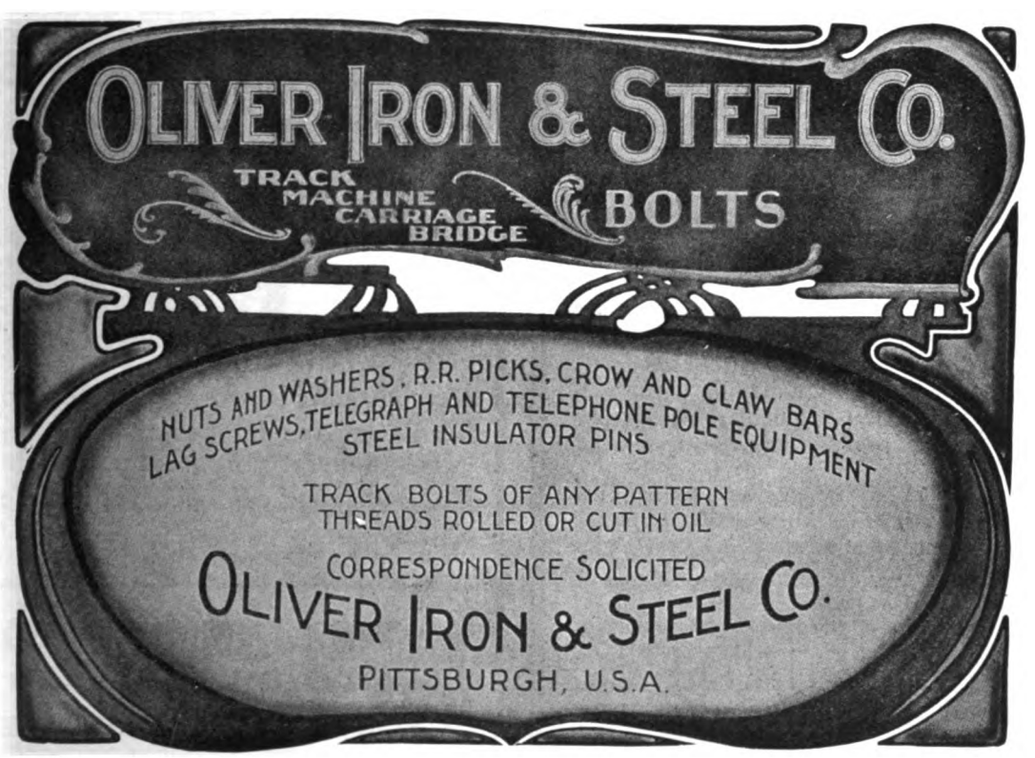
We are offering dealers (through the jobbers) a discount that enables them to sell "Bristol" Rods at prices which allow a handsome margin of profit, and we will furnish without charge fishing illustrations and cuts of our goods for newspaper advertising, also catalogues, circulars and a handsome sign for your store.

Better order an assortment of these rods at once. If your jobber doesn't handle fishing tackle, write to us.

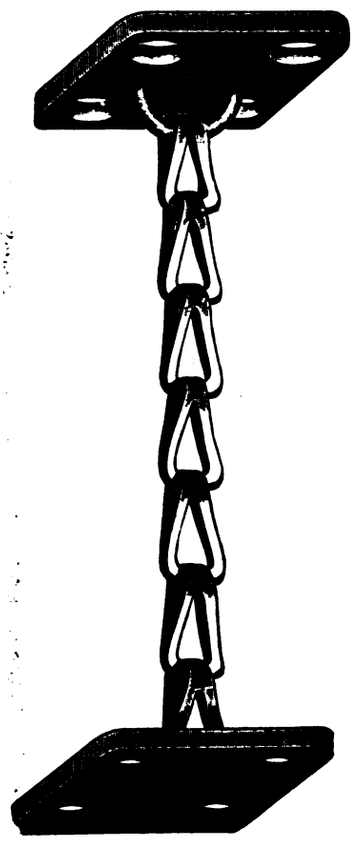
Ask for Catalog.

Our Rods are the *original* Steel Fishing Rods. We have been making them for over fifteen years. Look for our name and trade mark "Bristol" on every reel seat. They are absolutely guaranteed to be free from defects in material or workmanship.

THE HORTON MFG. CO., BRISTOL, CONN., U. S. A.



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TRANSOM CHAINS.

SASH CHAINS.
JACK CHAINS.
PLUMBERS' CHAIN.
CABLE CHAINS.
BELT PUNCHES.
GAS PLIERS.
SASH FIXTURES.
PADLOCKS.

CYCLE SUNDRIES.

Write for Catalogue to

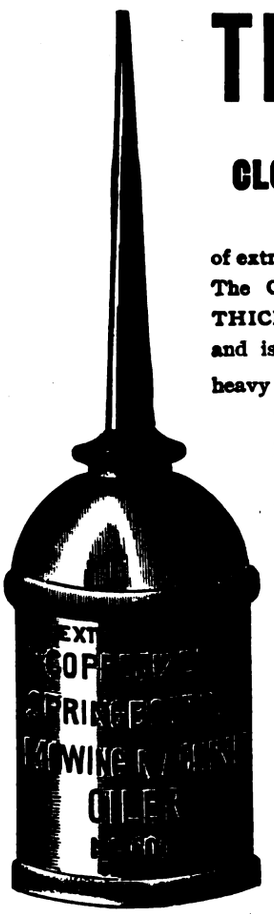
THE SMITH & EGGE MFG. CO.,
BRIDGEPORT, CONN.

THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedeh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.



Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,
SUCCESSORS TO
The Wilmot & Hobbs Mfg. Co.,
BRIDGEPORT,
CONN.

"SIMILAR"

A CERTAIN tool manufacturing company adorns the pages of the catalogues it gives to hardware buyers with a rubber stamp impression like this:

Similar to Starrett's No.....

That Starrett Tools are the standard is a fact which we have for some time, and with strenuousness and persistency, tried to impress upon mechanics and the trade, and we have been to some expense and a good deal of labor to accomplish this purpose. It is therefore gratifying to find a competitor backing up our advertising with such an unqualified endorsement. We deeply appreciate the compliment.

It is doubtless unnecessary to suggest that live hardware dealers will still prefer Starrett Tools to any whose highest claim is that they are "similar."

Send for Catalogue No. 17 T

***The* L. S. Starrett Co.**
Athol, Mass., U. S. A.

Mills have come and mills have gone--but

The BAYLEY HAND GRIST MILLS



Keep steadily at work after years of use in the Farms and Homes of the country.

For general purposes in grinding Meal, Feed, etc., you can offer your trade no better mill.

***The* WILLIAM BAYLEY CO.**
Successors to the ROGERS IRON CO.
98 NORTH ST. SPRINGFIELD, O.
Mfrs. of
The Bayley Hand Corn Sheller, Iron Fencing, Gates and Similar Work.

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HARDWARE

FRANKLIN SPECIALTY CO., Reading, Pa., have added another engine of 60 horse power to their plant and have in other respects more than doubled their productive capacity. They are manufacturers of high-grade nickel plated Hardware and household specialties and possess the finest facilities for job plating in Nickel, Silver, Gold, Copper, Brass, Bronze and all the oxydizing finishes in their branch of the business.

THE SMITH IMPROVED LOCK NUT CO., Rockford, Ill., mention of whose incorporation was recently made, will run day and night shifts at their new factory. The new lock nut of which Mr. Smith is the inventor, shown by us recently in our illustrated New Goods, is being used on the Chicago, Milwaukee & St. Paul Railroad. A portion of the nut is a spring which takes the jar from the threads, thus preventing it from jarring loose from the bolt.

HARDWARE FOR MANCHURIA.

Arnold, Karberg & Co., 21-24 State street, New York, advise us that they have opened a branch house at Newchwang, Manchuria. They would be pleased to receive samples and prices of Hardware suited to that especial market.

BOMMER'S SPRING HINGES.

Now that the inclemency of the weather will soon make it necessary to keep our doors closed, and we shall all be studying comfort in the near future, it behooves the enterprising Hardware man to be astir and look over his stock of Bommer's Spring Hinges, so as to sort up sizes that may be wanting to make it complete. For there are few things known that so thoroughly conduce to comfort-creating conditions as Bommer's Spring Hinges.

STEEL CORPORATION'S HEAVY BUSINESS.

The largest amount of business on record is shown by the report of the United States Steel Corporation for the third quarter of 1905, made public this week. The volume of unfilled orders is given as 5,865,377 tons, an increase of about 1,000,000 tons as compared with July 1, and almost 300,000 tons more than last March when the high record was set. The net earnings for the quarter, $31,240,582, were about what had been predicted, and exceeded the earnings of the third quarter of 1904 by $12,466,650. The surplus for the quarter was $10,672,613. The regular quarterly dividend of 1¾ per cent. on the preferred stock was declared, payable November 30.

A GOOD LITTLE SUGGESTION.

The neat little Japanese have a shoe closet, which some American manufacturer will some day copy. It consists of a box, in which are two or three shelves for shoes, a place for storm shoes, a hook for lacings and places for other articles necessary to footwear. If some American firm should place on the market a little novelty of this character, it would doubtless prove a good seller. It would take especially among college boys and girls, some of whom already use a home-made shoe box. The Japanese, by the way, are very neat. They remove their shoes whenever they enter a house, and they keep their shoes neatly brushed and arranged in an orderly manner in their shoe closets.

INSUFFICIENT POSTAGE.

Carelessness of correspondents in attaching the required postage stamps to foreign letters causes annoyance and expense to the parties addressed. Consul Brittain directs attention to this in the following.

There seems to be a greater number of letters coming from America with insufficient postage than at any previous time. Numerous persons have recently called at the consulate showing letters on which they have been obliged to pay 5, 10, 15, and in some instances 20 cents postage. These matters appear small, but there are few things that so irritate a business man as being obliged to pay penalty postage on letters and printed circulars. Many of the business houses of America forward packages of circulars in sealed envelopes requiring letter postage which could be sent as printed matter.

'PHONE MOUTHPIECE ABOLISHED.

Consul Mahin, of Nottingham, reports that the suggested transmission of disease by telephone mouthpeices has led the British General Electric Company to devise an instrument in which all danger is avoided by simply abolishing the mouthpiece. The receiving and transmitting apparatus is combined in a small metal case, shaped like a watch, which is held continuously to the ear both in speaking and in listening, the transmitting microphone being made so sensitive that it becomes unnecessary to concentrate the sound waves on it by the aid of any mouthpiece such as is ordinarily used. Mounted on a handle, with a speaking key, the new arrangement is exactly similar to the common combined receiver and transmitter, except that there is no mouthpiece, and the speaker, as it were, addresses himself to the world at large, instead of talking into a trumpet shaped orifice.

NEW YORK CREDIT MEN'S ASSOCIATION.

At the recent annual meeting of the New York Credit Men's Association, headquarters 320 Broadway, New York, the following officers and Executive Committee were elected for the ensuing year:

PRESIDENT,
MALCOLM GRAHAM, JR.,
F. O. Pierce Co.

VICE-PRESIDENT.
AARON NAUMBURG,
Jonas & Naumburg.

TREASURER,
EDWARD E. HUBER,
Eberhard Faber.

SECRETARY,
H. J. SAYERS,
320 Broadway.

EXECUTIVE COMMITTEE FOR TWO YEARS.

W. S. ARMSTRONG	American Felt Co.
F K. DOLBEER	Edison Mfg. Co.
R. T. FOWLER	Alex. Smith & Sons Carpet Co.
JAS. D. HOPKINS, JR.	Geo. Birgfeldt & Co.
HOWARD MARSHALL	Joseph Wild & Co.

EXECUTIVE COMMITTEE FOR THREE YEARS.

G S. MARIAGER	Parke, Davis & Co.
MARCUS M. MARKS	David Marks & Sons.
R. P. MESSITER	Minot, Hooper & Co.
W. E. PURDY	Chase National Bank.
OWEN SHEPHERD	International Paper Co.

AVERAGES ABOVE THE AVERAGE.

At Kent, Ohio, October 12th, J. A. Smith, of Massillon, Ohio, won high average, and J. L. Schiltz, of New Berlin, Ohio, tied F. I. Bean, of Ravenna, for second average. All of these gentlemen used Peters' factory loaded shells.

At Pen Argyl, Pa., October 2-3, the high professional average was won by Neaf Apgar, and high amateur average by E. F. Markley, both using Peters' Ideal factory loads.

At St. Joseph, Mo., October 10-11, E. W. Arnold was second high amateur, and Wm. Veach third amateur, both using Peters' shells. Arnold also won the L. C. Smith trophy, breaking 25 straight in the match, and 49 out of 50 on the shoot-off. Messrs. Veach and Arnold shot 100 targets for the Elliott Handicap cup, resulting in a victory for Mr. Veach with 91 out of 100.

At Eaton, Ohio, October 18, first general average was won by W. R. Clark; score, 195 out of 200. Mr. Clark also made one run of 181 straight, using Peters' factory loaded Ideal shells. At this tournament L. H. Reid was second high in the general averages, breaking 189 out of 200, also using Ideals.

The Lodi, Ohio, Gun Club gave a very successful one-day tournament on October 18th, with an attendance of about twenty-five shooters. J. A. Smith, of Massillon, Ohio, won high amateur average, breaking 138 out of 150, using Peters' factory loaded Ideal shells.

M. E. Atchison won high general average at the Waco, Texas, tournament, October 12-13, breaking 353 out of 400. This score is especially noteworthy when it is recalled that Mr. Atchison shot from 19 yards throughout the programme and that a very high wind was blowing continuously. That, however, did not make much difference, for he used Peters' shells.

At Santa Paula, Cal., October 11, J. E. Vaughan, Peters' Cartridge Company representative in Southern California, won high average with 212 out of 225. At Orange, Cal., the next day Mr. Vaughan was also high with 93%.

At Moreland, Ind., October 21, L. H. Reid, shooting Peters' Ideal shells, won high average, scoring 99 out of 100. Mr. Reid is in such good form this year that he rarely fails to shoot somewhere above 94%.

At the tournament given by the Elyria, Ohio Gun Club, October 24, J. W. McMeans tied for high average, using Peters' shells. D. D. Gross won third average with his reliable factory loads of Peters' make.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2 50

CHICAGO - - - - - - 1164 Monadnock Block
C. H. Greene, Representative

DETROIT, - - - - - 61 West Congress St.
G. T. Newkirk, Representative

L. E. MACINTYRE, - - - - President.

A. P. MITCHELL, - - - - - Secretary and Treasurer

HENRY HOPKINS, - - - - Editor.

J. W. PENTZ, - - - - - Advertising Manager.

NOVEMBER 10, 1905

Editorial Trade Review

Prosperous conditions, continuing in the promise of colder weather, are regarded as favorable for their prevalence everywhere. Throughout the West the influence is one, that for the benefit of a regular trade is desired for the movement of goods that have been ordered for just such weather, or even colder. The shipment of these goods is considered seasonable, and the business is flowing through regular channels, when the weather gives us the first indication that Winter is, or may be, expected at once.

The ruling prices of raw materials continue higher and heavy Hardware begins to show the effect of the stiffening of market conditions. The trades are so well occupied with work ahead that the demands for improved tools continues good and many lines are in general request.

Prices of wire cloth and poultry netting have been announced for next season, and while wire cloth does not suffer from the announcement, poultry netting is higher on account of the amount of stock embodied in its construction, and the condition of the market for wire affecting it. The change was not unexpected and the manufacturers were remarkably shrewd in leaving it to the end of the season when the light stocks in the hands of the dealer were to be expected. It is well that the trade places orders early for these goods, and receives the assurance of an early shipment in the Spring by so doing.

Builders' Hardware is still in urgent request, being greater as the lateness of the season causes a demand which will carry the builders through the Winter, in uninterrupted employment. In finishing up the houses on which they have been working a demand is created for inside furnishing that is received with a great deal of satisfaction by the dealers generally; and the fine Fall weather we have had seemingly prolonged for the builders' benefit, has helped materially to a successful issue. The delays in filling orders are less frequent than usual and the business may be said to be progressing favorably.

Transportation facilities are complained of as interfering greatly with the delivery of material to the manufacturer, the worst condition that is criticized. It is expected that higher prices will prevail after January 1, when a reorganization of quotations will take place for 1906. Such goods as Barn Door Hangers and Rail, Strap Hinges and Butts, Shovels and Spades, Steel Goods, etc., prices on these goods have been too low, and the trade looks forward to a readjustment that will average them up somewhat.

There has been a very heavy stove trade of all kinds all over the country; the demand has not always been met by prompt shipment, but the requirements were full and the deliveries encouraging. The prosperity of the farmer is always evidenced in the improvement of kitchen and parlor conveniences as in the larger fields for the increase of his industrial wealth. So the trade may well prepare for the exposition of his wants in this respect.

Trade in Husking Gloves and Hooks on account of the far reaching territory of corn production has been remarkably good.

Those dealers handling Paints have been blessed with an excellent trade, and in analogous lines have enjoyed a well-grounded business of expanding proportions. The handling of Paints makes necessary the sale of so many other articles in connection with it, that a very profitable assortment of goods is carried in stock, and the sale of such goods duly appreciated by the community in which the dealer operates.

On the whole, the October business has proved to reach proportions even larger than were found in September, and in every other respect equally as satisfactory in the way of profits. The trade generally has been buying for their wants only, having experienced no speculative feeling whatever. The Hardware line has become with its numerous additions, so expanded, that an average stock of goods is regarded as sufficient for their requirements, leaving no room for heaping up stock in response to a view of speculative assumption. The goods needed have caused no unsettled conditions, and the increasing business developed has consequently been of the most satisfactory character, producing a spirit of general confidence and acting in the nature of a stimulant to enterprise and industry.

The Conventions held in Washington, D. C., this week, which were the Eleventh Annual Convention of the National Hardware Association and the Ninth Convention of the American Hardware Manufacturers' Association, were the most successful gatherings in the history of each. The largest number of members and visitors were present, many with ladies accompanying them, and the greatest interest was manifested in the speeches and proceedings. Everywhere was noticed prevailing the utmost good feeling and complete fellowship by those participating, and the highly gratifying conditions which the members reported from every section of our vast country, produced the happiest feeling of optimism prevailing that made the proceedings possess an unusual charm for everybody. The Catalogue House question was handled effectively by the Joint Catalogue House Committee of the National Hardware Association and the National Retail Hardware Association who were represented on the Committee. We give a good portion of our space to the Report of the proceedings which will be found on other pages in this issue.

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PROFIT MAKING LINES

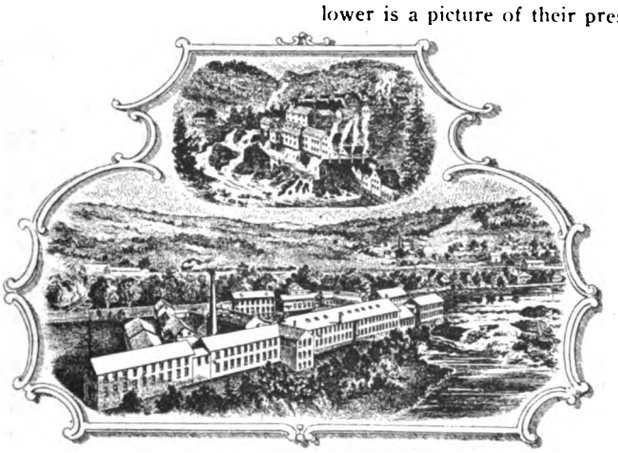
LAMSON & GOODNOW'S CUTLERY.

It is an interesting fact that the history and development of edge tools and cutlery from pre-historic times to the present, is intimately bound up with the history and development of man during the same period.

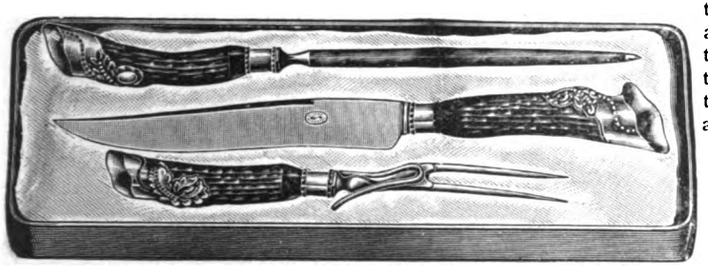
Saw-edged and crescent-shaped knives, flint flake knives, etc., implements of the Stone Age, were pre-historic man's first cutlery, and, although they appear to us to-day as clumsy, pre-historic man's domestic and social happiness was incomplete without them.

One needs only to visit the museums in our larger cities to find how well, in all ages, the skilful artificer combined the ornamental with the useful, not only in small weapons, but in cutlery as well.

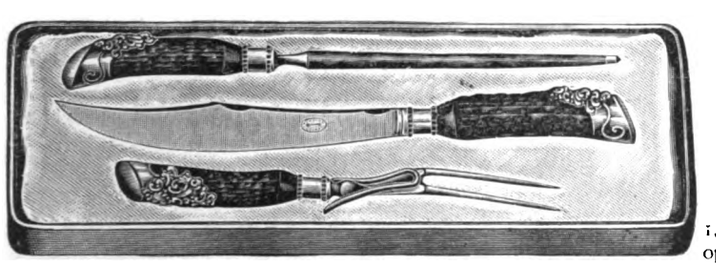
Each historic period has its own styles and ornamentation. Each successive period vied with its predecessor. Creative fancy worked overtime, and, as a result, would produce cutlery which was indeed "a thing of beauty and a joy forever."



LAMSON & GOODNOW'S PLANT.



In this country, the first cutlery was imported from England. A few specimens are preserved in Pilgrim Hall, Plymouth, Mass. So far as we know, the second oldest concern in the



United States, engaged in the manufacture of cutlery, was the Lamson & Goodlow Mfg. Co., established in 1837.

Scythe Snathes were first manufactured by its old plant. Soon after J. E. Goodnow began the manufacture of Butcher Knives. In 1850 Ebenezer Lamson became his partner. Their goods were of such superior quality that the demand for them constantly increased and they were compelled from time to time to increase the size of their plant as well as their facilities. The upper one in the accompanying picture shows their old plant. The lower is a picture of their present plant, in which the most complete line of fine table cutlery and knives for almost every purpose are being manufactured.

Their line of Stag Handle Carvers is the finest on the market to-day.

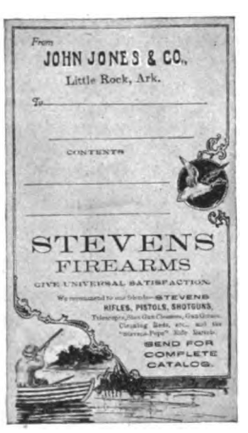
Throughout this country L. & G. Carvers and Carving Sets have carved for themselves an enduring reputation for quality and durability.

Their goods are being sold extensively in all parts of the world.

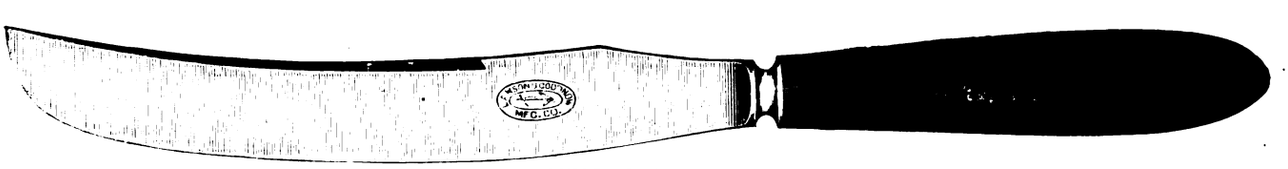
Because of its long established reputation for excellence and largeness of line, L. & G. Cutlery ought to be a "Profit Making Line" for Hardware dealers who are not already handling it.

STEVENS' PART ENVELOPE.

The J. Stevens Arms & Tool Co., Chicopee Falls, Mass., assist the Trade in facilitating the sale of the "Stevens" product with advertising matter in the way of booklets, circulars, electrotypes, etc. A valuable adjunct to their advertising campaign is the Stevens Part Envelope. This practical advertising accessory they furnish free to dealers, imprinted with their firm name and address. These envelopes are issued in lots of 250, 500 and 1,000. They consist of a durable, good stock of manila paper, open at the upper end. The flaps are gummed, thus permitting their being sealed. These part envelopes are very useful for sending out small parts, etc. We illustrate the salient features of this part envelope herewith. They will be sent anywhere on application, the dealer defraying the express or freight charges on same. A judicious distribution of this advertising matter invariably redounds to the interest of the retailer, and is a permanent advertisement for him. Upon receipt of advice, designating quantity wanted and shipping directions, the company will take pleasure in forwarding any number desired.



STEVENS' PART ENVELOPE.



RUBBER HANDLE CARVER.

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STIMULATING A CUSTOMER'S WANTS.

Before arranging for his display at the county fairs the Hardware dealer in agricultural districts would do well to take a day off and study existing conditions at close range. A day's drive through the country with especial reference to the location of his own patrons will not only bring up many suggestions regarding opportunities for individual sales but is almost sure to reveal some point at which the everchanging conditions of a growing community have produced or are about to produce a good general demand for some particular line of goods that is within the Hardware dealer's legitimate territory.

To illustrate my meaning, a few years ago while on just such a trip an acquaintance of the writer noticed that most of the old rail fences common to the farms of his community had been repaired and patched up to about the limit while a glance at the scanty woodlands told him that the rail timber had become too scarce to ever replace them properly. Here was his opportunity, and he made good use of it. Returning home, he first made a study of the various fences on the market until satisfied that he had discovered one of the best for his particular location; then he began to talk fence through his advertisements and, better still,, showed up the merits of his fences at every agricultural Fair and similar public gatherings available. The plum was ripe and the harvest satisfactory.

In the same manner another man discovered that a fad was springing up among the farmers of his community for a particular line of root crops where hay had been the previous staple. Instantly he turned his attention to introducing lines of machinery for the work that, in its previously limited application had been done almost wholly by hand.

Both of these instances probably are among the opportunities that have been but are no more in most communities; but so long as new machinery is invented, new conditions must present themselves there is always a good chance for an alert man by coming into occasional contact with his customers at their own homes to anticipate a harvest that by a little hand picking may be very valuable to him where to await nature's own course he might only get wind-falls. G. B. B.

NUMBERING RURAL FREE DELIVERY MAIL BOXES.

The article in the October Bulletin of the National Retail Hardware Association, on numbering rural boxes, has been printed and enclosed in the following communication, which Secretary Carter has forwarded to every member of the Southern Hardware Jobbers' Association:

"Your attention has already been called to the evils which will develop in case the proposed efforts upon the part of the Catalogue Houses and their cohorts to secure the authorization upon the part of the Post Office Department for the numbering of Rural Free Delivery Mail Boxes are successful; however, the importance of this proposition is so great, that we again desire to call your attention to this matter and to suggest ways and means whereby additional opposition may be directed against the favorable evidence that the Catalogue Houses' interests are accumulating.

"We first ask your careful consideration of the pamphlet enclosed herewith, bearing on this subject, prepared and publisned in the October Bulletin of the National Retail Hardware Association.

"Secondly, we request that you furnish each of your salesmen with enough copies of this little pamphlet to give one to each of his customers.

"Thirdly, please impress upon your salesmen—by a strong letter—the great injury that would result to the retailers, the jobbers, as well as to himself, in case the Catalogue Houses were enabled to secure the numbering of the rural delivery boxes as they are now trying to do. It would unquestionably tend to a still greater centralization of business among the large mail order houses, to the detriment of both jobbers and retailers. The salesmen should know that the more the business of the country is transacted through the mails, the less the field of operation and usefulness of the traveling man. The continued progress and development of the mail order houses, surely and forcibly rings the death knell of the traveling salesmen.

"We also suggest that you also present this matter to your customers direct at every opportunity. We can accomplish wonders if the trade will co-operate and support our efforts. Will you do your share? If so, kindly carry out the suggestions given above."

COMMITTEE ON STANDARD SIZE LOOSE LEAF CATALOGUE.

The Committee of the Southern Hardware Jobbers' Association, consisting of J. D. Moore, Charles H. Ireland and C. B. Carter, were appointed to report on the Standard Size Loose Leaf Catalogue. After giving the subject as much consideration as was possible they respectfully report as follows:

"After a very careful canvass of our membership, both as to the size of catalogues and loose leaf binders they are now using and their ideas and wishes as to something more desirable, if any, we recommend the adoption of the following size sheet for the regular printed bound catalogues: 8¼x11 inches. For use in Loose Leaf Binders, we recommend the adoption of sheet 9½x11. Ordinarily the printing space on either sheet will be the same, the loose leaf sheet being wider to permit of its being inserted in the loose leaf binders, the necessary margin for binding being greater than in the regular bound books. Printing space or type form should not be over 6¾x9¼ inches on either bound catalogues or on sheets for loose leaf binders.

"Your committee does not recommend the adoption of any particular style or make loose leaf binder; however, for your information would suggest The 'Tengwall' Binder as one possessing excellent merits. Price, $3.90 each in one dozen lots. Address The Tengwall Co., Chicago, Ill."

This information was sent to each of the members of the Southern Hardware Jobbers' Association by Secretary C. B. Carter.

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED OCTOBER 23, 1905.

391,438. ADJUSTABLE BRACKET. W. Van Horn, Piqua, Ohio.
391,532. WRENCH. J. G. Hoffman, Ste. Genevieve, Mo.
391,543. WASHING MACHINE. J. L. Martin, Leo, Ind.
391,588. WRENCH. C. S. DeWitt, Lockport, Ill.
391,631. CASTER. N. C. Merriam, Meriden, Conn.
391,682. DOOR CHECK. J. M. Brohard, Clarksburg, W. Va.
391,731. DOOR SPRING. F. L. Becker, New York, N. Y.

PATENTS ISSUED OCTOBER 24, 1905.

802,401. DRILLING BIT SOCKET. J. S. Lino, Pittsburg, Kan.
802,402. DIMENSION GAUGE. F. Martin, Newlonton, W. Va.
802,500. WINDOW SCREEN. De Villo C. Foote, Cleveland, Ohio
802,501. COMBINATION LOCK. R. C. Fulton, New York, N. Y.
802,522. CARPENTER'S JACK. P. J. McCulley, Annona, Tex.
802,528. SAW SHARPENING DEVICE. J. H. Seek, Chicago, Ill.
802,565. WINDOW SHADE HOLDER. J. R. Hamer, New Bedford, Mass.
802,603. WINDOW SCREEN. D. Z. Shaw, Pittsburgh, Pa.
802,618. SOLDERING IMPLEMENT. B. E. Williams, Woodville, Mass.
802,634. DUST PAN. W. N. Greer, Greely, Neb.
802,811. GAS SAD IRON. G. W. Huber, Philadelphia, Pa.
802,832. MILK PAIL. F. St. Thomas, Birnamwood, Wis.
802,838. WINDOW SCREEN. C. G. Woods, St. Louis, Mo.
802,849. TOOL. A. J. Eddins and P. W. Aguell, Bigspring, Tex.
802,872. WRENCH. E. J. Moon, Atlanta, Ga.
802,917. LANTERN. J. Doering, New York, N. Y.

PATENTS EXPIRED OCTOBER 30, 1905.

391,771. WASHING MACHINE. J. Ahrends, Monmouth, Kan.
391,840. STAIR ROD SECURER. C. A. Gildemeyer, Haddonfield, N. J.
391,880. SCREW DRIVER. M. Cashin, New York, N. Y.
391,911. SASH HOLDER. C. McIntire, Newark, N. J.
391,922. CURTAIN ROLLER BRACKET, SASH LOCK, &c. S. H. Scott, Chanute, Kan.
391,933. WASH BENCH AND WRINGER HOLDER. W. Baldwin, Cuyler, N. Y.
391,957. PIPE WRENCH. J. A. Giles, Oswego, N. Y.
391,049. PRUNING SHEARS. C. J. Meyerholz, Santa Clara, Cal.
391,116. CORK EXTRACTOR. R. B. Gilchrist, Jersey City, N. J.
392,152. WRENCH. J. A. V. Gyllenberg, Hecla, Mont.

PATENTS ISSUED OCTOBER 31, 1905.

802,962. WRENCH. A. L. Bennett, Morgantown, W. Va.
802,983. LOCK FOR WINDOW SASHES. W. C. Gilbert, Williamstown, W. Va.
803,001. CASTER RETAINER. D. C. Maccuaig, Nebraska City, Neb.
803,007. WRENCH. J. J. A. Miller, Denver, Colo.
803,026. WEATHER STRIP. F. N. Stubbs, Ionia, Mich.
853,034. FRUIT CAN OPENER. F. Trickery, Detroit, Mich.
803,064. COMBINATION LOCK. J. E. Lemyre, Manchester, N. H.
803,113. OIL CAN ATTACHMENT. H. J. Klusmire, Holton, Kan.
803,204. DUST PAN. J. A. Widmer, Canyon Ferry, Mont.
803,231. PIPE WRENCH. E. Huntley, Seattle, Wash.
803,292. FOLDING RULE. C. E. Keefer, Morrell, Pa.
803,319. WRENCH. F. Zqicker, Indianapolis, Ind.
803,366. FURNITURE CASTER. W. Seavill, Waingaro, New Zealand.
803,381. DOUBLE SHADE AND CURTAIN BRACKET. G. W. Wiggins, Bridgeport, Conn.
803,397. PIPE WRENCH AND SHIFTING SPANNER. R. M. Carroll, Petone, New Zealand.
803,437. PLIERS. P. A. Scott, Chrisman, Ill.
803,512. COMBINATION TOOL. W. Scott, Jr., Nyack, N. Y.
803,529. COMBINED NUT AND PIPE WRENCH. M. E. Garwood, Bingham, Mich.

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SEWING MACHINES AND HARDWARE DEALERS, No 4.

For the general Hardware dealer, success in selling sewing machines depends almost wholly on the confidence and courage with which he takes up and talks the line. The territory, *i. e.*, the character of your customers, their disposition with regard to buying sewing machines, whether favorably disposed or otherwise, are all matters of secondary importance. The confident Hardware dealer who knows his sewing machine and has the courage of his convictions will find means to interest and sell nearly all of his trade. There are a few people in every community who will buy sewing machines "sight-on-seen." Most people, however, are indifferent, and must be interested. First, by what the dealer *knows* and *believes* concerning his sewing machine; second, by what he *says* about it; and third, by *Public opinion,* or what others have said or done with the line in the community itself or elsewhere.

It is continuous effort that pays in selling sewing machines as in everything else. Sporadic effort means waste every time. If the dealer has confidence in the machine he sells and talks it up in that spirit and manner, that is the impression people will get. The first few machines sold, serve only as a foundation and aid to introduce the machine to your customers, and if a good machine, backed up and warranted by your jobber, it gains trade and friends for you.

A profitable way to stir up trade is to take some household article like sewing machines that there is a demand for and push it constantly. If your sewing machine is better than the one handled by your competitor, give a good, honest reason for it. Remember, the stronger you can be in your argument, the better people will like it. Not only be honest, but let the machine show and prove that you are. Most people, especially women, like to know the how and why of everything nowadays. Maybe the first few sewing machine sales will be slow in coming, but they will come, just the same, and there is no other specialty line in which the Hardware dealer can invest money where it will bring him better profit or satisfaction, than in a line of good, family sewing machines.

How to present your sewing machine proposition, *i. e.,* what selling points to advance, what language to employ and in what way it should be marshalled, can be learned only from experience. Especially should you study and know your sewing machine thoroughly. Make yourself so familiar with it that you can turn to it and talk sewing machines instantly, as soon as you see and "size up" your prospective customer. Make all the facts, reasons and arguments as to why your customers should buy your sewing machines so much a part of yourself, that you can handle them with the courage and emphasis that carries conviction. A good primary or educational rule is to make every canvass, whether a success or failure, give you points that will make you a better and stronger Hardware sewing machine salesman. Other things being equal, the general Hardware dealer has an advantage over all other merchants as his business and varied stock advertises the sewing machines, brings customers and divides expenses.

After ordering out your "trial shipment," place your sample line of sewing machcines on your floor and say to the first customer who enters your store, "I have just purchased a line of the celebrated ——— sewing macchines." Tell her that you guarantee the machine to do family sewing of any and all kinds, that the machine is always ready to do that perfectly on any and all kinds of goods. First, present to view the front side of the cabinet work, and while raising the head, call attention to such points in the woodwork as may appear desirable features, such as the beauty of finish, arrangement of drawers, the automatic lift feature, the beautiful furniture, its nice and graceful appearance, the light running, Ball-Bearing stand, etc., etc. If this line of talk does not satisfy your cusomer, ask her to take a seat at the machine. Tell her, the line being new, you have not yet mastered it as thoroughly as you would like. It is probable that your customer will know more about the machine in a few minutes' trial than you could tell her in an hour. All this time, use your best endeavor to inspire her with confidence in the machine—compliment her on her ability to operate it successfully, so that when she gets through, she is perfectly satisfied that she can successfully manage the machine to do the work she requires of it.

I would suggest to the Hardware dealer on receiving a trial shipment, to be careful in taking the machine out of the crate to avoid scratching or bruising the woodwork. I would thoroughly acquaint myself with the mechanism of the machine and its working parts; I would myself run the machine a few minutes and see that the belt is neither too tight nor too loose. Then oil it up and see that no nuts or screws are loose and that the band wheel runs perfectly straight and is plumb.

Every woman who comes in to buy a sewing machine has in her mind's eye the particular machine she wants. It is never the machine the dealer has in his store, but some hypothetical machine that she believes has some special features without which she wouldn't be satisfied. The writer knows of many just such cases where the purchaser preferred to pay $40.00 to $45.00 for a sewing machine when the Hardware dealer could have sold her his sewing machine at from $30.00 to $35.00, but because he couldn't prove that his sewing machine had all the improvements and a lot more that the lady believed the other machine possessed, the sale fell through.

The Hardware dealer has got to be prepared for just such objections on the part of the prospective purchaser and find out just what particular machine she has in her mind before he delivers his selling talk. Then he can deliver it from the tsandpoint of meeting her objections and showing her that his machine is equally as good by comparison and possibly possesses some features that the other machine does not.

Another important feature that the Hardware dealer does not dwell on with sufficient strength, in my estimation, is the offer to let the prospective sewing machine customer take the sewing machine for a few days, or a week, if necessary, and try to get familiar with it. Then, if it doesn't come up to her expectations, she is at perfect liberty to return it. This, any sewing machine agent will do, but every purchaser doesn't know it, and in the absence of any hint to the contrary, the lady would naturally think she would have to buy the machine any way. It's a great deal better to obtain her confidence by this frank method.

The best business-getting plan for any Hardware dealer in selling sewing machines is an attractive floor display. The floor samples will interest his trade and that interest is bound to make sales. It is the Hardware dealer who keeps his sewing machine constantly before his customers, who talks them up forcefully and plainly is the one who will make the most sales—sure.

Of course, it's no snap, but how can you expect to sell many sewing machines if you have only one or two on your floor? The line is certainly profitable and if it is worth handling at all, it is worth handling well. Order five or six machines from your jobber and place them in the front part of your store and outdoors, where people can see them. Show them to your customers. Advertise them in your local paper or with circulars. Your jobber will be glad to send you electrotypes and plenty of advertising matter, send every customer one of your books (except the dead beats) a personal letter and a sewing machine circular and invith them to see your machines. When customers think of buying, insist upon letting them try the machine in their homes at once for two or three days or a week, not longer. Let your motto be, "Sell as quick as you can, as often as you can"—never let a chance to make a sewing machine sale escape you.

In talking or showing up. keep the customers' attention on the machine—avoid outside talk. Have her to sit down and try the machine—show the customer how to thread the machine and help her to get started. Avoid argument as to the relative merits of other machines and undertake nothing in showing up that you have not mastered previously. Dwell only on the merits and commendable features of your machine. People like to know how and where things are made. Not a technical description, but just a hint here and there. Remember, the paramount object is to make sales; therefore, the best plan is to find the easist way to show up a machine with the least time and attention consumed and yet, make sales.

In selecting a sewing machine to handle, choose one from your jobber that you have the utmost confidence in. One that he highly recommends, therefore, one that you know is first class in every particular and a machine that you can strongly and honestly recommend, in every way, to your customers. By all means, handle only a good sewing machine, because by having a high appreciation of the machine you are selling, you are more enthusiastic, and can speak in more positive terms about its many fine qualities, durability, good work, etc., etc.

If you will put in a line of sewing machines and talk up your machines in the right spirit and manner, you will surely get your proportion of the sewing machine trade. By all means, try to make he machine interesting and desirable to your customer. Be different from the others in your line.

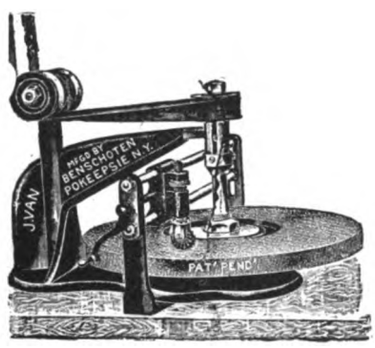
G. H. DIRHOLD, St. Louis, Mo.

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NEW GOODS AND SPECIALTIES.

VAN BENSCHOTEN'S PATENT CLIPPER GRINDER.

John Van Benschoten, 14-20 Catherine Street, Poughkeepsie, N. Y., is the manufacturer of the Patent Clipper Grinder, which we illustrate herewith. The Grinder is simple in operation; a depression of ⅛ inch at a 4-inch circle in the center of the stone allows a flat 5 inches outside grinding surface on which clippers are held parallel, moving them laterally a trifle over the two edges while grinding, thus keeping the surface perfectly flat

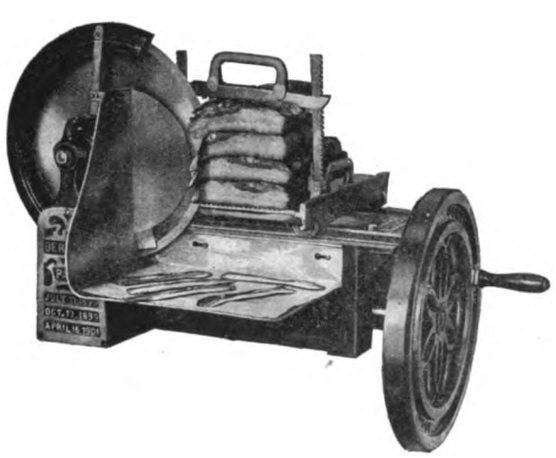


PATENT CLIPPER GRINDER.

and true. A rigid and absolutely positive truing attachment permits the stone being trued at will, removing all unevenness and glaze. It is claimed that the sharpening of clippers, from the fact that all previous grinders have been too expensive, has been confined entirely to the manufacturers; and, as clippers require constant grinding to keep them in good condition, a purchase of one of these inexpensive grinders can establish a well-equipped business with a steady income. Write to the manufacturers how this can be done.

THE AMERICAN SLICING MACHINE.

The American Slicing Machine Co., 56 Fifth Avenue, Chicago, Ill., with an Eastern office at 9 East Fourteenth Street, New York, are placing upon the market the American Slicing Machine, of which we give an illustration. It is simple in construction, substantially made, works easy with marvelous rapidity, and is not liable to get out of order. All parts are nicely japanned, nickel plated or of polished steel, so that the machine forms a great attraction when used in view of customers or the public. Among the special advantages this machine possesses over any-

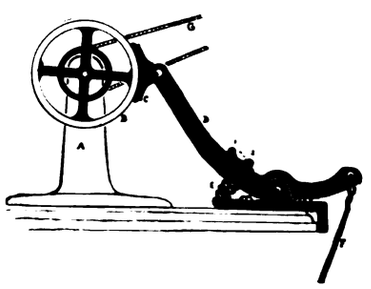


THE AMERICAN SLICING MACHINE.

thing in the nature of a slicing machine: The meat is not touched by the hands after it has once been placed on the carriage of the machine. The thickness of the slices is determined by the feed-adjusting lever, and any desired thickness can be obtained from that of the wafer to ⅜ of an inch. The meat can be sliced to the last limit and no ragged edges to be dealt with. The rapidity of the cutting operation is such that it can easily perform the work of from four to six men, and, as a child can work the machine as readily as an adult, it is a labor-saving process of the utmost importance. The machine will cut two or three kinds of meat at one and the same time, and whether the carriage contains its full equipment or not, the ease and efficiency of the operation remain throughout. The knife requires sharpening only two or three times a week, and the process is performed with greater ease than is possible with a hand knife. These machines have been adopted by many of the leading Department Stores, butcher shops, delicatessen stores, catering establishments, hotels, restaurants, etc., to whose attention its merits have been brought.

AUTO-BRAKE WATER MOTOR ATTACHMENT.

The A. Rosenberg Co., Baltimore, Md., are manufacturing a fine line of Water Motors suitable for the Hardware trade. Their "Polar" styles of Motors and Fans are provided with a polished cast-brass ball and socket joint, which allows the Motor to be adjusted and tilted in any direction while running, which feature is broadly protected by letters patent granted June 28th, 1898, and they claim no one has any right whatever to make, use, or sell any other Water Motor that can be tilted and adjusted in this way. We illustrate their "Auto-Brake" attachment for



AUTO-BRAKE WATER MOTOR ATTACHMENT.

stopping and starting a sewing machine when driven by their Water Motor. "A" represents any sewing machine and "B" its balance wheel, "C" the shoe of the Auto-Brake "D," to which is attached the spring "E," which operates to press the brake against the balance wheel when the foot is removed from the treadle of the sewing machine. The treadle is connected to the brake by removing the pitman and then attaching the wire "F" in its place on the treadle. This brake can be attached to any make of sewing machine, either plain or drop head, automatic or high arm heads. For the automatic styles it is only necessary to adjust the spring from the lug "2" to the lug "1" and turn the shoe "C" at suitable angle to allow it to rest on the wheel. Their motors are interchangeable and the motors may be turned into fans by removing the pulleys and attaching their fan and guard. Their 7-inch motor bodies are always fitted to attach a guard if desired and will be furnished this way unless otherwise ordered. Besides operating sewing machines, their motors are in use by dairies in making butter, separating cream, operating ice cream freezers, washing bottles. By grocers for driving coffee mills and grinders, by butchers for grinding meats and making sausage, etc. For the Holiday trade the Motors make a most useful present, and sell readily for operating toys, dynamos for charging batteries and lighting Xmas trees and show window displays. They will operate a washing machine, air-compressor, dentists' lathe or drill, jewelers' lathe or buffer, printing presses, scroll saws, circular saws, blacksmith forges, or any machine where there is sufficient supply and the proper motor attached to suit the circumstances. The A. Rosenberg Co. will be pleased to open correspondence and give any desired information to Hardware dealers.

"AVERY" SEAMLESS STEEL HOTEL WARE.

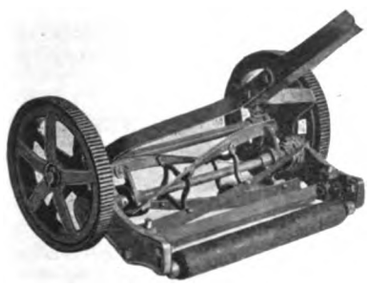
The Avery Stamping Co., manufacturers of the "Never-Break" steel spiders, griddles, kettles, shovels, etc., have been giving especial attention of late to their Seamless Steel Hotel Ware, which they furnish with heavy steel covers. It is claimed that this hotel ware is made of the thickness of sheet steel, which gives the best culinary results. It is said to rest flat upon the range, will not scorch and burn its contents and will not warp or twist out of shape from the fiercest heat. It is claimed that this hotel ware is cheaper than copper ware, yet superior to the latter in some ways. The Avery Stamping Company's steel hotel ware is double coated with absolutely pure tin, free from

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all alloys, and it is remarked there is no danger of poisoning if in the course of time the tin wears off in spots. This hotel ware is made for the most strenuous service, and is equally well adapted for use in steamship cuisines, railroad dining cars and, in fact, for all public institutions demanding something extra durable. Catalogue and full particulars will be sent to all merchants interested in goods representative of the highest quality, design and finish.

THE HAWK LAWN MOWER.

The Globe Lawn Mower & Mfg. Co., Reading, Pa., is engaged in manufacturing the Hawk Ball Bearing Lawn Mower, an illustration of which accompanies this article, which has 10-inch drive wheels, 5½-inch reels and four blades. It has a patented

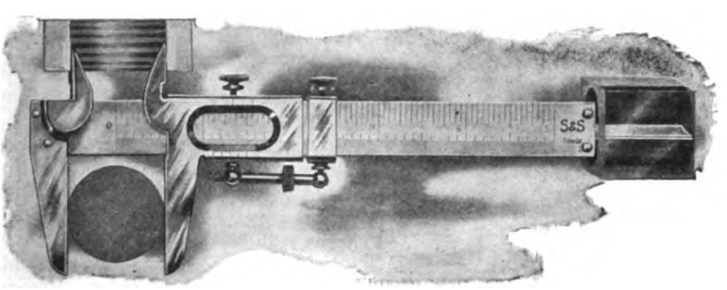


THE HAWK LAWN MOWER.

cutter bar adjustment and pinion clutch on which they claim a superiority. It is claimed to cut closer to a border than other Lawn Mowers, making it a desirable mower for use on golf links, parks, and fine lawns. It is constructed so it will cut with ease grass 7 to 8 inches high; is elegantly finished with gold body and red enameled drive wheels and has a bottom knife made of steel that is expressly forged for the purpose and fully guaranteed.

S. & S. VERNIER CALIPER.

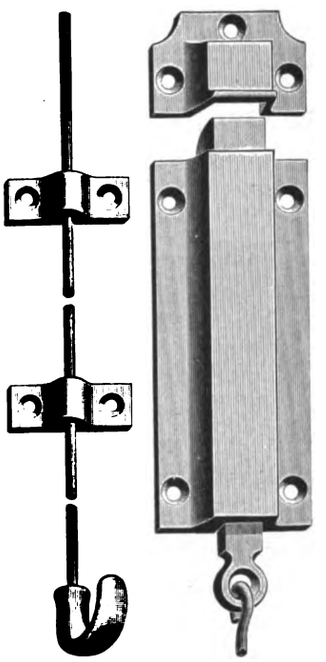
Schuchardt & Schutte, 136 Liberty Street, New York, offer the trade the S. & S. Vernier Caliper, shown in the illustration which accompanies this, and also demonstrates the method of ascertaining accurately inside and outside diameters and depths. They are made in full polished, with and without horizontal adjusting screw, and in the same styles in full nickel plate. The instrument is 6½ inches long over all, when closed, the end depth gauge having a capacity of 3 13-16 inches. The style which we illustrate is graduated in sixteenths and fiftieths of an inch, the vernier attachment enabling the user to get positive measurements to the thousandth of an inch. Similar calipers are also furnished with graduations and verniers for readings to 1-128 inch and 1-10 mm., metric measure. There can be no confusion in determining results, as all three styles of gauges are read from similar scales and verniers. Leather pockets with metallic snap buttons are furnished for carrying. The four tools list but $2.25, $2.55, $2.90 and $3.15 each, according to finish and whether or not they have the adjusting screw; subject to trade discounts.



S. & S. VERNIER CALIPER AND DEPTH GAUGE.

SPRING BOLTS WITH RODS.

Sargent & Co., New Haven, Conn., and 149-153 Leonard Street, New York, are distributing to the trade an extra page, 568B, to their catalogue, which illustrates fully their new line of Spring Bolts with Rod, in the style of the illustration herewith. This is something new, to be used the same as their chain bolts, the advantage being in the nature of an improvement, making its operation easy while avoiding the rattling which usually is an accompaniment of the chain bolt. The bolt, of which we give an illustration, is made of cast bronze metal, with bronze metal rods, in the following finishes: Highly finished, Antique Copper and Antique Copper Sand finish, in 2, 3, 4 and 6-inch sizes. This bolt is also made in the same metal and finishes, but extra heavy, in 6 and 8-inch sizes. Another group, of cast iron with triangular bolt, is made in 3, 4, 6 and 8-inch sizes, finished in bronze plated, highly polished, antique copper and

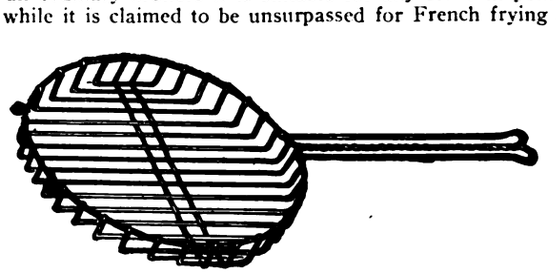


A NEW SPRING BOLT.

antique copper and finish. All are packed with screws to match and have rods 7 feet long, the material of which corresponds to the bolts. Shorter rods, if so ordered, can be furnished at a less price.

THE SMOKELESS BROILER.

The Bridgeport Wire Goods Co., Bridgeport, Conn., and 82 West Broadway, New York, is placing upon the market the Smokeless Broiler, which we show in an illustration herewith, and which is calculated to meet with a large sale, as it is made to be sold at a moderate price. It is manufactured from the best steel wire adapted for the purpose, and retinned when finished, which is referred to as being practically indestructible. Like all ordinary broilers it is suitable for any stove in point of size, while it is claimed to be unsurpassed for French frying and



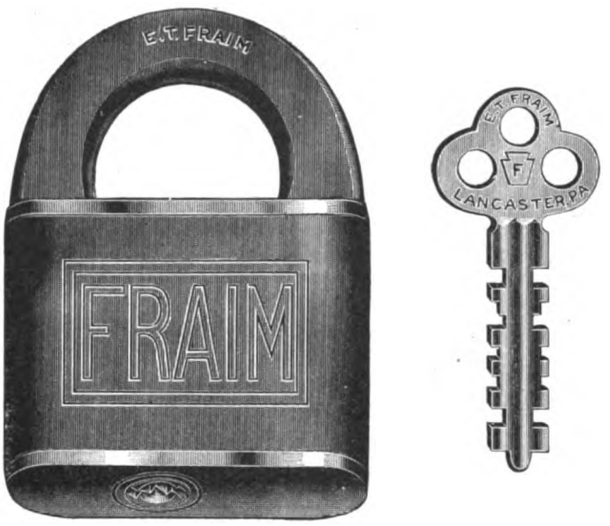
THE SMOKELESS BROILER.

especially for toasting. Inverted, it makes an ideal gas stove toaster. Being in only a single part, it is readily kept in a good, clean condition after using, as it can be left in the stove to burn off any grease, as the food can be removed from the broiler without any necessity of disturbing the broiler in the operation. It is made in two sizes, one of which we illustrate, to fit the ordinary stove, the other being oval in shape to cover the whole fire. Send for circular giving further information about this saleable novelty.

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ARMOURED STEEL PADLOCK NO. 464.

Keystone Lock Works, E. T. Fraim, proprietor, Lancaster, Pa., has added to his important and extensive line of Padlocks the one we illustrate with a cut that is full size. It is made from armoured steel with solid bronze trimmings. Has bronze metal

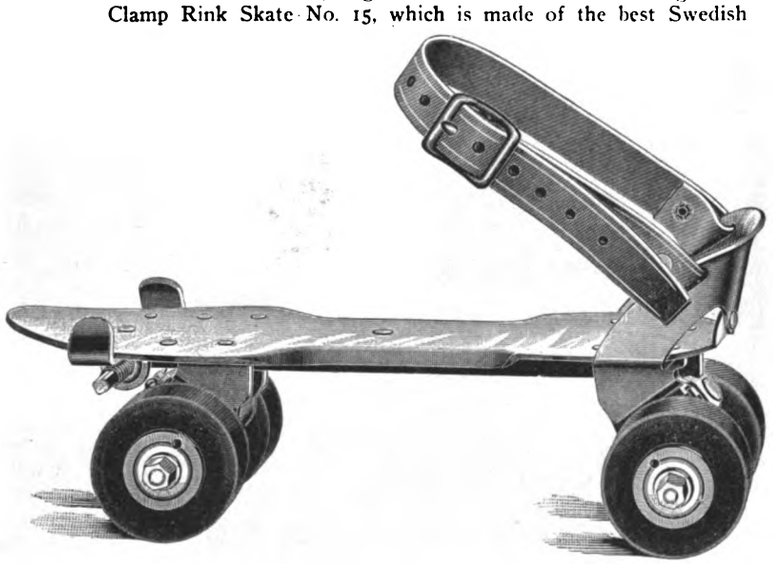


ARMOURED STEEL PADLOCK, NO. 464.

top and cap, with black steel shackle and case. It has two nickel plated corrugated keys and is a Padlock that is already a favorite in the trade. They are made in two sizes, with and without chain, 1 11-16 and 2 inch, the latter of which we illustrate.

UNION HARDWARE COMPANY'S NEW ROLLER SKATES.

The Union Hardware Co., Torrington, Conn., New York office with Tower & Lyon, 95 Chambers Street, are the manufacturers of a line of Roller Skates shown in their latest catalogue, among which are the Roller Skates illustrated in the course of this article. The illustration, Fig. 1, shows their Ball Bearing Half Clamp Rink Skate No. 15, which is made of the best Swedish



BALL BEARING RINK SKATE, NO. 15.

cold rolled steel, which gives the skate a finished appearance. Special attention is called to the construction of the frame, which is of unusual strength. The foot plate is strengthened by a brace which is riveted to it, extending from the toe clamps to the back of the heel. The trucks are oscillating, with rubber cushions, that turn in a three-foot circle. The ball bearing skates are furnished with either hemacite or steel rollers, and are handsomely nickel plated. The illustration, Fig. 2, shows their Ladies' Ball Bearing Rink Skate No. 14, which is of the same general construction as No. 15, except that it is fitted with russet grain leather heel. These skates are said to be exceedingly popular for Rink use. The development of the Roller Skate Rink has been very rapid during the Summer and Fall, and Rinks are now operated in almost all of the large cities throughout the country, especially in New England, while the Middle West and the Southern States are also becoming largely interested in the sport.

"RUSSWIN" DESIGNS.

THE RUSSELL & ERWIN MFG. CO., 45-47 Chambers St., New York, have adopted an extremely attractive method of showing the artistic conceptions designed by them, in Bronz Metal Locks, Knobs and Escutcheons, by mounting the several designs in regular order on a series of leaflets numbering sixteen, and engraved in the highest style of art. In presenting these illustrations of representative designs in various schools they introduce them with a few words regarding Russwin Hardware. The illustrations themselves prove that the designer understands and follows the influence of the period to which each design belongs and brings its peculiar beauties into his work. His production conforms in every line with the style of its particular period. The mechanical skill bestowed upon Russwin Hardware is of the same high order. The making of castings, the finishing of surfaces, the fitting of working parts, and the finishing of the goods are accomplished by skilled mechanics with the most careful supervision. The result is Hardware unsurpassed in purity of design, mechanical perfection and durability of finish. In these illustrations every prominent architectural design is represented, and in the better known schools the choice of a number of designs is afforded.

HARDWARE SHELVING LOWER IN PRICE.

J. D. Warren Mfg. Co., Masonic Temple, Chicago, Ill., on August 1, 1905, published a new Price List of Warren's Hardware Shelving which shows an average reduction of 15 per cent. from the catalogue of one year ago, dated September 1, 1904, which was secured through the installation of machinery made especially for them. It will be noticed that the Warren Oak Cabinets, Bases, and Counters are made at prices for each section as low as $1.50, $2.00, $2.50, $3.00, $4.00 and $4.50 per lineal foot. Oak Drawer Cabinets for Hardware and Bolts as low as $3.50 and $4.50 per lineal foot, the $4.50 covering the very good selling Nos. A2613 and A2617. Oak Sliding Glass Door Display Wall Cabinets at $4.50 per lineal foot, under which No. A2140—a very practical pattern—comes. These prices should appeal to every merchant wishing inexpensive Shelving, having advantages embodied, learned from their 12 years experience in manufacturing Hardware Shelving exclusively. They give assurance that at all times merchants will receive the benefits of their careful study concerning the cost of construction through advantages of machines made especially for their work; and in any other manner they can, without sacrificing any of the good qualities and workmanship which are held paramount to price; as evidence of this assurance—they feel nothing can speak more definitely of their business methods than does this Price List at a time when lumber is advancing and their factory capacity booked nearly two months ahead.

NEW CARRIAGE HEATERS.

The enormous demand made upon the Chicago Flexible Shaft Co., 106 La Salle Ave., Chicago, for the Clark Carriage Heaters has brought about unusual perfection in the making of these cold weather necessities. This firm is said to have the most complete equipment of any for the economical manufacture of carriage heaters. They make about 20 styles of heaters which range from a practical low priced wagon heater to some of regal beauty and perfection. Two of their new heaters are proving exceptional favorites with automobile and carriage owners. The "Duchess" is very popular. It is reputed to be the most handsome carriage heater ever made. It is 24 inches long, weighs 12 pounds, and has adjustable side and end ventilators. The ends are rolled stamped metal heavily nickel plated and the cover is a rich maroon velvet plush. The other of these is known as the Clark No. 7 X. It is very similar to the Clark No. 7 D, but it is a much handsomer heater. The 7 D has been one of the firm's best sellers, and the new 7 X is said to be growing even more popular. It is 14 inches long, weighs 9 pounds and has adjustable side and end ventilators. It has solid metal ends heavily nickel plated. The cover is an expensive maroon mohair plush. It appeals to high class trade who are always looking for the best and the sale of it to this class is heavy.

CHARLES MORRILL'S SPECIALTIES.

Charles Morrill, of 277 Broadway, New York, informs us that their business is constantly showing a healthy increase in volume both in the United States and abroad. This firm has always made quality the paramount issue, with the result that their goods are the standards in their respective lines throughout the civilized world, and the name "Morrill" has become a synonym in the Hardware trade for the highest quality of tools both in material, workmanship and character of work performed.

Quite a number of houses, from time to time, have requested them to put in cheaper material and labor so as to lessen the cost, but this they have unswervingly refused to do, and the reputation and business they have obtained is a justification of this policy.

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RECENT TRADE PUBLICATIONS.

I. S. Spencer's Sons, Inc., Guilford, Conn., have presented us with an unusually artistic box, which is in large pamphlet form, finely printed on excellent paper. They state by way of "Foreword" as follows: "The purpose of this book is to remind those who have visited us of our works, and to disclose to others the nature and extent of our facilities for satisfactorily manufacturing light gray iron and brass castings and general Hardware." The building was started in 1857 and the business has grown extensively since that time. They claim that the development has been produced by fair dealing combined with constant effort to maintain the highest standards of workmanship and material. The book contains numerous views of the different Departments of the Spencer Works, and is illustrated by the camera. It is without doubt a handsome production, the cover being beautifully decorated in green and gold. A copy of this most interesting book will be sent upon application.

J. E. Bolles Iron & Wire Works, Fourth and Porter Streets, Detroit, Mich., have made us the recipients of their new catalogue, No. 21, which is finely gotten up in the good taste characteristic of these people. The book is profusely illustrated, showing views of all kinds of Ornamental Iron Work in Bank Railings, Grilles, Elevator Enclosures and Cabs, Iron, Wire, Brass and Bronze Work, Iron Settees for Parks and Lawns, Fencing and Entrance Gates, and also a large line of Builders' Specialties, such as Fire Escapes, Balconies, Iron Stairs, Shutters, etc. They state that their products are Standard in quality and are accurately illustrated in the catalogue, and also that they are constantly adding new designs. In connection with each illustration a brief description of the article is given, together with the measurements and prices of same. This book will be found very valuable and instructive and will be furnished to all interested parties writing for same.

The Peters Cartridge Co., Cincinnati, Ohio, and 98 Chambers Street, New York, have sent us one of their latest price lists of Metallic Cartridges, Loaded and Empty Shells, Primers, Gun Wads, etc. The book contains 60 pages and is very well arranged throughout, and will be found very useful to those interested in this particular line. In addition to this price list we have received a copy of the sixteenth edition of a pamphlet entitled "Handy Book for Trap Shooters and Sportsmen," published by The King Powder Company and The Peters Cartridge Company. This book contains numerous points of interest to sportsmen and trap shooters and will be found very useful and handy to have for reference. Several pages are devoted to an article on "Game Laws," giving synopses of the Game Laws in each State of the Union and in the British Possessions in North America. The book also contains several other articles in regard to shooting rules and one very interesting article on "How to Organize a Gun Club and Conduct a Tournament." If you care to receive one or both of these little books they will be sent on receipt of application.

The Boss Manufacturing Company, Kewanee, Ill., and New York, N. Y., manufacturers of Husking Gloves, Mittens and Pins, Hand Leathers, Wrist Bands, Canton Flannel Gloves and Mittens, etc., have sent us a copy of their latest catalogue, which is published with a view to familiarizing the trade with the extensiveness of the Boss establishment, whose rapid growth since 1890 is unprecedented, and aiding them to a fuller comprehension of the superior quality of the goods they manufacture. They call attention to the fact that very striking improvements are being made in the manufacture of gloves and mittens in their factories, improvements which, they claim, distinguish their goods from all others. They also state that the "Boss" Huskers have acquired an enviable reputation all over the world as being the finest it is possible to produce. The catalogue is a very excellent production and attractive in appearance. It is extensively illustrated and is indexed. If you are interested send for one.

Owosso Mfg. Co., Owosso, Mich., have sent us their 1905-06 catalogue and price list, which describes and illustrates the Owosso Snow Shovels, including the "Peerless" "Boys' and Toy Shovels," "Dispatch," "Challenge," "Peninsular," "Ideal," and the "Bonanza," which is a snow shovel and scraper combined. The catalogue is in pamphlet form and will be found a handy and useful one to those interested in this particular line. If you are not already in possession of same send at once, as they are free for the asking.

Tragle Mfg. Co., Reading, Pa., have recently issued their Annual Catalogue and Price List No. 7, which is a very handy and useful little book, containing numerous illustrations. They claim that they manufacture the finest and most complete line of Veterinary Files and Floats in the world, and guarantee all their goods with the brand "Tragle" on them to be absolutely first quality. They will be pleased to supply their catalogue to any one interested in this line of goods. Send for one.

The Ludlow-Saylor Wire Company, St. Louis, Mo., have issued a Special Catalogue of Fly Screen Cloth, Galvanized Hardware Cloth, Galvanized Nettings, Riddles, Flower Stands, Wire Trainers, etc. The catalogue is in small pamphlet form, is very attractive in appearance, and contains numerous illustrations of the goods manufactured by this company. If you have not received one of these catalogues and are interested in this class of goods the company will be only too glad to send you a copy. They state that they also manufacture Wire Cloth in all grades in Iron, Brass, Copper, Bronze or Galvanized for Mining and Concentrating Plants, and that they will be pleased to quote prices on any of these grades of goods and send special catalogue upon application.

The Griffin Manufacturing Co., Erie Pa., are presenting to the trade their 1905 catalogue and price list of Wrought Steel and Bronze Goods, including Hinges, Butts, Shelf Brackets, Door Bolts and Miscellaneous Hardware. They state in introducing the book: "We now have our own rolling mills and are thereby enabled at all times to get the right grade of material quickly, insuring to our patrons prompt service and the very best goods that skill, money and experience can produce." The catalogue is in book form, 9x6 inches, with bright red cloth cover, lettered in gilt, and is profusely illustrated. The book will be sent free upon request.

The Buckeye Paint and Varnish Co., Toledo, Ohio, have sent us a number of circulars recently printed by them, setting forth the important features of their goods, including their Mixed Paints, Carriage Paints, Decorative House Paints, and their Buckeye Paint and Varnish Remover, Buckeye White Lead (guaranteed strictly pure), and Crystal Rock Finish. For further information regarding the products of this Company write for circulars, etc., which will be gladly sent on receipt of application for same.

F. H. Brammer Mfg. Co., Davenport, Iowa, have sent us a neat little pamphlet exploiting their O. K. Washing Machines, in regard to which they state: "The O. K. Washing Machine is a success. It will do the work. It will save you and save the clothes. The best is the kind that has been proved, and the O. K. Washer is the proved one." Send for this interesting little booklet and learn more of this valuable household necessity.

The Portland Ladder Company, 545-547 Rhine Street, Portland, Ore., have issued a new catalogue and price list of their Fire, Farm, Trestle and Extension Ladders, all of which they claim are made from carefully selected timber, with second growth hard wood rungs, tenoned, firmly put together, and every rung securely fastened at each end. Catalogue may be had for the asking.

The Armstrong Manufacturing Co., Bridgeport, Conn., have sent us a copy of their new catalogue, which describes and illustrates their Stocks and Dies, and Water, Gas, and Steam Fitters' Tools and Machines for cutting off and threading pipe. They claim that these machines are built with the same care, and under the same able mechanical supervision as their stocks and dies and other small tools, which are so well known and generally liked that they are found in the kit of every first-class steam and gas fitter in the civilized world. The catalogue contains a Table of Standard Sizes and a Price List, and is indexed. A copy of this very interesting and instructive book will be gladly sent upon request.

W. A. Busse & Co., Chicago, Ill., are again bringing into prominence their Patent Upholstered Adjustable Chair Seats by the use of their 1905-6 Catalogue. They claim that their seats meet every requirement, being rich in appearance, comfortable, durable and cheap in price, and that they can be put on a chair in an instant without the use of tools, as they do not require cutting or trimming or the use of nails. For further information, prices, etc., write for catalogue. It will be gladly sent upon request.

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MIDDLE WEST BOOMING.

Business conditions through the middle west have never been better than they are this fall, and there is much upon which to base the high optimistic view which prevails in the entire west. The corn crop is the greatest in the history of the country and is being sold at a high price—and the general agricultural yield is the best the country has ever known. One of the large jobbers here in Sioux City, Ia., in remarking on the splendid business said: "The United States has made great strides in manufacturing and our industrial progress has been remarkable in all directions; still we are an agricultural nation, and the plowshare is the mainspring of our national prosperity. And with the farmer happy and prosperous, comes business to the merchant, jobber and manufacturer."

In all these Missouri River cities one sees a large amount of new buildings which is one of the expressions of the country's prosperity, and is the kind of expression that is most welcomed by the Hardware man.

The big jobbing Hardware house of Knapp & Spencer Co. occupies one of the best equipped Hardware warehouses in the country; the building is practically fire proof and covers about half a city block, being six stories high, and stocked from its sub-cellar to the roof with a very comprehensive line of Hardware. The trade of this concern is constantly enlarging, new territory being added and the adjacent towns being worked still more closely.

A large double store is occupied by the Orcutt Co., at 1010-1012 4th street which is one of the most attractive stores in Sioux City. The windows are used to good advantage in displaying and showing the lines of Hardware, house furnishing and sporting goods of which the Orcutt Co. carry a big line. In speaking of the city's growth M. Orcutt said: "We realize that the future of our concern was either to push the wholesale trade or to enlarge our retail business. We, therefore, after the big fire, built a store especially adapted to easily handle a large retail business. We have added many new lines of goods and find that each month our business is growing." The success of the Orcutt Company is good proof that it pays, where competition is keen, the Hardware dealer to concentrate his efforts either in enlarging the retail or wholesale end and to drop one or the other, rather than in trying to spread the business in both branches, and having neither a good retail or jobbing Hardware stock.

Another well stocked Sioux City store is that of Wm. Warnock located at 324 Fourth street and through to 313-317 Douglas street. A. W. Ivins, the manager of the Hardware department, talked interestingly about trade conditions and said: "After the big fire here the re-building began at once, and in addition to that the steady growth of the city has made a wonderful demand for building materials and supplies." The stock carried by Wm. Warnock is large and varied—embracing as it does a complete line of Hardware, stoves, paints and oils, sporting goods and automobiles. A complete plumbing and tin shop is maintained and a large business is done in steel and storage tanks.

A distinct feature of Hunt & Schuetz Hardware store is the big sign with letters about 3 feet in height covering the front of the store just above the double windows. This is the largest store sign in Sioux City and certainly no one will miss the store of Hunt & Schuetz passing along on this street.

During the past fifteen months there has been more new buildings erected in Omaha than for some years previous. Both the big jobbers and all the retailers here say that trade has been better this summer than ever before, and the outlook is very satisfactory. The Lee Glass Andreesen Hardware Co. cover a large territory and are constantly widening their business.

The store of the Johnson Hardware Co., at 1217 Farman street is one of Omaha's largest retail Hardware establishments and do a fine business in builders' Hardware which is the specialty of this concern.

An air of push and enterprise about the wholesale house of Wright & Wilhelmy Hardware Co. spoke well for the prosperity of this progressive Omaha store.

Des Moines, Iowa, has become a large jobbing point; centrally situated, Des Moines is the natural distributing point for the great state of Iowa. The Hardware jobbers here, however, are reaching west and north and covering a country extending into four states. The growth and success of the Brown-Hurley Hardware Co. has been most marked. Mr. T. E. Hurley yet a very young man is at the head of this large concern now traveling some sixteen men. By the attention to business details, prompt shipments and carrying a large complete stock the Brown-Hurley Hardware Co. are not only holding their trade against competition but fast extending their business into new territory. It was pointed out to your correspondent by Mr. Hurley that the present big corn crop and good prices was the best guarantee for the business prosperity for a year to come. A very complete loose leaf catalogue is issued by the Brown-Hurley Hardware Co.

The other large wholesale house of Des Moines is the Luthe Hardware Co. Mr. Luthe said that business could not be better, that there was a growing demand for a better class of goods and Sportsman's supplies were in a constantly increasing demand. Proving the fact that the country Hardware dealers are prosperous and are also on the lookout for profitable and up to date side lines.

With the rapid growth of this middle western country, the jobbers of Hardware have kept apace. Atchinson, Kansas, has two large Hardware concerns. The business of Blish, Mize & Stillman Hardware Co. is being looked after by sixteen salesmen on the road, who cover Kansas, Iowa, Nebraska and Missouri. Mr. Sillman said that business has never been better and that the outlook was very encouraging. Sporting goods are being pushed extensively by this concern and this branch of the trade is well handled by Mr. Barlow. At the recent corn carnival in Atchinson, the Blish, Mize & Stillman Hardware Co. made a decided hit by decorating their windows very artistically with corn and having a large mechanical steam train which was operated in the window. In the rear was a painting representing a Kansas corn farm, the train crossing the bridge. It was very effective. In all about fourteen bushels of corn was used in the two windows.

The business of the A. J. Harwi Hardware Co. is largely wholesale, although at the retail store of this concern an active trade was going on. A new and complete general Hardware catalogue was issued by the Harwi Hardware Co. last season and is kept up to date, being of the loose leaf style.

With business at its flood tide, with large stocks of Hardware, much of which is advancing in price, it ought not be a difficult matter for the middle western Hardware jobbers to pay good dividends this season. There seems to be a good healthy undertone running through the business—i. e., that for better prices. In most cases the jobbers of this territory are good friends and are not sacrificing profits to get even with a competitor.

Hammernail.

BISSELL'S CHRISTMAS OFFER FOR 1905.

We have before us Bissell's Liberal Christmas Offer, in which they give the greatest inducement ever made to secure an order, which is in the form of an agreement which the dealer must sign and return order blank before December 1. This is the

DEALER'S AGREEMENT.

"We hereby agree to display Bissell's 'Cyco' Bearing Sweepers in our windows, and advertise them in the newspapers, during the holiday season 1905; and as payment therefor we are to receive with this order one Bissell's 'Superba' sweeper free. We agree to send you copy of newspaper containing holiday sweeper advertisement."

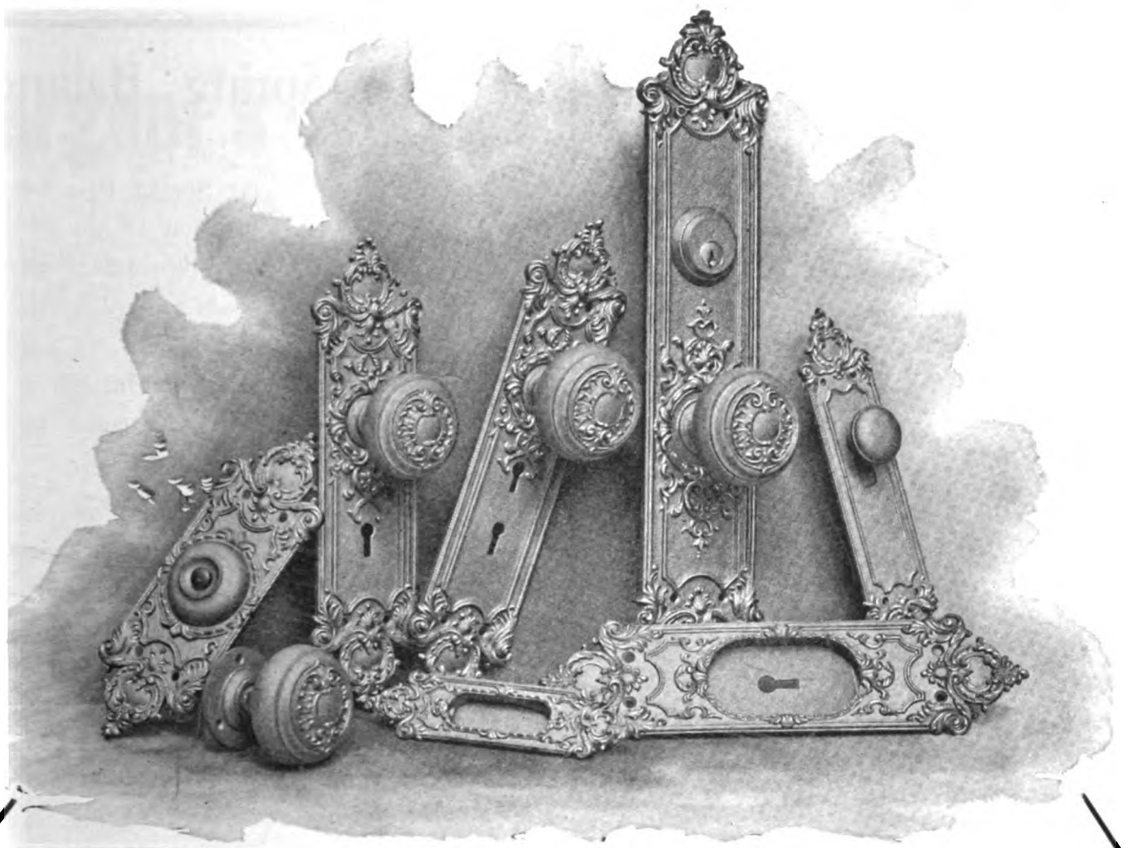
This is to accompany an order for one dozen Carpet Sweepers, assorted, of the various kinds they make, but all are to be "Cyco Bearing," and with which they include free of charge: One No. 4 Sweeper Easel, 500 New Christmas Circulars, One Large Christmas Poster, Three New Christmas Streamers, One Economy Poster, Seven Assorted Show Cards, New Electrotypes and New Advertisements.

Write to the company for further information.

AN EFFECTIVE WAY OF INCREASING EXPORT TRADE.

Under the above heading, we read in "Der Einkaufer", of Berlin: "The American Consul at Prague, Urbain J. Ledoux, has, on the pattern of a chamber of commerce, established a special bureau called the commercial intelligence department of the Prague consulate, affording every opportunity for the registration and examination of catalogues of all kinds, and so classified that importers and exporters can be posted immediately upon the possibility of their doing business. The catalogues, prices current, discount sheets, etc., must naturally be so arranged that anybody seeking information can find it at once. Catalogues without prices or discount lists would be useless; moreover, the weights and measures should be reduced to the standards adopted in the country of their destination. Lists of references should also be added. The catalogues and other printed matter are classed according to the different branches, so that the visitor may easily find what he wants. In order that the filing can be done effectually, it is necessary that the parties sending printed matter should at the same time advise our consuls regarding the various specialties they handle, so as to save tedious searching and to facilitate registration. In bringing this new form of commercial propaganda to the notice of our readers, we can but invite them to join in a movement which, under modern circumstances, can be but productive of beneficial results."

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YGRANDE DESIGN (LOUIS XIV). SARGENT'S ARTISTIC HARDWARE

Educate your customers---those who are erecting homes and other buildings in your neighborhood---to the use of better hardware. A fine house should be fitted with fine hardware; cheap goods are out of place in an elegant dwelling.

It will give you a larger profit and your customers will be better satisfied if they trim their buildings with

Sargent's Artistic Hardware and Easy Spring Locks

than if substitute goods said to be "as good" are used.

We have a complete line of Locks suitable for all classes of work and a variety of Designs to harmonize with all schools of architecture.

SARGENT & COMPANY, Manufacturers

New Haven, Conn. New York Philadelphia Boston Chicago

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Everybody is now building, or will be soon,



and there will be much use for builders' hardware. To make sure of your share of the profits sow the seed now by distributing among prospective builders in your neighborhood the attractive, business-bringing printed matter we will furnish to advertise

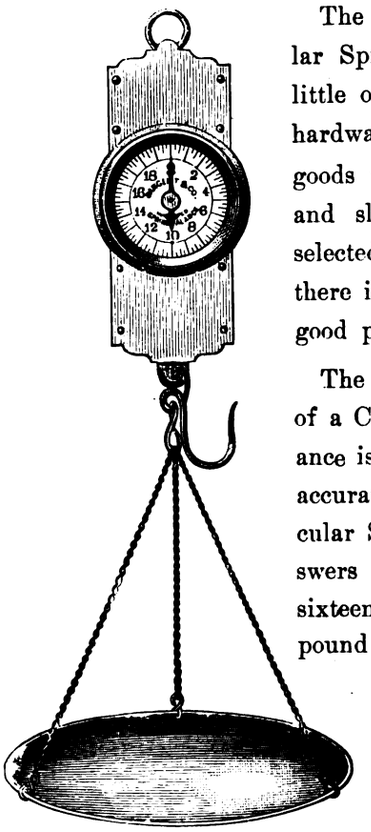
Sargent's Artistic Hardware and Easy Spring Locks.

Every building fitted with these goods means a satisfied builder—your pleased customer, if you furnish the goods.

Our Store Door Handle Line

is complete, embracing a great variety of patterns. Both plain and ornamental goods are represented. Bit Key Locks, Flat Key Locks and Cylinder Locks are all used.

Sargent's Spring Balances



White Enameled, Front, Round Pan.

The purchase of Circular Spring Balances is a little out of the ordinary hardware line; they are goods with delicate parts and should be carefully selected. In selling them there is a chance to make good profit.

The first requirement of a Circular Spring Balance is that it shall weigh accurately. Sargent's Circular Spring Balances answers this requirement—sixteen ounces to the pound every time.

Again, the balance must be strong in its construction so that it will withstand the wear and tear of almost continuous use. Sargent's Balances fill the bill in this respect—they are strong and durable.

Finish goes a long way in these goods and the finish of our balances is first class; they are made in a variety of styles, with brass front and enameled front, round pans, square pan and scoop. All are warranted

We make also Pocket, Round and Straight Balances in various styles, also Scale Beams.

Here is a First-class Padlock



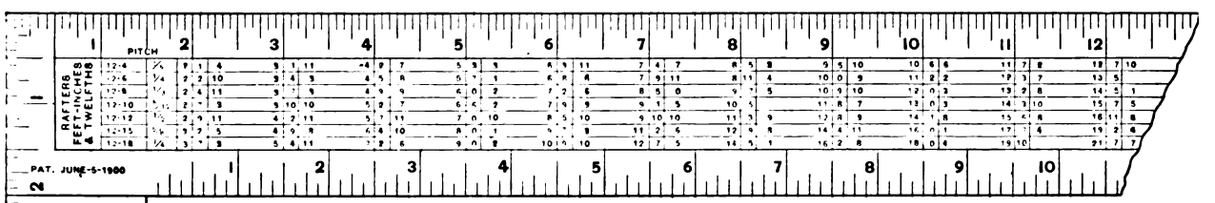
well-made, strong and serviceable. It is made of Bronze with Double-locking Spring Shackle and has two keys. Can be master-keyed in sets with our Cylinder Door Locks and with the same Master Key to pass.

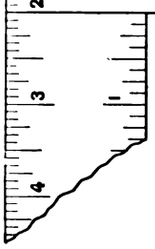
SARGENT & COMPANY, MANUFACTURERS

New Haven, Conn. New York Philadelphia Boston Chicago

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Sargent's Standard Steel Squares





Sargent's Squares are made of the best double-refined Steel and on improved machinery of delicate adjustment. The Squares are "true;" they have that "hang" which makes them just right; they are accurately marked and nicely finished. We make Squares for all purposes and with different markings and labor-saving tables and scales, finished in polished steel, nickel plated and royal copper, also blued steel with white and with yellow enameled figures.

Our Squares are well known and have a good reputation among practical men. You should sell them.

SQUARES WITH RAFTER TABLE

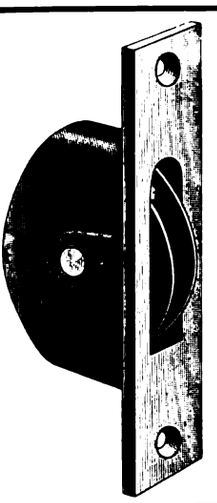
The patent Rafter Table shown above gives the measure of the rafter for any one of seven pitches of roof, based upon the length of the horizontal measurement of the building from the centre to the outside. Full description and directions for using the Rafter Table, as well as the other Tables and Scales with which our Squares are marked, may be found in our Square Booklet, a very useful pamphlet which is packed with each Square and which we also furnish to dealers for distribution to mechanics. Let us send you a copy; it will interest you.

SARGENT'S CYLINDER LOCKS

you can depend upon.



They look well, work well and wear well. No better locks are made and you can stand back of every one with the assurance that it will work perfectly and do good service in actual use and give satisfaction to your customer who uses it. Sargent's Easy Spring makes easy-working locks. "Our Little Red Book" tells about it. Send for a copy.



Noiseless Axle Pulleys

should be used for the best work in finishes to match the other hardware.

Our Axle Pulleys (No. 22 series) are made with Iron, Brass and Bronze Face, both Square and Round Corner. They have Iron and Brass Turned Wheels with grooves for Sash Cord, Ribbon and Chain, and are carefully made throughout. We furnish them in plain face and in all the finishes on Iron and Bronze Metal.

These Steel Chest Handles are well liked and the sales are large; they are profitable goods for dealers.



We make three sizes in all the desirable finishes, and also have them ornamented and with different styles of plate. They are very strong. Send for a sample and prices.

SARGENT & COMPANY, MANUFACTURERS

New Haven, Conn. New York Philadelphia Boston Chicago

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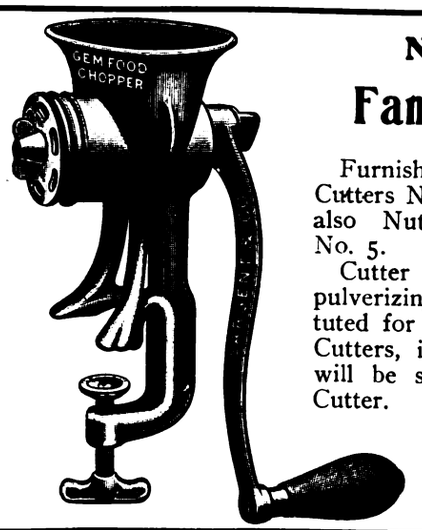
It is simply wonderful

the number of women who are responding to our advertising in the women's publications and showing a lively interest in Sargent's Gem Food Choppers. The Gem is wanted in thousands of kitchens and every live dealer should take advantage of our extensive advertising by displaying it and pushing it during these months when the demand is greatest. If you art not posted send for our Descriptive-Suggestive Pamphlet, which fully describes the Gem and suggests many methods to make and increase sales.



NO. 16
The Little Gem

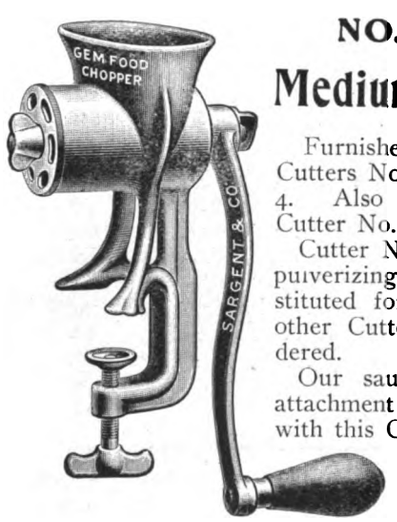
Furnished with Steel Cutters Nos. 1, 2 and 4. Also Nut Butter Cutter No. 5.



NO. 20
Family Size

Furnished with Steel Cutters Nos. 1, 2, 3 and 4, also Nut Butter Cutter No. 5.

Cutter No. 0, for fine pulverizing, will be substituted for one of the other Cutters, if so ordered, or will be sold as an extra Cutter.



NO. 22
Medium Size

Furnished with Steel Cutters Nos. 1, 2, 3 and 4. Also Nut Butter Cutter No. 5.

Cutter No. 0, for fine pulverizing, will be substituted for one of the other Cutters if so ordered.

Our sausage Stuffer attachment can be used with this Chopper.



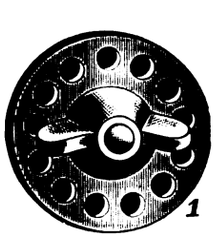
NO. 24
Large Size

Furnished with Steel Cutters Nos. 0, 1, 2, 3 and 4.

Nut Butter Cutter No. 5 will be substituted for one of the other Cutters if so ordered.

Our Sausage Stuffer attachment can be used with this Chopper.

STEEL CUTTERS that cannot break



No. 1. For Pulverizing.



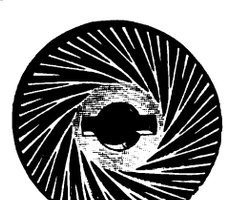
No. 2. Fine.



No. 3. Medium.



No. 4. Coarse.



No. 5. For Nut Butter.

SARGENT & COMPANY, Manufacturers

New Haven, Conn. New York Philadelphia Boston Chicago

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THE NATIONAL HARDWARE ASSOCIATION

ELEVENTH ANNUAL CONVENTION.

LIST OF OFFICERS, COMMITTEES AND MEMBERSHIP.

PRESIDENT.

Samuel A. Bigelow, Bigelow & Dowse Co., Boston.

FIRST VICE-PRESIDENT.

John C. Koch, John Pritzlaff Hardware Co., Milwaukee.

SECOND VICE-PRESIDENT.

Brace Hayden, Dunham, Carrigan & Hayden Co., San Francisco.

SECRETARY-TREASURER.

T James Fernley, Philadelphia.

EXECUTIVE COMMITTEE.

P. E. Strauss, Fitz, Dana & Co., Boston.
R. M. Dudley, Gray & Dudley Hardware Co., Nashville.
W. S. Wright, Wright & Wilhelmy Co., Omaha.
W. D. Taylor, George Worthington Co., Cleveland.
J. D. Moore, Moore & Handley Hardware Co., Birmingham.
Frederick Barker, Barker-Rose & Clinton Co., Elmira.

ADVISORY BOARD.

(Composed of Former Presidents.)

William W. Supplee, Supplee Hardware Co., Philadelphia.
John Bindley, Bindley Hardware Co., Pittsburgh.
R. A. Kirk, Farwell, Ozman, Kirk & Co., St. Paul.

MEMBERSHIP COMMITTEE.

George B. Logan, chairman, Logan-Gregg Hardware Co., Pittsburgh, Pa.
John H. Robbins, Baldwin, Robbins & Co., Boston, Mass.



S. A. BIGELOW,
PRESIDENT.

Charles H. Turner, Albany Hardware & Iron Co., Albany, N. Y.
Col. B. F. Eshleman, Stauffer, Eshleman & Co., New Orleans, La.
J. G. Bauer, W. A. L. Thompson Hardware Co., Topeka, Kan.
Thomas D. Honeyman, Honeyman Hardware Co., Portland, Ore.
T. E. Hurley, Brown-Hurley Hardware Co., Des Moines, Iowa.

GRIEVANCE COMMITTEE.

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C. G. Bogue, Standart Bros., Detroit, Mich.
J. W. Black, Burhans & Black Co., Syracuse, N. Y.
Wm. Chamberlain, Emery-Waterhouse Co., Portland, Me.
Felix Bahlman, Kruse & Bahlman, Cincinnati.
G. W. Robertson, Corbett-Failing-Robertson, Portland, Ore.
Lee Richardson, Lee Richardson Co., Vicksburg, Miss.

ENTERTAINMENT COMMITTEE.

T. James Fernley, chairman (ex-officio).
James H. Ritter, Biddle Hardware Co., Philadelphia, Pa.
John R. Griffith, Shields & Bro., Philadelphia, Pa.
James S. Bonbright, Supplee Hardware Co., Philadelphia, Pa.
S. Spencer Scott, Seltzer Klahr Hardware Co., Philadelphia, Pa.
Hobart Weed, Weed & Co., Buffalo.
F. P. May, F. P. May & Co., Washington, D. C.

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W. M. Glass, chairman, Lee-Glass-Andreesen Hardware Co., Omaha, Neb.
A. J. Bihler, James C. Lindsay Hardware Co., Pittsburgh, Pa.
George E. King, King Hardware Co., Atlanta, Ga.
Wm. R. Wheeler, Holbrook-Merrill & Stetson, San Francisco, Cal.
A. D. Clinch, Underhill, Clinch & Co., New York City, N. Y.
H. L. Doten, Austin & Doten, Boston, Mass.
C. A. Knapp, Knapp & Spencer Co., Sioux City, Iowa.

HEAVY HARDWARE COMMITTEE.

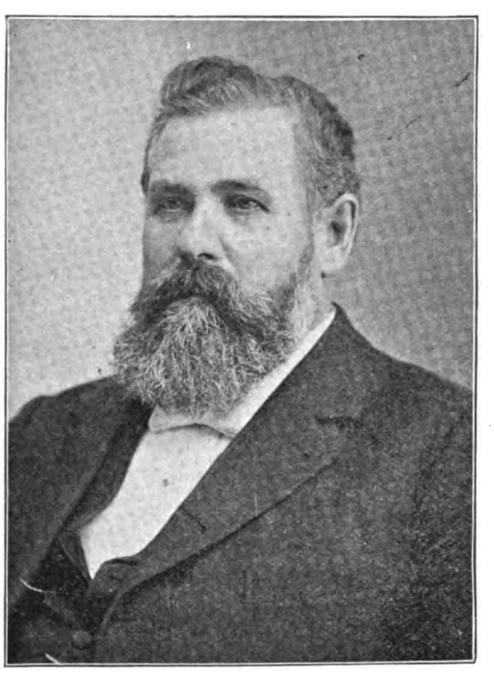
C. F. Bragg, chairman, N. H. Bragg & Sons, Bangor, Me.
Col. R. S. Woodruff, C. S. Mersick & Co., New Haven, Conn.
H. C. Marshall, Marshall Wells Hardware Co., Duluth, Minn.
F. A. Heitman, F. W. Heitman Co., Houston, Texas.
H. F. Morton, Pacific Hardware & Steel Co., San Francisco, Cal.
Col. P. P. Beals, Beals & Co., Buffalo, N. Y.
John G. Brown, Brown & Wales Co., Boston, Mass.

FRATERNAL RELATIONS COMMITTEE.

John Donnan, chairman, W. S. Donnan Hardware Co., Richmond, Va.
E J. Lloyd, Bindley Hardware Co., Pittsburgh, Pa.
Chas. H. Ireland, Odell Hardware Co., Greensboro, N. C.
Griff D. Palmer, Weaver, Palmer & Richmond, Rochester, N. Y.
J. A. Warner, Wyeth Hardware & Mfg. Co., St. Joseph, Mo.
E. H. Luetkemeyer, H. W. Luetkemeyer & Sons, Cleveland, Ohio.

METAL COMMITTEE.

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Wm. T. Gummey, Gummey, McFarland & Co., Philadelphia, Pa.
Gen. C. Whitney Tillinghast, J. M. Warren & Co., Troy, N. Y.
H. W. Waite, Waite, Ranlet & Co., Boston, Mass.
J. A. Warner, Wyeth Hardware & Mfg. Co., St. Joseph, Mo.



JOHN C. KOCH,
VICE-PRESIDENT.

Major T. G. Walther, Hackett, Walther & Gates Hardware Co., St. Paul, Minn.

PRESS COMMITTEE.

Col. J. R. Nutting, Sickles, Preston & Nutting Co., Davenport, Iowa.
Geo. W. Herrick, The Herrick Co., Boston, Mass.
J. B. Silliman, Blish, Mize & Silliman Hardware Co., Atchison, Kan.
Hon. C. B. Lockwood, Lockwood, Taylor Hardware Co., Cleveland, O.
A. B. Palmer, Palmer Hardware Co., Savannah, Ga.
O. B. Barker, Barker-Jennings Hardware Co., Lynchburg, Va.

MEMBERS NATIONAL HARDWARE ASSOCIATION.

ALABAMA.

Moore & Handley Hardware Co.....Birmingham
Wimberley & Thomas Hardware Co.....Birmingham
Barney-Cavanaugh Hardware Co.....Mobile
Cunningham Hardware Co.....Mobile
Teague & Sons.....Montgomery

ARKANSAS.

Fones' Brothers Hardware Co.....Little Rock
Speer Hardware Co.....Fort Smith
Webber-Ayres Hardware Co.....Fort Smith

CALIFORNIA.

Dunham, Carrigan & Hayden Co.....San Francisco
Pacific Hardware and Steel Co.....San Francisco
Baker & Hamilton.....San Francisco
Holbrook, Merrill & Stetson.....San Francisco
W. W. Montague & Co.....San Francisco

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Harper & Reynolds....Los Angeles
Union Hardware & Metal Co....Los Angeles
The Schaw-Batcher Co....Sacramento

COLORADO.

The George Tritch Hardware Co....Denver

CONNECTICUT.

C. S. Mersick & Co....New Haven
Bronson & Townsend Co....New Haven
L. L. Ensworth & Son....Hartford

DISTRICT OF COLUMBIA.

F. P. May & Co....Washington

FLORIDA.

S. B. Hubbard Co....Jacksonville
Knight & Wall Co....Tampa

GEORGIA.

King Hardware Co....Atlanta
Dinkins & Davidson....Atlanta
Palmer Hardware Co....Savannah
Edward Lovell's Sons....Savannah
J. D. Weed & Co....Savannah

ILLINOIS.

Trout Hardware Co....Chicago
Clark, Quien & Morse....Peoria
Isaac Walker Hardware Co....Peoria
Tenk Hardware Co....Quincy
Morehouse & Wells Co....Decatur

INDIANA.

Van Camp Hardware & Iron Co....Indianapolis
Layman-Carey Co....Indianapolis
Boetticher, Kellogg & Co....Evansville
Clifford Hardware Co....Evansville
Pogue, Miller & Co....Richmond

IOWA.

The Empkie-Shugart-Hill Co....Council Bluffs
A. Tredway & Sons Hardware Co....Dubuque
Knapp & Spencer Co....Sioux City
Drake Hardware Co....Burlington
Charles F. Schmidt Hardware Co....Burlington
Sickles, Preston & Nutting....Davenport
Brown-Hurley Hardware Co....Des Moines
Luthe Hardware Co....Des Moines
Huber & Kalbach Co....Oskaloosa
Cutler Hardware Co....Waterloo

KANSAS.

J. W. Crancer & Co....Leavenworth
W. A. L. Thompson Hardware Co....Topeka
Hockaday Hardware Co....Wichita
A. J. Harwi Hardware Co....Atchison
Bilsh, Mize & Silliman Hardware Co....Atchison
Lee Hardware Co....Salina

KENTUCKY.

Stratton & Terstegge Co....Louisville
Robinson Bros. & Co....Louisville

LOUISIANA.

Stauffer, Eshleman & Co....New Orleans
Woodward, Wight & Co....New Orleans

MAINE.

The Emery Waterhouse Co....Portland
Edwards & Walker Co....Portland
N. H. Bragg & Sons....Bangor

MARYLAND.

Carlin & Fulton....Baltimore
E. L. Parker & Co....Baltimore

MASSACHUSETTS.

Bigelow & Dowse Co....Boston
Frye, Phipps & Co....Boston
Baldwin, Robbins & Co....Boston
Brown-Wales Co....Boston
Joseph Breck & Sons, Corporation....Boston
Dana Hardware Co....Boston
Fitz, Dana & Co....Boston
The Herrick Co....Boston
Richards & Co....Boston
Austin & Doten....Boston
The Arthur C. Harvey Co....Boston
Waite, Ranlet & Co....Boston
E. P. Sanderson Co....Boston
George F. Blake, Jr., & Co....Worcester
Charles C. Lewis Co....Springfield

MICHIGAN.

Standart Brothers....Detroit
Freeman, Delamater & Co....Detroit
Buhl Sons & Co....Detroit
Fletcher Hardware Co....Detroit
Morley Brothers....Saginaw
Foster, Stevens & Co....Grand Rapids
Clark-Rutka-Weaver Co....Grand Rapids

MISSISSIPPI.

Lee Richardson Co....Vicksburg

MINNESOTA.

Marshall-Wells Hardware Co....Duluth
Kelley-How-Thomson Co....Duluth
Hackett, Walther & Gates Hardware Co....St. Paul
Farwell, Ozmun, Kirk & Co....St. Paul

MISSOURI.

Wyeth Hardware & Manufacturing Co....St. Joseph
The Witte Hardware Co....St. Louis
Norvell-Shapleigh Hardware Co....St. Louis
Richards & Conover Hardware Co....Kansas City
Townley Metal & Hardware Co....Kansas City
Rogers & Baldwin Hardware Co....Springfield
McGregor-Noe Hardware Co....Springfield

MONTANA.

A. M. Holter Hardware Co....Helena
Missoula Mercantile Co....Missoula

NEBRASKA.

Wright & Wilhelmy Co....Omaha
Lee-Glass-Andreesen Hardware Co....Omaha

NEW HAMPSHIRE.

John B. Varick Co....Manchester

NEW YORK.

Albany Hardware & Iron Co....Albany
Weed & Co....Buffalo
Beals & Co....Buffalo
Buffalo Wholesale Hardware Co....Buffalo
Barker, Rose & Clinton Co....Elmira
Irving D. Booth....Elmira
Russell & Erwin Manufacturing Co....New York City
Sickles & Nutting Co....New York City
Underhill, Clinch & Co....New York City
Sargent & Co....New York City
Mathews & Boucher....Rochester
Weaver, Palmer & Richmond....Rochester
Burhans & Black Co....Syracuse
Wright-Dana Hardware Co....Utica
Charles Millar & Sons Co....Utica
J. M. Warren & Co....Troy
Babcock, Hinds & Underwood....Binghamton
Roberts Hardware Co....Utica
Treman, King & Co....Ithaca

NORTH CAROLINA.

Odell Hardware Co....Greensborough

OHIO.

The McIntosh Hardware Corporation....Cleveland
The George Worthington Co....Cleveland
The Lockwood-Taylor Hardware Co....Cleveland
H. W. Luetkemeyer & Sons....Cleveland
The Kruse & Bahlman Hardware Co....Cincinnati
Kruse Hardware Co....Cincinnati
The Smith Brothers Hardware Co....Columbus
Columbus Hardware Co....Columbus
Bostwick, Braun & Co....Toledo
The Stollberg Hardware Co....Toledo
Canton Hardware Co....Canton

OKLAHOMA.

Oklahoma City Hardware Co....Oklahoma City

OREGON.

Corbett, Failing & Robertson....Portland
Honeyman Hardware Co....Portland
Marshall-Wells Hardware Co....Portland

PENNSYLVANIA.

Supplee Hardware Co....Philadelphia
Shields & Bro....Philadelphia
Riddle Hardware Co....Philadelphia
W. H. & G. W. Allen....Philadelphia
Newlin-Knight Hardware Co....Philadelphia
James M. Vance & Co....Philadelphia
Seltzer-Klahr Hardware Co....Philadelphia
Merchant & Evans Co....Philadelphia
W. F. Potts, Sons & Co., Inc....Philadelphia
Gummey, McFarland & Co....Philadelphia
Hall & Carpenter....Philadelphia
Riter Bros & Co....Philadelphia
T. James Fernley....Philadelphia
Bindley Hardware Co....Pittsburgh
Logan-Gregg Hardware Co....Pittsburgh
James C. Lindsay Hardware Co....Pittsburgh
Wolff, Lane & Co....Pittsburgh
Lautner Hardware Co....Allegheny

RHODE ISLAND.

Congdon & Carpenter Co....Providence
Belcher & Loomis Hardware Co....Providence
Union Hardware & Electric Supply Co....Providence

SOUTH CAROLINA.

Marshall, Westcoat Hardware Co....Charleston

TENNESSEE.

C. M. McClung & Co....Knoxville
Orgill Brothers & Co....Memphis
Thomas Barnes & Miller....Memphis
Benedict Warren & Davidson Co....Memphis
Gray & Dudley Hardware Co....Nashville
J. H. Fall & Co....Nashville
H. G. Lipscomb & Co....Nashville
Keith, Simmons & Co....Nashville

TEXAS.

F. W. Heitmann Co....Houston
Moroney Hardware Co....Dallas
Bering & Cortes Hardware Co....Houston
Peden Iron and Steel Co....Houston
Nash Hardware Co....Fort Worth
Wm. Henry and R. E. Bell Hardware Co....Fort Worth
Edwin S. Hughes & Co....Abilene

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VIRGINIA.

Barker-Jennings Hardware Co	Lynchburg
The W. S. Donnan Hardware Co	Richmond
Watkins-Cottrell Co	Richmond

WASHINGTON.

Holley, Mason Marks & Co	Spokane
Seattle Hardware Co	Spokane
Schwabacher Hardware Co	Seattle

WEST VIRGINIA.

Ott-Heiskell Hardware Co	Wheeling

WISCONSIN.

John Pritzlaff Hardware Co	Milwaukee
William Frankfurth Hardware Co	Milwaukee
Frederick Kroner Hardware Co	La Crosse
Morley & Murphy Hardware Co	Green Bay

On Tuesday morning Mr. H. G. Reynolds, president Reynolds Wire Co., Dixon, Ill., gave an automobile ride to about forty gentlemen and ladies, members of the National Hardware Association.

During the trip they visited the Treasury Department, Bureau of Printing and Engraving, Smithsonian Institute and the National Museum.

WEDNESDAY MORNING SESSION.

NOVEMBER 8TH.

AT "THE ARLINGTON."

President Samuel A. Bigelow called the convention to order at 10.30. He said:

Ladies and Gentlemen, Delegates and Friends—It is a great pleasure to extend to you a warm and hearty welcome to the eleventh annual convention of the National Hardware Association of the United States.

Each year, increased attendance shows the growing interests in our work. The feature of our meetings that we like most to cultivate is bearing good fruit, for never before have the ladies outnumbered the present attendance. We appreciate their continued interest in our work.

Assembled here in the capital of our country, are representatives from nearly every State in the Union, as well as from our sister State across the Canadian border. We are here to cement



ARLINGTON HOTEL, WASHINGTON, D. C.

the ties of friendship, brotherly love, to work together for our common welfare. Let us hope that each member will meet many old friends and make new ones and carry home pleasant memories of our Washington meeting.

The convention then joined in singing "America."

The president introduced Rev. D. J. Stafford, D.D., rector of St. Patrick's Church, Washington, who invoked the Divine blessing in the following words:

"In the name of the Father, Son and Holy Ghost, Amen. Almighty and Everlasting God, Father of all nations, we lift our hearts in gratitude to Thee this morning. We thank Thee for our great prosperity, for the national resources of our great country and for all that marvelous progress wherewith Thou hast blessed with bountiful harvests all the nations of the world.

Grant us, Father, Thy protection, to direct us in the ways of prosperity and to bless us in the days of our happiness, as Thou dost bless us in the days of our troubles, in the days of our misery. Give us to understand that righteousness exalts a people and that to abide in the way of Your commands is the best security for future prosperity and future greatness, and that in our dealing with one another, we will as in our dealings with the nations of the world, we may always remember to give just measure and absolute justice to every individual and to every nation with whom we have dealings that we may always be faithful to Thee, and that we may understand that morality and honesty are the things upon which national prosperity depends and the surest guaranty for the future of this great country; that in all things we may glorify Thee and bless Thee through Jesus Christ our Lord.

Our Father who are in heaven, hallowed by Thy name, Thy Kingdom come, Thy will be done, on earth as it is in Heaven, give us this day our daily bread, and forgive us our trespasses as we forgive those who trespass against us. Lead us not into temptation, for Thine is the Kingdom, and the Power, and Glory, for ever and ever, Amen.

The blessing of God, the Father and Son, and the Holy Ghost descend upon this convention and inspire you in your deliberations and in building up business integrity amongst all the States of our great nation."



T. JAMES FERNLEY.
SECRETARY-TREASURER.

Mr. Bigelow moved that Mr. Van Newkirk be elected General Secretary during the session of the convention.

The motion was seconded and carried.

On motion J. J. McCaffrey was elected Railroad Secretary during the sessions.

President Bigelow then read his annual address, which was as follows:



W. W. SUPPLEE.
OF ADVISORY BOARD.

THE PRESIDENT'S ANNUAL ADDRESS.

By SAMUEL A. BIGELOW.

What more fit place to hold our Eleventh Annual Convention than in the capitol of our country?

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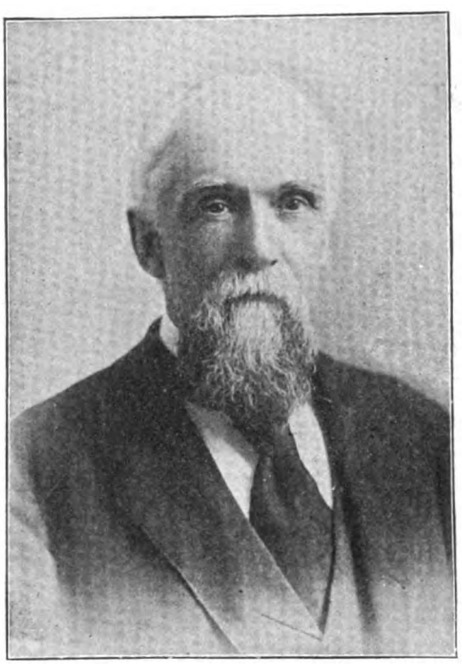
What better time than in the closing months of a most eventful year, which has brought peace to two great nations, through the personal effort of our beloved President (Theodore Roosevelt)?

With armies of half a million men, veterans who had fought the fiercest battles recorded in history, each confident and anxious to renew the conflict, neither was willing to suggest a settlement.

These were the conditions existing when he proposed a conference to arrange terms for peace. The world looked upon the realization of his suggestion as an impossibility.

His position as President of a great nation, free from the petty jealousies and self-interest of all other countries added to his known honesty of purpose, eminently fitted him to accomplish this most difficult undertaking.

The sequel to this great triumph is now being developed in Russia, where it promises to



R. A. KIRK.
OF ADVISORY BOARD.

GIVE NEW LIFE AND LIBERTY TO MILLIONS

of people who have been downtrodden for hundreds of years.

Let us rejoice that our President has been the chosen saviour to relieve all this distress and suffering, and that God has given him the power and strength of will to accomplish those great results.

In offering our tribute, I believe we can all subscribe to Secretary Morton's estimate of the man, whose honest integrity and indomitable will have enabled him to accomplish so much good for all mankind, and placed our country in the proud position of peacemaker for all the world.

He is, taken all in all, one of the most remarkable of all the great men who have occupied the White House. As

EARNEST IN HIS LOVE OF COUNTRY AS WASHINGTON,

as far-seeing as Jefferson, as courageous as Jackson, and as much opposed to human slavery in all forms as Abraham Lincoln, he stands robust in his integrity, and sturdy in his determination that there shall be a square deal all around.

Let his example guide us in the work of our convention.

A year ago we were on the threshold of the second great outburst of American Industrial Expansion. To-day we are in its midst.

Looking about us, we find

LABOR OF EVERY CONDITION FULLY EMPLOYED—

our factories are all working and producing a larger output than was ever known before.

Pig Iron, the base metal from which all Hardware products are made, was never in greater demand, many furnaces have withdrawn from the market, having sold their entire product for the first quarter of the coming year.

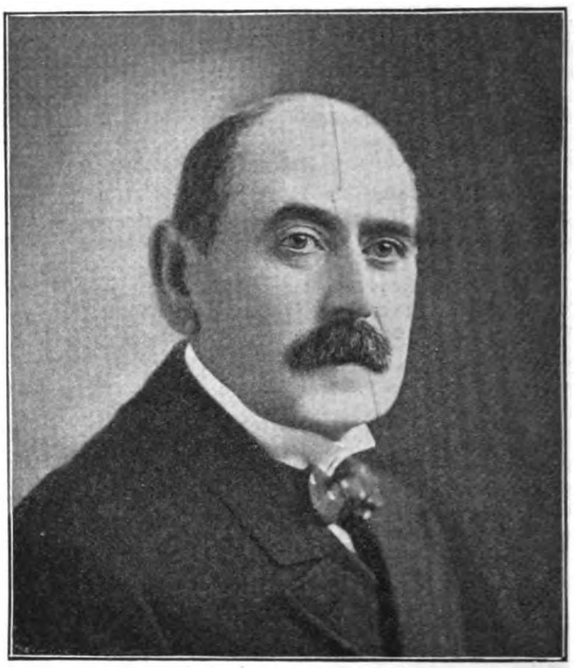
All classes of buyers are still in the market, and all grades of Iron are in demand. Notwithstanding the advanced prices, buyers are seeking to make contracts extending far into next year, but few furnaces are willing to sell beyond April next.

Consumption at the present has reached marvelous proportions. Prices have already advanced over $3.00 per ton in the past year. Coke, also an important factor in the reduction of Pig Iron to the finished products, is in active demand at higher prices. Ovens are heavily over-sold and high premiums are being paid for prompt delivery.

BOUNTIFUL HARVESTS HAVE REWARDED THE FARM LABORERS

in every section of this great country. A high level of prices, both for farm products and for manufactured material, is increasing the fabulous wealth of our country with rapid strides.

A report from this city in September gives these facts regarding the country's crops in 1905:



JOHN BINDLEY.
OF ADVISORY BOARD.

"The value of the farm products raised in the United States in 1905 will equal approximately the total value of all the gold mined in the last thirty years.

"While the backbone of agricultural prosperity is represented by the three great speculative crops, wheat, corn and cotton, other products swell the total by many hundreds of millions of



H. H. BISHOP,
EX-PRESIDENT.

dollars. For example, the American hen lays $145,000,000 worth of eggs per year, but it is worth about as much as the wheat crop, and more than the cotton crop.

"In 1870 the country produced 287,000,000 bushels of wheat for a population of 38,500,000. This year it will produce 700,000,000 bushels for a population of 83,000,000.

"The wheat crop would require 24,640 trains of 40 cars each to move it, more than half of the freight cars in the entire country The 5,737,000 farms in the country are valued at more than $20,000,000,000, and gross value of crops raised in 1899 was $4,717,-

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000,000, or 20 per cent. gross income. And yet the average return per farm is but $800.

"THE DISTRIBUTION OF THE CROPS IS THE MARVEL OF THE WORLD. To-day a million freight cars are hurrying the crops over 300,000 miles of railway to the seaboard, and to the various distributing points to feed our people.

"The 2,716,000,000 bushels of corn would occupy approximately equivalent to 3,380,000,000 cubic feet if closely packed, or space enough to cover the entire site of the 'city' of London to a depth of 100 feet."

Two years ago Benner prophesied the conditions as they now exist in 1905 and promised they should continue until 1911. Surely, we should be thankful that we can share in this great prosperity.

For four months our brothers in the South have been called on to fight a terrible plague, which has paralyzed business, and brought sorrow and suffering to its people.

WITH TRUE AMERICAN PLUCK AND ENERGY they have fought a bitter fight against a subtle foe and, thank God, they have won. Let us hope they have done their work so well they may never be called upon to renew this terrible struggle again. To-day they are free to pursue their paths in peace, and share in the general welfare.

Never before in the history of our country was there a brighter outlook for the industrial and commercial interests than exist to-day. During the past year your executive officers have labored diligently on the lines laid down by you at our last convention. The report of the various committees will give you the detail of their work and their recommendations should receive your careful attention and loyal support.

You will be called upon to discuss and advise your officers and committees on many vital and important matters.

OUR INTERCOURSE WITH MANUFACTURERS HAS BEEN MOST CORDIAL. Our membership was never larger or more united than it is to-day. The benefits from our association are increasing each year. Our customers, the retail dealers, appreciate our support and honest desire to improve the conditions that menace them. Intelligent, broad-minded men govern their councils and use their influence to promote cordial relations with their jobbing friends.

In the two years your president has occupied that honorable position he wishes to thank the members of your Executive Committee and your secretary and all the members for their most loyal support.

No member ever refused to accept a committee appointment or to do any work assigned to him. His years spent in your service and his many warm friends

WILL EVER BRING BACK PLEASANT MEMORIES, but none that he treasures more highly than the many kind and loving messages he received on his golden business anniversary.



COL. R. M. DUDLEY,
OF EXECUTIVE COMMITTEE.

Members will rise while we read the names of those of our number who have joined the Great Majority since our last meeting:

HENRY W. MILLAR,
Of Chas. Millar & Sons Co.,
Utica, N. Y.

June ——, 1905. Mr. Millar had been identified with the commercial interests of his city for a number of years, and had the confidence and respect of the entire community.

EDMUND ORGILL,
Of Orgill Bros. & Co.,
Memphis, Tenn.

Died in September, 1905, in the 81st year of his age. For fifty-one years he was identified with the Hardware interests of that city. Was a man of high character and bequeathed to his family an untarnished name.



J. D. MOORE,
OF EXECUTIVE COMMITTEE.

FRED. HINDS,
Of Babcock, Hinds & Underwood,
Binghamton, N. Y.

May 5th, 1905. A young man who gave promise of great usefulness, esteemed by his friends and loved by his family.

DOSITHE P. PATENAUDE,
Of A. M. Holter Hardware Co.,
Helena, Mont.

Died May 3d, 1905. In Southern California, where he had gone in the hope that his health might be restored. He was generally in attendance at our conventions and took a great interest in association work. He will be missed by many friends.

WM. C. PETERAM,
James M. Vance & Co.,
Philadelphia.

Died January 15th, 1905. An honorable, conscientious, old-time merchant, noted for dealing justly with his fellow-men, and taking great interest up to the time of his death in the uplifting of mankind.

JAMES N. FRYE,
Of Frye Phipps & Co.,
Boston, Mass.

Died Dec. 5th, 1905, in the 76th year of his age. He was a successful merchant and a courtly, honorable gentleman, dearly beloved by hosts of friends.

Secretary-Treasurer T. James Fernley made the following report:

THE SECRETARY-TREASURER'S ANNUAL REPORT.

By T. JAMES FERNLEY.

Again, and for the eleventh time, it is our privilege to come before you with a report of the conduct of the work entrusted to your humble servant. We will not attempt at this time to give a detailed account of the work of the year, but following the custom will, during the three days of our convention report in detail regarding correspondence and conferences, as questions may arise during discussions.

During the year, we have visited nearly all the members of our association excepting those in the extreme west. The members of our association have all expressed themselves as being well pleased with the work that is being accomplished by our organization. We have whenever possible during the year attended meetings of sectional and state associations. Among others

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visited being the Southern Hardware Jobbers' Association, New York State Hardware Jobbers' Association, and the Missouri River Hardware Jobbers' Association. We have been in constant communication during the year with all sectional and local Associations and have been benefited thereby.

One hundred and twenty-eight houses have signified their intention of having one or more representatives present at this convention. This is a larger number than has ever been present on any previous occasion, and this would indicate that the interest in the work of our organization is stronger than ever. Quite 70% of the membership will answer to roll call. Considering that the organization covers the entire country, and that about 10% of our members are located in the Pacific Coast States, we feel that the attendance at this convention indicates in no uncertain manner the strength of the organization.

RELATIONS WITH RETAIL TRADE.

We are very much pleased to report that the retail merchants of the country have built up a very strong organization, and that to-day the National Retail Hardware Association of the United States is a truly representative body. The officers of this association and our own are on very friendly terms indeed, and we are co-operating to the extent of our ability in our efforts to improve existing conditions.

CATALOGUE HOUSE COMPETITION.

A very large portion of the work of the Secretary-Treasurer during the year has been devoted to his duty as General Secretary of the Wholesale & Retail Hardware Joint Committee, and it is very pleasing indeed to be able to report that our labors in this connection have been crowned with considerable success. Inasmuch as this is a subject which will be discussed at our meetings we will not go into detail.

RURAL MAIL DELIVERY.

Our attention was called through the column of the *Iron Age* on September 21st, to the order of the Fourth Assistant Postmaster General, providing for the numbering of rural free delivery boxes, and the delivery of mail to the patrons of the rural routes when addressed by number.

We immediately wired the Postmaster General, protesting against the order, and asking for its immediate rescinding. We also communicated promptly with the members of our organization, and with the secretaries of the various commercial Clubs



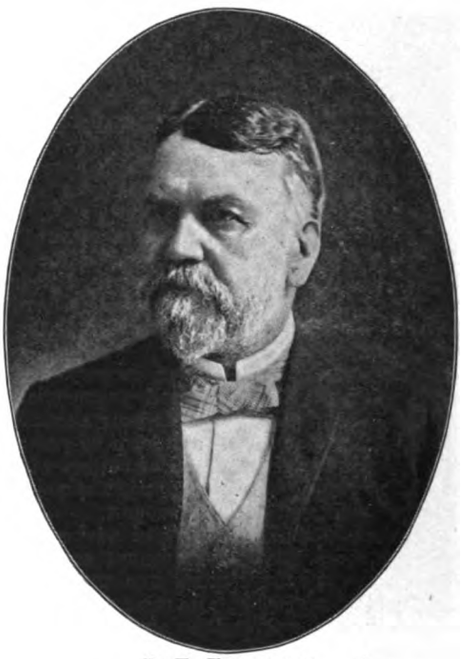
Geo. B. Logan,
CHAIRMAM MEMBERSHIP COMMITTEE.

throughout the country, asking them to take similar action. We were very much gratified indeed at the responses received, and as a result of concerted action from the various commercial channels, the order has been suspended. It is still necessary to be vigilant concerning this matter.

We would also call the attention of the members of our Association to the importance of the necessity of carefully watching legislation in connection with the enactment of a Parcel Post Bill. We find that a very large number of the members of Congress are in favor of the passage of such a bill, and it can only be prevented by a systematic and active opposition.

ONE CENT LETTER POSTAGE.

During the year a very large number of manufacturers have sought our assistance in connection with their efforts to meet the views of the jobbing trade. We have been freely consulted regarding the classification of the trade, and at all times have endeavored to be fair and impartial in suggestions made to manufacturers. As a rule, we find that those who are attempting to be



B. F. Eshleman,
OF MEMBERSHIP COMMITTEE.

classed as jobbers, and who are not entitled to jobbing consideration are not legitimate Retail Merchants, but are a type of concerns doing a general merchandizing business, and who are jobbing other lines of goods simply using "Hardware" as a side line. We feel that our efforts in connection with the classification of the trade are as much to the interest of the Retailer as to the Jobber.

FINANCIAL CONDITION.

Our financial report will show that our treasury is in a prosperous condition notwithstanding the fact that we have had some unusual expenses this year in connection with our Catalogue House work.

The Standing Committees of the association have given very faithful attention to all correspondence placed in their hands. The Executive Committee without any exception have manifested a desire to so guide the work of the association that the interests of all the members should be properly protected. Our President has been in constant correspondence with the Secretary of the association, and has generously given his time and talent in connection with our work.

The Secretary-Treasurer desires to thank the association for confidence reposed in him, and to express a hope that this Eleventh Annual Convention will be the most successful ever held.

It was moved and carried that the reports of the President and Secretary-Treasurer be accepted and placed on file.

Secretary Fernley announced the future programme as to social features outlined by the Entertainment Committee.

Rill-call showed a large attendance of delegates.

The President introduced C. A. Birge, ex-President of the Canadian Manufacturers' Association, who made the following remarks:

Mr. President, Ladies and Gentlemen, Members of the National Hardware Association and Members of the American Manufacturers' Association of the United States—It gives me a great deal of pleasure to say just a word or two to you this morning. I shall not take up your time, because I know you have a lot before you. I am unexpectedly called upon this morning.

I am not here representing anybody but myself, in a way. The Canadian Hardware Association has sent a representative here, who, I believe, will speak to you later on, but I am here on their invitation as a manufacturer of Canada. The invitation has come to me year after year through the Secretary of the Association up there, yet, this is the first time that I have been able to avail myself of it.

I do not feel as a stranger amongst you entirely, because I am to some extent an American. I am not an American, but I am a

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real Canadian, but my father was born in the good, old State of Connecticut, consequently I have a warm heart and a warm corner in my heart for anything that belongs to the United States, its people, its government, and everything else.

I bring to you, while not a representative—not officially representing the manufacturers of Canada, or the iron manufacturers of Canada, but I believe I am personally safe in saying that the gentlemen here representing the Canadian Wholesale Hardware Association will bear me out in bringing greetings



James H. Ritter.
of entertainment committee.

from the Canadian Manufacturers of Hardware to the National Hardware Association—the buyers of Hardware; they are very important to us as manufacturers. We like you very much, but we like you on this side of the line. You have got such a very high wall around your garden that the only way we can get to look over it at all is to go through the gate, and we cannot bring anything with us. Our wall is not quite so high as yours, but we are hoping to have it higher; we are hoping to have it somewhere along the line of your own (applause), not as a retaliatory measure at all, but for the purpose of building up in Canada our nation as you in the United States have built up yours, under the policy of protection.

We admire the people of the United States and our admiration has been wonderfully increased during the last few weeks by the action of your noble President—and uncrowned King—who reached out his hand to two of the rulers of nations on the earth, and said, Gentlemen, it is time for peace. Our admiration was further called out by the fact that the reaching out of his hand in that manner resulted in peace—results which I question if any other ruler on the face of the earth could have brought about. (Applause.)

The United States stands in a peculiar position in that respect. You are in position to do that thing, because you are not entangled so much with foreign policies as the European nations.

Let me again offer greetings as a Canadian manufacturer and my good wishes for the success of your convention and for your success commercially, nationally, and personally. I thank you, gentlemen.

Secretary Fernley then introduced to the Association the representatives of the Canadian Hardware Association.

President Bigelow announced that the next thing before the convention was the discussion of the Catalogue House Question. He introduced Mr. S. Norvell, of St. Louis, chairman of the Catalogue House Committee.

S. NORVELL.

Mr. Norvell said:

Mr Chairman, Ladies and Gentlemen—In our handling of this Catalogue House question to-day we are going to try to get away from dealing in platitudes. We find that a good many people are talking of the Catalogue House subject and when we get down to facts we find they are saying what somebody else has told them; they don't know what they are talking about from the actual facts. They are dealing in impressions, and our effort to-day will be to cut out oratory, even if we were capable of being orators, and to deal in some cold facts. In order that there may be no question about the facts that we will present, we will produce here stereopticon photographs of the pages of the last two catalogues issued. We are not dealing in ancient history, therefore we are not producing any photographs of old catalogues, with one exception. They are catalogues issued within the last sixty days.

On my way to Washington I had the pleasure of stopping in Pittsburgh and there I was invited out to a home of a prominent official connected with the Manufacturers' Association. He had heard me "orate" on a number of occasions. At the supper table his young daughter said she would like to know about this Catalogue House question. I warned her of what it meant to get me started upon that subject, but with the courage of childhood and ignorance she persisted. So after dinner we sat by the grate and in an A B C manner I told this young lady what this Catalogue House Question meant, and the official of the association afterwards told me I converted him, as he had never understood the matter as clearly as he did in this A B C talk.

Now, to boil the matter down. For generations it has been the custom in this country for the manufacturers to sell goods to the jobber, for the jobber to sell the retail dealer, and for the retail dealer to sell the consumer. That system has built up in a large measure the prosperity of this country. It has developed our business men. Nowhere in the world has there been the opportunities that there have been in this country for the man who started with nothing in a few years to become the proprietor himself. That condition, if Catalogue Houses are permitted to increase and to continue what they are already doing, will largely pass away, because it will limit individual opportunity. Benjamin Franklin, one of our wisest men, stated that that government was the best government which gave the largest number of men an opportunity to raise their families in comfort and respectability. We claim that the Catalogue System is absolutely against that proposition. It means a few very wealthy and hundreds of underpaid employees. The President of the



James S. Bonbright.
of entertainment committee.

United States in his last message to Congress said that the well being of this country depended upon the welfare of the artisan, the laborer, and especially upon the well being of the small merchant, and, while business enterprise was to be commended, he saw one of the evils of the times in the gathering together of immense amounts of capital and great numbers of people in a few concerns in the large cities of this country. I think we can claim that President Roosevelt is a pretty good anti-Catalogue House man.

Now, the figures that we will present to-day have been compiled not by jobbers, but by retail merchants from their own invoices. The gentlemen you will hear are active retail merchants.

Now I will first call upon E. M. Bush, of Evansville, Ind., vice-chairman of the Joint Committee on the Catalogue House Question, and also Vice-President of the National Retail Hardware Association.

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Mr. Bush addressed the convention and said:

E. M. BUSH.

Mr. President, Gentlemen—As one of the representatives of the retail Hardware interests, and a member of the Joint Committee, I am glad of this opportunity to meet with you and discuss the burning question of Catalogue Houses.

The worthy and honored President of our National Retail Organization, our National Secretary, the chairman of the Joint Committee and other official sources and the discussion of this



JOHN DONNAN.
OF FRATERNAL RELATIONS COMMITTEE.

matter in the trade press, have left me no new arguments to bring to you, nor would the ten minutes allotted to me permit of logical presentation. My idea is that we have for a short time a heart to heart talk about the matter.

A CONDITION, NOT A THEORY.

May I ask how many of you, gentlemen, you manufacturers, have, like the retailers, taken one of these catalogues home and gone carefully through it, noting their prices and the goods of your manufacture that they illustrate and sell? You know what the Catalogue House has paid for them, you know what the jobber has paid for them, and you also know what the jobber is expected or required to get for them from the retailer. I want to say, and I base my knowledge upon well established facts, that a retailer who pays rent, and himself a salary, cannot do business under 20%. Remember, that the volume of business done by retailers does not run into the millions or even hundreds of thousands of dollars as does your business. Sales of $30,000 to $40,000 a year for a retailer is a very fair business; 20% of the first amount is $6,000; of the latter, $8,000. An attempt to pay freight, drayage, taxes, rent, insurance, advertising, donations to all sorts of enterprises, stenographer, clerk hire, bookkeeper, collector, etc., and to yourself a moderate salary out of this, will quickly convince you that I have made no misrepresentation as to our cost of doing business. Knowing, then, that it costs the retailer not one per cent. less than twenty to do business, seeing how little margin there is upon your goods for the retailer, if he meets the price, which we are having to do more and more all the time, have you not wondered how he can do it and meet his obligations? We are up against a condition, not a theory, gentleman.

We retailers have no means of knowing the cost of manufacture, but we have the intelligence to judge of relative values, and we know that the manufacturer, except, perhaps, when the volume of business runs into millions, cannot make money where his products are sold above the actual cost of production, counting nothing for marketing same, wear and care of machinery, salaries, rent, taxes, insurance, etc., for the profit there is for the retailer if he meets the cataloguers' prices, and, if you cannot do this with your volume of business, should the retailer be expected to grow rich and opulent upon his?

RURAL FREE DELIVERY A FACTOR.

Let me assure you that these conditions are in very generous circulation throughout the entire country, and the only reason they are not in the hands of practically every rural household, at least, is because the cataloguers do not yet know all rural names, but are moving heaven and earth to know them, and I fear some postal department official will contrive some way to reach them all. For instance, the recent order that was issued

NUMBERED RURAL MAIL BOXES.

by the postal department that mail be delivered upon rural routes by numbers only, and, while we have succeeded in having this part of the order held up, the department still insists upon mail boxes being numbered—to my mind a most foolish proposition—for before the numbering is completed upon a rural route, some new family moves in or builds upon it and what will its number be? In order to keep intact the numbering of these routes, will the next official ruling be that no farm upon the route can be subdivided and built upon, and that every newcomer must settle at the end of the route and so obtain a number not pre-empted. Why is numbering insisted upon? Does something lie behind it?

CATALOGUE HOUSE QUESTION NOT A THEORY, BUT A CONDITION.

Allow the present deplorable and unprofitable condition brought about by Catalogue Houses to continue at the expense of the retailer and you, gentlemen, face not a theory, but a condition, serious to yourself and the country, when these houses become so numerous and strong by syndicating that they can dictate to you the prices they will pay for goods or start factories one or the other must eventually prevail—will bring the greatest output for factories, and which system will tend to produce of their own. Let us consider for a moment which system—for the highest grade articles.

The Catalogue House illustrates your wares with small, indifferent cuts, setting forth their virtues in a size type that requires a reading glass to decipher, and depends upon cut prices to market these wares, and a cut price inevitably cheapens merchandise.

AFFECTS TRADE, CITY AND COUNTRY PRESS.

If the retailer is supplanted by the cataloguer, with him goes the trade press and a large proportion of the city and country press, for the retailer is the direct support of the latter and the trade press receives its support from the manufacturer, who uses its papers to reach the retailer. No retailers, no trade press.

The retailer, besides advertising your wares in his local papers, displays them in show windows and well arranged stores,



COL. JAMES R. NUTTING.
CHAIRMAN PRESS COMMITTEE.

calling attention to their merits through progressive, wide-awake salesmen, whose end is to create the desire for possession. Who knows better than yourself that seeing an article creates the desire for it? How often have you in reading advertisements in magazines resolved to send for that article and never carried your resolve into execution? But, see in a show window something you desire, you step in and possess it, and so with other members of our household. The retailer's desire is to sell the best and most profitable line, avoiding investing in and talking inferior, cut-price goods. Hence, gentlemen, I claim that support-

SUPPORT THE RETAILER.

ing the retailers in this fight you are helping to win your own battle, having in him an influence always at work to create a demand for more goods, and from him comes a more constant demand for better goods that bring a good profit.

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I attribute the demand there is now for cheap and inferior goods to the influence of the cataloguers, "Ten-cent racket" and Department Stores, which are forever beating down the price, and looking for "leaders" that bane and curse of commercial life of to-day. If the change from the "deserved creating" to the "vision destroying" system is brought about, it will be much easier for the retailer, with comparatively small investments, to change his vocation than for manufacturers to adjust themselves to conditions that will be irksome, to say the least, or have for competitors the syndicate of mail order houses, with factories of their own, which will surely be the development of that system.

"A SQUARE DEAL."

We appeal to you not as servants, worthy of their hire, but to all the dignity of free-born American manhood, as men who believe in "a square deal," and who do not believe we are receiving a square deal, when after investing in, displaying and talking the quality and merits of your wares and assisting in making them household words in American homes, you manufacturers sell to, or permit to be sold by cataloguers, these wares which are used by them to knife your friends in the back!

In my own place of business there are some tools that have been sold continuously by my predecessor and myself for fifty-two years, long before a Catalogue House was dreamed of, and I am glad to say, gentlemen, I have never seen these tools illustrated, priced or named by any cataloguer.

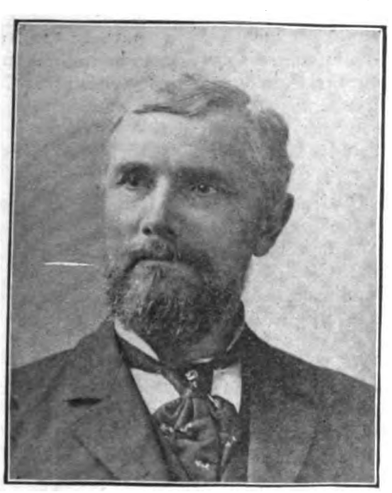
What possible argument has a retailer with a customer who brings into his store one of these catalogues with a number, size and name of a manufacturer upon an article quoted at a less price than you can possibly sell and even make expenses? I have been up against this very proposition time and time again, and, gentlemen, it made me feel like thirty cents.

RETAILERS APPRECIATIVE.

The retailers in our organizations appreciate the wonderful progress that has been made in this work for the comparison of the latest issues of the cataloguers with those of only two years ago, show that many prominent manufacturers, who were greatly in evidence then, have now disappeared, and, we believe, forever, from these pages.

There is an old Arabic prayer of good wishes: "May your shadows never grow less," and I give it to you heartily, but may the name of every one of you vanish in like manner as have these other names of whom I speak from off the pages of every catalogue in the country, for only then will the retailer come into his own again.

At the close of Mr. Bush's remarks Mr. Norvell, introduced S.



C. B. LOCKWOOD,
OF PRESS COMMITTEE.

R. Miles, of Mason City, Iowa, a member of the Executive Committee of the National Retail Hardware Association.

S. H. MILES.

Mr. Miles said:

Mr. President and Gentlemen—I thank you for this opportunity to present, as a member of the Wholesale and Retail Joint Committee, some phases of this Catalogue House question from a retailer's point of view. In a great deal of discussion of this question it seems to me the retailer himself has not been taken into consideration, and that he has been criticised by those having little knowledge of the subject or people they have been wont to discuss. Such criticism is not only unfair, but unjust, and, instead of bringing the three interested parties to this discussion, namely, the manufacturer, the jobber and the retailer, into close and more friendly relationship, so far as the retailer is concerned,

"PUT YOURSELVES INTO THE OTHER FELLOW'S SHOES."

it has had exactly the opposite effect. I would like you this morning, if you can, to place yourselves in the position of retail Hardware merchants, forgetting, for a time, your own ideas on this subject, and considering the question from a retailer's point of view. It has been said, and with reason, that a single fact is worth a cartload of arguments, and I shall try to refrain from dealing in glittering generalities of which, it seems to me, we have had quite enough in the discussion of this subject, and to confine myself to facts as best I may. If my presentation of this question this morning is in an argumentative way, kindly attribute it to the habit necessarily acquired by a retail salesman of presenting facts in this way, rather than any desire on my part



W. S. WRIGHT,
OF EXECUTIVE COMMITTEE.

to take up your time with more argument. There will be presented during this session a number of facts and figures in a way that must be more convincing than anything I can say to you, and in a more comprehensive way than I believe the same facts and figures could be represented by any other method. With a knowledge of what is coming later, I will only call your attention to two or three matters, having a bearing on the subject under discussion, that I think may not be touched upon later.

NOT A LOCAL CONDITION.

One of the questions frequently asked by those not familiar with the subject is: Is this Catalogue House question general or local, or does it exist largely in the imagination of the retail merchants? To be able to answer this question fully and intelligently, on October 20th I caused to be mailed out through the secretaries of a number of Hardware associations a circular letter in which I enumerated thirty-two lines very generally carried in stock by the retail Hardware merchants of the country, requesting the merchants receiving them to check the various items on the lists on which they were most frequently called on to meet the Catalogue House price. While I knew something of the extent of the territory covered by the two prominent Catalogue Houses, I was very much surprised, on checking replies received, to note that they were from Minnesota on the North to Texas on the South; Massachusetts on the East to Washington on the West; and was still further surprised to find more items checked on the same number of replies on the lists from Washington and Connecticut than from Wisconsin and Iowa. In this connection I will give you a few of the prominent lines indicated, simply giving you the percentage as to the whole number of replies received.

Ammunition	60%
Builders' Hardware	60%
Cutlery	30%
Hay Tools	50%
Poultry Fence	55%
Sporting Goods	70%
Blacksmith tools and supplies	60%
Cream Separators	40%
Guns	93%
Mechanics' Tools	80%
Sewing Machines	60%
Stoves	85%
Tin and Enameled Ware	40%
Washing Machines	50%

The point I desire to bring out by this comparison is: What avenue of escape is there left open for the retailer if he is obliged to meet the Catalogue House price on thirty-two different lines of goods carried by him? May I ask what lines are left open to him on which he can hope to redeem his business and make it profitable? There is but one reason why a Boston

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jobber can go to Iowa and sell his wares; that one reason is simply price.

PRICE THE REASON.

That same reason—price—is the real and only foundation upon which the Catalogue House of to-day is able to build and maintain its business. The same weapon placed in the hands of the retail Hardware merchant, or taken from the Catalogue House, would go a long ways toward the solution of this troublesome problem. "Do it now" is a trite saying in very common use to-day, and the retail Hardware merchants of the country are saying to the manufacturers to-day, not to a single manufacturer, but as to one man, "Do it now." Cut the Catalogue House off your list. If it result in a still further slaughter of prices, let it come. We are ready for the fray. As you must be convinced before this session closes we cannot now profitably meet catalogues prices; and their inability to secure standard, well-known brands, of Hardware through legitimate and regular channels will injure all far more than a still further slaughter of prices will injure the retail merchant.

We have sometimes heard the great growth and present business of Catalogue Houses charged up to excessive profits demanded by the retailer, this profit sometimes even amounting to graft. Among other duties assigned me as a member of this Committee, one was to tabulate a list covering certain lines of Hardware for use at this meeting.

A COMPARISON.

The task became such an interesting one that I did not confine myself to the lines assigned me, but made up a list of more than 150 items, covering pretty generally the various lines carried by the average retailer. A number of these items were figured by discount, but 122 of them were figured net, either by a single piece, dozen or gross. I find these 122 items would cost the dealer $158.94, against the Catalogue prices of the same items of $150.08. Now, if this list of goods were sold by the merchant at his exact cost, without freight or even the Catalogue house, one small percentage of profit added, it would pay him a gross profit of $1.14 or about ¾ of one per cent. Speaking of graft, this is certainly an example. Now if you will add to the merchant's cost 5% to cover freight and cartage, and 20% for the cost of doinfi business; making a total of 25% and deduct from this his excessive profit of ¾ of one percent, you have a difference and an actual loss of 24¼%. Considering yourself in a retailer's shoes how do you like it? But you may see any dealer that will pay the prices used in this schedule is not entitled to consideration. I will furnish any jobber or manufacturer in this room or out of it a copy of the items and prices used in making this comparison, and, if you will agree to supply the same goods at a material saving in cost to the retailer, I will undertake to put them in touch with a volume of business that will prove very gratifying both in quality and quantity. Making this comparison was not in my mind when making up this schedule. It was suggested as the work progressed. And prices used are those at which any live retailer, Hardware merchant can purchase the goods enumerated. But I have every reason to know that the prices used are lower than are being made to the average dealer, either by the jobber or by the manufacturer; making the comparison from the standpoint of the average retail merchant a still more aggravated one.

Occasionally some writer for the trade press solemnly and wisely informs us that business conditions have changed, and that the manufacturer must go direct to the retailer, if not to the consumer, to market his products.

SOME INTERESTING FIGURES.

In this connection I have compiled some figures that I think will prove interesting. In making up these figures I requested a jobber, selling southern trade, one selling eastern trade, and a local Iowa jobber, to send me a few copies of orders just as they received them from their customers. I made this request without disclosing in full my reasons; but notwithstanding, they responded very promptly, and I think a brief study of these replies will not only prove interesting but instructive. I will give you the State from which the order was sent, the number of items and the number of factories with which it would be necessary to place orders to cover the various items. An order from Texas of 31 items coming from 10 different factories; Louisiana of 20 items from 12 different factories; Missouri of 36 items from 17 different factories; Massachusetts 76 items, 15 factories; Maine 200 items, 34 factories; Iowa 52 items, 17 factories, at a total cost of $50.82, or about $3.00 for each factory order. Iowa 39 items, 19 factories, total $75.95 or less than $4.00 for each factory order. Iowa 53 items, 27 factories, $74.08, or about $2.75 for each factory order.

While orders of the size indicated above might be satisfactory to the manufacturer, the placing of 40 orders with as many factories to cover 90 items would not be satisfactory to the retail merchant. I think these figures will serve to show that the retail Hardware trade is not yet ready to go to the manufacturer direct to supply all of their wants; and that there is not only a very wide field of usefulness for the jobber, but a decided reason for his existence on the part of the retailer. Too limited stocks carried by the average retailer is also frequently urged as a reason why the Catalogue Houses have been able to build up their present business. Let us consider for a few moments what it would mean to the retailer to buy a majority of his supplies from the manufacturer. It would mean one or two things: a still more limited assortment or increase in capital invested. It is very much of a question, even if the retail Hardware merchants in many localities were able to, and did, sell every dollar's worth of Hardware in the territory belonging to him, if he would be justified in multiplying his present investment in stock by 2½ which would surely follow were the jobber to be eliminated.

As a patriotic American citizen as well as a retail Hardware merchant, I am proud of the high rank the American Hardware manufacture has attained among the Hardware manufacturers of the world, standing, as he surely does, at the very pinacle. And I congratulate you, gentlemen, on this proud achievement, but, lest you forget, I ask if you will consider for a few brief moments, at least, one element that has made this success possible, and ask yourself if success without the "man behind the gun" the more than 25,000 active, energetic, loyal retail Hardware merchants of the United States, can your success continue without his assistance? If it can, there is little use to continue this discussion. If not, what then? But you say we want and must have the continued assistance and co-operation of the retail Hardware merchant.

WANT OUR NAME ON PAYROLL.

Let us suppose you have had in your employ a man who has been with you for years. This man has been an intelligent, faithful employee; has been an important factor in the successful conduct of your business. You call him into your private office and say to him, "John, you have been in my employ a great many years; I appreciate what you have done for me, and I want you to continue in my employ, but owing to changed business conditions it will be impossible to longer continue your name on the payroll." How long would John stay? The retail Hardware merchant of to-day is John. We care little for words of praise and flattery, what we want is our names on the payroll. Without this you cannot hope to continue to receive that hearty and enthusiastic support that has marked the past, and surely contributed to your success. In the discussing and the handling of this question, the retail Hardware merchant has undoubtedly made some mistakes. But in considering them we ask you to throw about them that same mantle of charity that he has used in considering your attitude on the Catalogue House question. That mantle while new, seems from the viewpoint of some manufacturers at least, to be high enough and broad enough to cover the Catalogue House Question. The mantle of changed conditions.

At the close of Mr. Miles' remarks Mr Norvell proceeded to give his illustrated address on the Catalogue House question.

S. NORVELL.

S. Norvell, Chairman of the Catalogue House Committee, then addressed the Convention and said that he had prepared a large number of stereoptican views for the education of the delegates on the Catalogue House Question, which were then shown to the audience. Among the first of them were pictures of the buildings of Sears Roebuck & Co. and Montgomery Ward & Co.

These were followed by photographed pages from the catalogues of these concerns on which the claim was made that the Catalogue House could "undersell anybody on earth."

The balance of this series set forth the saving the Catalogue House could effect for the consumer by sending him his goods direct from manufacturer; the doing away with express charges by "Club Orders," made up among mechanics and farmers, and shipping these "Club Orders" direct to one person by freight; the Banking Department of the Catalogue House which paid as high as 7% on $1,000 deposits; the prize plan which secured for the purchaser of a certain quantity of goods the present of an organ, a gun, a sewing machine, the value of which was equal to a cut of 5% on the goods sold.

Again, the system the Catalogue House employs for the extensive distrubution of its catalogues among farmers, and the commission of 5% it pays to farmers for the collection of orders.

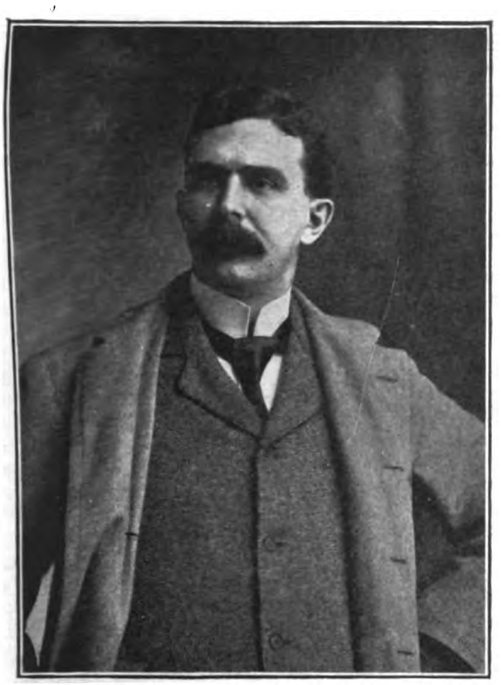
A number of these plates showed cost of goods sold by retailers to consumers as compared with cost of same goods sold by Catalogue House to consumer.

Mr. Norvell, as Chairman of the Catalogue House Committee, said that he had requested twenty-five of the largest jobbers, both Association and independent jobbers, to give an expression of opinion on the Catalogue House question and that out of twenty-five telegrams received, only two had declined to be quoted on the subject, thus showing the unity of opinion of jobbers upon this question.

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These telegrams, from twenty-five of the largest houses in the U. S., selling Hardware, represented a total capital of twenty-five million dollars, and a total sales in the Hardware line of over one hundred millions, and employing a force of twenty-five hundred travelling men. These telegrams were from all parts of the United States—from Boston, to San Francisco and from St. Paul and Minneapolis to New Orleans, and all of them stated that they did not sell Catalogue Houses and that in their opinion the only cure for this evil is for manufacturers to quit selling them; that they did not believe in the controlling price idea—that is, the manufacturers controlling the Catalogue House price. The great majority of these telegrams stated that both jobbers and retail dealers in purchasing goods should try as far as possible to avoid these lines shown in the catalogues of Catalogue Houses.

A series of arguments or questions prepared by the committee were shown on the screen for the consideration of the Convention which were as follows:



S. NORVELL.

CATALOGUE CATECHISM.

No. 2. If certain manufacturers sold a few jobbers at twenty of twenty per cent over others, would not this be unjust discrimination? Would the Government stand for it?

No. 2. If centain manufacturers sold a few jobbers at twenty per cent lower than the rest of the jobbing trade, how long would their goods be carried by other jobbers?

No. 3. Is not a Catalogue House, selling to customers, a retail dealer?

No. 4. When a manufacturer sells his line of goods to a Catalogue House at twenty per cent less than the retail merchant can buy the same goods, is not this unjust discrimination?

No. 5. Is not the controlling-price theory wrong in principle? Should the Catalogue House enjoy both a jobbing and retail profit?

No. 6. Do not such double profits on certain lines place them in position to do business without profit on other lines?

No. 7. When a manufacturer sells his line to Catalogue Houses upon the controlled-price theory, thus enabling them to allow all the jobber's profit and all the retail merchant's profit, does he not, by affording them this double profit help the Catalogue Houses to carry their warfare, in the form of cut prices, against other manufacturers who have declined to sell them?

No. 8. Have not manufacturers who were sincere and determined in the efforts not to allow Catalogue Houses to obtain their goods through indirect sources, shown it is possible to cut off their supply?

How can a Catalogue House injure itself more than to quote cut prices on lines of goods and then be unable to fill orders?

No. 9. If a manufacturer admits he is afraid Catalogue Houses will cut prices on his goods, therefore he does their bidding, would it not be logical for jobbers to obtain protection from this manufacturer in the same manner?

No. 10. Is not the key to the solution of this Catalogue House question in the hands of the manufacturers?—simply because Catalogue Houses cannot obtain extreme prices on their lines from any other source?

No. 11. Is any jobber to-day, of any standing, selling Catalogue Houses, or can he afford to take the chances of selling them?

No. 12. Do not far-sighted manufacturers realize the profit both jobber and retail merchant can make on their goods, is one of their best assets?

No. 13. When a retail merchant cuts a price, is not the demoralization only local? When a price is cut by a Catalogue House does it not cover the entire country and affect every dealer, regardless of local conditions?

No. 14. Is not the entire Hardware trade of the country, wholesale and retail, a unit in its views on the Catalogue House evil?

No. 15. Is not the only difference of opinion between most manufacturers and all jobbers and retailers, simply a question as to the remedy that should be applied to the evil?

No. 16. The Joint Committee believes the only remedy is to quit selling Catalogue Houses. If there is a better remedy it has not been suggested.

Many people are prepared to criticise who have no suggestions to offer.

No. 17. It is only fair to those manufacturers who have quit selling Catalogue Houses that the entire jobbing trade of the country should know the position, on this question of every manufacturer and jobber in the Hardware, sporting goods and cutlery lines.

Do the manufacturers of Guns and Rifles realize that on account of the competition of Catalogue Houses, small merchants are not stocking their goods? Where formerly good stocks of these goods were carried all over the country, it is now the exception to find a complete stock in any medium-size or small retail store. Merchants tell the jobbers' salesmen there is not enough money in the goods to pay for the investment of stock. They are trying to do business by taking special orders.

It is clearly not to the interest of either manufacturers or jobbers to have retail merchants quit stocking any lines of goods.

It may be interesting to Hardware jobbers to know that the Catalogue Houses are obliterating on those makes that the manufacturers have refused to sell them, the serial numbers on Guns and Rifles they obtain through indirect sources. The manufacturers of such Guns and Rifles are refusing to guarantee or to replace any of their goods on which serial numbers have been obliterated

This information should be given by jobbers to their salesmen.

Some have been of the opinion that this Catalogue House agitation would die out. Some have pursued a nutral policy in the hope that things would blow over. This is a mistaken policy. The retail merchants in a large part of this country are in direct competition with Catalogue Houses every day—they cannot forget this competition, it is constantly impressed upon them.

Therefore, even if this Joint Committee passes away others will rise up to take their place and carry on the fight of an irrepressible conflict. The system of selling goods through jobbers and retail merchants, and through Catalogue Houses, cannot and will not exist in this country side by side.

Every Hardware and sporting goods jobber in this country should see that his buyers have on their desks the catalogue of Montgomery Ward & Company and Sears, Roebuck & Company. He should see that every buyer is thoroughly posted on the lines of goods sold by these Catalogue Houses. He should have his buyers study their prices.

One of the greatest obstacles the Catalogue House Committee has had to overcome on this question, has been the lack of definate knowledge on the part of manufacturers and jobbers, and also editorial writers of trade papers. Many men have expressed their opinions who did not know what they were talking about, and could not tell what was being offered by these Catalogue Houses on the various lines if you asked them.

The Retail Hardware Trade Association should impress upon their members the great importance of their being supplied with these catalogues, so they will know the prices that are being made and the lines of goods being sold by these catalogue houses.

Mr. Norvell stated that the effect of the whole thing was educational, and that this would probably be the last time that the Catalogue question would be discussed in open meeting.

At the close of Mr. Norvell's illustrated address Mr. W. P. Bogardus, of Mt. Vernon, was called upon for a few remarks.

W. P. BOGARDUS.

Mr. Bogardus said: Mr. President and gentlemen, I would like to emphasize one point: If it costs the jobber 15% to handle goods and it costs the retailer 20% to handle goods, now

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can either one of them live if the Catalogue House buys the goods at the same price that the jobber buys them? To whom will the jobber sell his goods?

Now, we hear a good deal about fair play these days, of equity and justice, and we see the revolution which has gone over the country in the elections of yesterday which indicate that the American people are in favor of fair play and justice to all. Now I must submit to you gentlemen that if you expect 90% of your trade to live, you have got to protect them. If you give the same price to ten per cent of your trade that you give—even less sometimes—than you give to the jobbers, how is the jobber going to sell his goods? and to whom is he going to sell them?

It is utterly impossible for the retail trade of this country to exist unless there is some different arrangement made for the handling of goods and I submit this question to you, gentlemen, as a fair question.

We do not ask any favors. We do not ask any privileges. We simply ask to be treated as your friends, as the distributors of your goods, as the men who finally pass them out to the consumer, and we ask your help, we ask your backing, we ask your counsel and advice in this matter. We have been up against this proposition for twelve solid years. We have never been able to get a solution. We come to you, as friends, as helpers, to help us out of this proposition and to give us some kind of a solution. We are here to-day as friends, not as enemies. We are here to give you suggestions to help build up the trade of this country. It is a trade that caters to the necessities of mankind. There is not a house built, there is not a building of any kind built, but what your manufactured goods have to go into it. Now let's stand together and see if we cannot get a solution that will bring back to the retail trade of this country and to the jobber some measure of the prosperity that they heretofore enjoyed.

Mr. Norvell, the Catalogue House Committee has had their say. We have presented our idea of the case. We leave the issue in your hands.

A recess was then taken of the Convention until two-thirty p. m.

EXECUTIVE SESSION.

WEDNESDAY AFTERNOON.

NOVEMBER 8TH.

The Convention was called to order in Executive Session at 2:30, by President Bigelow.

Reports of the various Committees were called for. The report of the Catalogue House Committee was read and the consideration of same deferred until a later hour.

The report of the Metal Committee was read and referred to that Committee for further consideration at their special meeting.

President Bigelow stated that he had received a telegram from F. P. Dunlop, President of the Southern Hardware Association, stating his inability to be present at the meeting of the Association.

Mr. Palmer stated that he had received a telegram announcing a terrible loss to one of the members of the Association namely, the Moore & Handley Hardware Company of Birmingham and suggested that resolutions of sympathy be prepared.

President Bigelow appointed Mr Palmer and Col. B. F. Eshleman, as a Committee to prepare the proper resolutions.

The report of the Heavy Hardware Committee was read and referred back to that Committee.

The report of the Fraternal Resolutions Committee was read and placed on file.

The report of the Committee on Membership was read and placed on file, with the understanding that it would be taken up later for consideration.

Mr. Bihler of the Transportation Committee presented the report of that Committee. The report was discussed at some length, specially the portion of the report referring to proposed action by Congress giving more power to the Interstate Commerce Commission. After an exchange of views it was moved that the discussion be closed and no action taken on that part of the Committee's report.

The report of the Executive Committee was read. It was moved and carried that the report be accepted and placed on file to be taken up at a later date.

The report of the Catalogue House Committee was again taken up for consideration and on motion the report of the Committee was approved with some slight changes.

President Bigelow announced the names of the Committee on nominations, which were as follows:

Capt. F. Baker, Elmira; George W. Herrick, Boston; Col. B. F. Eshleman, New Orleans; Major T. G. Walther, St. Paul; Hobert Weed, Buffalo; J. P. Balderston, Philadelphia; J. A. Warner, St. Joseph.

No motion the Convention adjourned until ten o'clock the next morning.

WEDNESDAY EVENING.

THE EUCHRE PARTY.

The Progressive Euchre Party was a complete success. Mr. Alex. A. Norton, the official stenographer of the Association was the successful winner of the first prize; a chest of "Oneida Community Silver".

The following is a list of other prizes and their respective doners:

Kampfe Brothers—1 ivory handled shaving set.
E. C. Atkins Co.—6 saws.
Geo. H. Bishop & Co.—2 saws.
The Irwin Auger Bit Co.—Box of auger bits.
Meriden Cutlery Co.—1 cake knife.
Supplee Hardware Co.—1 mower. (Great American)
The Chapin--Stevens Co.—Combination rules and level.
Fayette E. Plumb.—½ doz. artist hammers.
Hopkins & Allen Arm Co.—Shot Gun.
J. Stevens Arms & Tool Co.—1 little Scout Rifle.
American Axe & Tool Co.—1 doz. min. hatchets.
Boss Washing Machine Co.—3 Boss washers.
Charles Parker Co.—Bath room set.
Landers Frary & Clark.—1 Carving set, 1 doz. bread and butter knives, 1 universal coffee Percolator.
Dana Mfg. Co.—2 Dana Mop Wringers.
North Brothers Mfg. Co.—4 American Ice Cream Freezers, 2 Ice Chippers, 1 Yankee Tool Set, 1 Christmas Tree Holder.
Manning Bowman Co.—1 Coffee Percolator, 1 bread mixer.
Warren Mfg. Co.— Desk Cabinet.
Stanley Rule & Level Co.—1 doz. Zig Zag Rules.
Caldwell Mfg. Co.—½ doz. Boucher Adjustable Shaving Glasses.
Geneva Tool Co.—Garden Set.
Withington & Cooley Mfg. Co.—Floral Set.
Iowa Farming Tool Co.—Floral Set.
American Fork & Hoe Co.—Floral Set.
Miller Bros. Cutlery Co.—1 doz. pocket knives.
David Maydole Hammer Co.—½ doz. Maydole Hammers.
Samuel Winslow Skate Co.— 4 Pairs of Skates.
Davis & Cook.—Cook's Patern Level.
Wm. Schollhorn Co.—100 ticket punchers.
Kirk-Latty Mfg. Co.—½ doz. Express wagons.
American Wringer Co.—3 Wringers, ½ doz. Dryers, ½ doz. Toy Wringers.
John Chattillon Bros.—Bath room scales.
Enterprise Mfg Co. of Pa.—1 coffee Mill.
Clyde Cutlery Co.—Hand Painted Lemonade Pitcher.
Bronson-Walton Co.—8 Roasters, Baking Tins, Coffee Mills
Ohio Tool Co.—Iron smooth plane.
McCaffrey File Co.—100 manicure files.
Dover, Mfg. Co.—Asbestos family cabinet, French Set of Dover Asbestos Sad Irons.
Atha Tool Co.—1 doz. Full Polished Hatchets.
Bissell Carpet Sweeper Co.—2 Cases of Bissell Sweepers.
Goodell Pratt Co.—Home Companion Tool Set.
Corbin Cabinet Lock Co.—4 Locks.
Oscar Barnett Tool Co.—Two Combination Knives.

THURSDAY MORNING.

NOVEMBER 9TH.

President Bigelow called the Convention to order at ten thirty.

Secretary-Treasurer Fernley read the report of the financial condition of the Association, which showed same to be in a flourishing condition.

On motion the report was referred to an Auditing Committee appointed by the chair, consisting of Messrs. A. B. Palmer, J. G. Bauer and A. S. Burwell.

The report of the Committee on One Cent Letter Postage was presented and read. The report was as follows:

REPORT OF POSTAGE COMMITTEE.

To the President and Members of the National Hardware Ass'n:

GENTLEMEN—The matter of one-cent letter postage has been taken up by different organizations at various times, but up to the present time none of them seem to have made much progress, and in our opinion only a strong business organization, such as ours will ever accomplish the desired result.

To the members of our association this is a very important matter, and I have no doubt the reduction from two to one cent in letter postage would mean a saving of over $2,000,000 per annum.

Your committee would be aided in their work very much, if the members of this association would advise their Secretary-

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Treasurer the exact amount of their postage account for the year 1904 to enable your committee to know just what the saving would be to our membership, as a whole. This information, if given to him will not be known in detail to any of the committee, but he will simply give the committee the total amount, so you will not be giving away any inside information of your business, and at the same time will be aiding the committee very greatly.

Your committee realizes that they have no easy problem to solve, but our cause is so just, we have confidence that we will succeed in due time.

Possibly you are aware, that at the present time letter postage, or first class matter, only amounts to about 12% of the total tonnage and contributes 90% of the total revenue, and that the cost of carrying a letter, for which you pay two cents, is less than one quarter of a cent. This being the case, it is unreasonable to ask the Government to carry this letter at one cent, when at that price the profit is over three quarters of a cent?

You, of course, are aware that there is at present a very large deficit in the Post Office Department, which is increasing very rapidly each year, owing to the large amount of second class matter carried at an enormous loss.

Your Committee do not believe it policy at this time to make any attack in this second class postal matter, as we do not want to encourage opposition from that very strong factor, but believe in advocating a just cause and let matters take their course

We presume during the past year most of you have received a circular from a so-called Manufacturers' Association of New York City, advocating one-cent letter postage, and incidentally Parcels Post.

Your committee, aided by your Secretary-Treasurer, have followed up this circular very carefully, and are satisfied it is an underhanded movement in favor of Parcels Post and is a move of the Chicago Catalogue Houses. During our investigations your Secretary-Treasurer received a letter from the Secretary of this so-called Manufacturers' Association, stating over his signature that one-cent letter postage was a secondary matter with them.

During the month of September your Secretary-Treasurer organized in the City of St. Louis an organization of Presidents and Secretaries of Trade Organizations of which he was elected Secretary, and at that meeting they adopted the following resolutoins:

ONE-CENT LETTER POSTAGE.

We recommend that the various Trade Bodies and Commercial Associations throughout the country make strenuous efforts to induce Congress to enact a law providing for one-cent letter postage.

A similar resolution was adopted by the National Druggists Jobbers' Association at their meeting in New York City in October.

In February 1905, the following resolution was adopted by the Indiana Retail Hardware Association.

Resolved, that we strongly urge upon our members the importance of carefully watching legislation on the Parcels Post question. This is a measure which, if ever adopted by the Government, will seriously cripple the interests of the retail merchants of the country. We, therefore, ask that every member of our association use their influence on members of Congress to the end that they shall pledge themselves to vote againts any such measure.

We further urge the adoption of one-cent letter postage. This is a measure that will benefit every citizen of our land and is one which is in favor of the masses and not of the classes.

This resolution has the right ring and should be adopted by every association of every kind throughout the country, and through them sent to each and every member of Congress.

The success of one-cent letter postage means sure death to Parcels Post, and in your committee's opinion is the only way to kill that movement permanently. Your committee believe that they must at once commence active work, and ask you to add to its members by authorizing your President to increase its size, as he may think best.

GEORGE T. MCINTOSH,
Chairman.

The report was accepted and placed on file.

The subject was discussed at some length by the Association, many members urging that earnest attention be given to the subject by the various members towards carrying out the suggestions made in the report.

Mr. Stoddard, the Traffic Manager of the Ammunition Association, was introduced.

Mr. Stoddard addressed the convention as follows:

ADDRESS OF MR. STODDARD.

If you will give me a few moments, I will try to explain to you, as briefly as possible, the restrictions passed by the American Railway Association on the shipping of Ammunition and Loaded Shot Shells; also some facts why the restrictions are uncalled for.

Owing to a number of explosions of Dynamite, Nitro-Glycerine and Blasting Powder, shipped in bulk, which have caused the loss of many lives and the destruction of a large amount of property a few months ago, the American Railway Association appointed a Committee for the purpose of drafting regulations regarding the transportation of high explosives. This Committee had several meetings and at one of their meetings in New York we were invited to appear; at this meeting, I found that they had embraced Ammunition in their report under certain restrictions and I explained to them that Small Ammunition and Loaded Shot Gun Shells were (neither explosive nor dangerous to handle), either in transportation or in store, through fire or otherwise, and to substantiate my statement I gave them evidence of tests that had eben made at one of our factories.

Some of the tests are as follows: A case of Cartridges was shipped to St. Louis by freight and then reshipped East; it was very roughly handled, one side of the case was split open, evidently by a hard fall, while one end was broken through and the contents damaged, either by fall or something being dropped on it. The case was roughly patched, one or two big nails being driven through, right into the Primers and notwithstanding this rough handling none of the Primers exploded.

A case of 500 No. 12 Gauge Smokeless Powder Loaded Shells, regularly loaded and packed, was dropped 25 feet on to an iron floor covered with oak planking. The force of the fall split off the top of the case and started the glued dovetailing in the ends. None of the Shells exploded.

We have instances of several cases that were dropped in like manner from different heights and positions and in none of the cases were the Ammunition exploded. A case of 500 Smokeless Powder Shells, regularly loaded and packed, were placed under a drop hammer, weighing 1500 pounds; the hammer was allowed to fall a distance of two feet. The entire column of Shells was crowded together 2⅜ inches, shortening each Shell nearly half an inch. The anvil was forced up through one end of the case, the top and bottom of the case were split off. None of the Shells exploded. This is the severest test of the effect of general shock to a case of Shells or Ammunition.

A case of 500 Smokeless Powder Shells, regularly loaded and packed, was subjected to a fire and heat from a gas blow-pipe. One side of the case was burned through and badly charred and the Ammunition was penetrated by the flame. The expert conducting the test stood at the side of the case, his hand resting upon it. When the blow pipe was turned off, the fire in the case went out, illustrating that Ammunition will not continue to burn by itself. There was no combustion of contents sufficient to even move the position of the case. All of these tests can be verified by photographs taken at the time.

I also gave them quotations from a large number of letters received from our customers where these goods had been in buildings that were burned, and also offered to take the Committee to any one of our factories, at our expense, and put the Ammunition to any test that they might require to prove that the (goods were perfectly safe to handle) in transportation, and that there was no danger account of fire. The Committee, however, did not see fit to accept our invitation, but claimed that on account of the demands of the public, some restrictions must be laid on Ammunition. As far as I am able to ascertain there has been no complaint from the public regarding Fixed Ammunition or Loaded Shot Shells. The Committee finally modified the regulations, requiring the goods to be marked "handle carefully" and the signing of a certificate to cover each shipment. This, you will understand, applies to all shipments containing Ammunition; any of you in making a shipment of Hardware or other articles may include a few boxes of Cartridges in the case, and you will be compelled to comply with these regulations. It seems to us that it is unwarranted and unjust to ask that any such rules should be applied to this product. In our opinion, if we are required to brand our packages "handle carefully", it will only be a matter of short time when these articles requiring special care (will advance in rate or classification), and so attract the attention of underwriters throughout the country as to make necessary storing in special warehouses under advanced premium rates. It also calls to the attention of the railroad employees and the public in general that we desire our goods handled with care, which is not a fact, as the goods are as safe to handle as Nails, so far as danger from explosion while in transportation or by fire. If there ever has been, during the forty odd years which this commodity has been placed upon the market, a single instance where the article itself had been injured or the surrounding property been injured, by reason of rough handling, collisions, fires, or other disasters, there would be a possible excuse or necessity for the branding of these goods "handle carefully."

Thre has been three tests made in the presence of Fire Chiefs,

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Insurance Men and Committees appointed for the purpose, one in Chicago, one in New York and one in Duluth, and the reports of these tests have all been favorable. Let me read you a few extracts from the report of the Duluth test.

A test was also made in August of this year in the City of Duluth by members of the International Association of Fire Engineers, then in convention in that city and quite a great deal of ammunition was burned and citizens were invited to be present. A large crowd witnessed the burning. An account of this burning was given in the *Duluth News Tribune*, under the date of Aug. 18. We quote the following extracts from said account:

"When the match was lighted to the oil soaked fuel under dozens of wooden boxes of cartridges, many were leaning against the temporary building which contained enough ammunition to kill every person in Duluth."

"Eager to secure souveniers of the test hundreds of children were packed about the burning shack oblivious of the apparent danger which, if any, was shared with the firemen."

"At the closing of this very lenghty report as published and in which was conclusively shown that there was no danger whatever to any one in a burning building of Ammunition the paper publishes the following statement:

"For years I have been fighting against the story of ammunition in the buildings," said Chief McQuade, "because I though a fireman could not with safety enter a burning structure in which these explosives were kept. I regarded it as extremely dangerous, The test to-day is the best thing I have seen at any of the meetings of the Association and I have attended a great many. I observed carefully that one cartridge may be exploded in a box but it is practically isolated in its section and does not go with force enough to ignite others and that according that a simultaneous explosion of large quantities of ammunition is impossible. A shower of broken glass from over head broken windows is much more dangerous than the explosion of ammunition by fire and the flying of empty shells or bullets which are impalled with scarcely force enough to carry them five feet can do no more harm than scratch a fireman's face."

"This test demonstrated what has often been claimed by the manufacturers of ammunition and which I never believed that the cartridge must be confined in a gun barrel to give it force and speed. I have seen enough to convince me that our firemen if occasion arises, will, when I have explained the result of this test, enter a building where ammunition is on fire as cheerfully as though the structure contained fire-crackers."

"As a result of the success of the demonstration yesterday resolutions will be passed by the Association at the meeting to-day setting forth that there is no danger to firemen, while at work in buildings in which ammunition is stored."

We believe it is for your interest that you take this matter up with the official of the railroad with which you do business, and if possible get them to eliminate the rule requiring these goods to be marked "handle carefully."

We earnestly hope you will give this matter your immediate attention and assure you we will give you all the assistance that is possible by our endeavors to influence railroads against any legislation regarding Small Arms Ammunition.

This question was thoroughly discussed. Recommendations were made by several members that the subject be taken up both generally and locally and influence brought to bear upon the various railroads to modify their present rules in respect to the restrictions imposed in the shipping of fixed ammunition.

The following resolution was adopted in reference to the matter:

"Believing that loaded shells and fixed ammunition are not nigh explosives, we protest against their being so classed by transportation companies and that our Association be instructed to carry out the spirit of the same."

WILLIAM VALLANCE.

President Bigelow introduced WILLIAM VALLANCE, of Hamilton, Ontario, President of the Canadian Wholesale Hardware Association. Mr. Vallance said:

Mr. President and Gentlemen—It affords me a great deal of pleasure on behalf of the Canadian Association to thank you for the very kind invitation extended to our members to visit you. We need counsel; have much to learn; and we know of no gathering in the world where we could learn so much as from the gathering I see before me this morning, composed, as it is, of influential men in the trade of the United States.

We occupy on the map, not a very large space; we are scattered; we have not the solidity that your Association has. The Coast has a small association of its own, Winnipeg has one for Manitoba; and the eastern provinces have one for the maratime provinces and our Association, that we now term it, is composed of representatives from Quebec and Ontario. We have not attained to a universal Association, such as you have, but we hope to progress to it, but owing to our long drawn out settlements, this has not yet been attained. We come here to learn. We cannot teach you anything. We are glad of the opportunity you have afforded us. I thank you gentlemen.

President Bigelow introduced T. H. NEWMAN, Vice-President, from Montreal. Mr. Newman spoke as follows:

T. H. NEWMAN.

Mr. Chairman and gentlemen of the National Hardware Association, I desire to confirm as strongly as I can the thanks so ably expressed by our President for the many courtesies tendered our Association. We have been in existance about seven or eight years. Mr. Fernley, your able Secretary-Treasurer, has paid us two visits. I would like to make a statement—I don't know whether it is proper or not—but we will come no more unless some of the National Association pay our association a visit. We would like to see you at our next annual meeting in October of 1906, possibly to be held either in Toronto or Hamilton, Ontario.

I would like to say just one or two words regarding the cordial, friendly, relationship between the United States and Canada, not only in a friendly way but from a business point of view. We all in Canada do as much trading with the United States—considerably larger—than we do with Great Britain. We are so closely allied to you, the boundary line is so narrow and almost intelligible that our natural desires and inclinations are towards American goods and these have become familiarized to us to a very large extent, and our factories are modeled very much on the same plans that they are in the United States and are developing rapidly.

We in Canada seem to have turned the corner. We have a population of about six millions, progressing rapidly, with unbounded territory and unlimited resources and we look forward to a great future and I think I am safe in predicting that in the next ten or fifteen years Canada will see development undreamed of ten years ago.

I don't think I can add anything to what Mr. Vallance has said and you will be welcome in Canada if you come there and we will do our best to entertain you and hope to see you next October.

The Association then adjourned until ten a. m., Friday morning, 10th inst.

THURSDAY AFTERNOON.

The social feature of the afternoon was a visit by the Association in a body to President Roosevelt at the White House. Several hundred delegates and guests had been furnished with invitation cards and they were admitted into the reception room of the White House. After they had all assembled the doors of the President's room were opened and the President was ushered before the assembly. President Roosevelt greeted the visitors in the following language:

PRESIDENT ROOSEVELT.

"Ladies and Gentlemen—I want to say what a pleasure it is to greet this representative association of American business men here, and when I have said that greeting to the men I want to go a little further and say that I think that the average American is a very good fellow, and the only better fellow I think, is his wife. I want to say that I am glad to greet the gentlemen who are present, but I am more pleased to have the attendance of the ladies. You know I don't say anything I don't mean. When I say the American woman is better than the American man I mean it.

"It is a great deal of pleasure to see you here. This republic has been prosperous chiefly through the extraordinary perfection of our business methods—through the efficiency of our business men, and also through the honesty of our business people, and I am sure that that is absolutely essential for the development of business men, and their success depends not only upon efficiency, but upon absolute honesty in the conduct of our public life in politics and the business world."

On behalf of the visitors, President J. C. Birge, of the American Hardware Manufacturers' Association, said:

"Mr. President, you have said you mean what you say. We know it. I will also say, with like sincerity, that when the name Theodore Roosevelt is mentioned, Mr. President, no other name inspires in the heart of an American the pride which that name suggests."

The guests filed by the President and were introduced to the President by Mr. Fernley.

This closed the programme for the day.

One of the incidents of interest in connection with the convention was during the visit of the delegates to the White House. Col. Nutting, the chairman of the Press Committee, in speaking of it afterward, said that it was a revelation to him as to the President's memory for faces. There had been some discussion before the visit as to whether the stories told of President Roosevelt's memory for faces was accurate, and Col. Nutting had a good chance to test it.

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He had never met the President but twice, and the last time was two years ago. But when he was brought up in line and shook hands Mr. Roosevelt exclaimed:

"Hello, Colonel; glad to see you. How are all my old friends out in Davenport (Col. Nutting comes from Davenport, Iowa), and especially how is Miss French? (Octave Thanet.) You tell her I read all she writes. Do you know, that woman knows as much about factories and the machine business as a man!"

The members of the association who witnessed the incident decided that the President's memory for names and faces had not been overrated.

AUTOMOBILE SIGHT SEEING TOUR.

On Thursday afternoon, at four o'clock, there was started from the Arlington Hotel an automobile sight-seeing tour through Washington for the members and visitors. This was largely attended by them and three large automobiles took them to every place of interest in the capital to the edification and enjoyment of all participants.

THURSDAY EVENING, NOVEMBER 9.

At the New Willard Hotel, an address was delivered by

THEODORE P. SHONTS,

Chairman of the Isthmian Canal Commission, who delivered an exhaustive *resume* of the work to be accomplished under his direction, and who gave a good, practical talk in a businesslike way upon the great project, in which he demonstrated the difficulty of an enterprise of that magnitude, in which the preparatory work had to be carried on two thousand miles from the base of supplies, in a hostile climate and under health conditions, which, through centuries of neglect of all sanitary principles, had become a menace to the lives of all persons save natives of the tropics. He was listened to with great interest and with frequent applause.

EXECUTIVE SESSION.

FRIDAY MORNING, NOVEMBER 10.

The convention was called to order at 10.30 a. m. by President Bigelow.

A resolution was offered by one of the delegates on the subject of the U. S. Consular Service. He said the matter had been brought to his attention by those who were interested in improving the American Consular Service. The following resolution was adopted:

"RESOLVED, That the National Hardware Association in convention assembled in the National Capitol approves the measure to reorganize the American Consular Service on a strictly business basis, that it may become more serviceable in the extension of our fereign trade, by the creation of a larger market for our surplus products."

A committee was appointed to prepare resolutions of thanks to the ladies for their splendid entertainment, also to send a letter of thanks to President Roosevelt for the reception tendered to the asociation.

The report of the Press Committee was received and filed.

The report of the Executive Committee was taken up for discussion in detail. The various recommendations therein were concurred in.

At the close of the meeting of the main association the Heavy Hardware Committee went into session, after which the convention adjourned until 2.30 p. m.

EXECUTIVE SESSION.

FRIDAY AFTERNOON, NOVEMBER 10.

Convention was called to order at two thirty and the considerations of portions of the report of the Executive Committee was continued.

The report, on motion, was adopted as a whole.

The Auditing Committee reported they had found the accounts in good order.

The report of the Heavy Hardware Committee was received and placed on file.

A committee was appointed to confer with a similar committee of the American Hardware Manufacturers' Association to consider the most desirable place for the next annual meeting of the two associations.

RESOLUTIONS.

The Committee on Resolutions made the following report:

To the National Hardware Jobbers' Association:

Your special committee respectfully recommend the adoption of the following resolutions:

RESOLVED, That a cordial vote of thanks be extended to Mrs. F. P. May, Mrs. George May and the ladies who assisted in making our visit to Washington so pleasant and happy; to Rev. D. J. Stafford, D.D., for participation in our opening exercises; to Mr. J. H. Van Newkirk for his arduous labors as Journal Secretary; to Mr. J. J. McCaffrey for his painstaking work as Railroad Secretary; to the American Hardware Manufacturers' Association for their profitable and instructive meeting and exceptionally social reception; to Mr. E. S. Jackson for his incessant and successful work in preparation for the banquet; to the Arlington managers for all they have done towards making the convention a success.

It is a pleasure for the committee to add to the report the congratulations to our President, Samuel A. Bigelow, from our entire membership, on his completion of his semi-centennial in he Hardware trade, and to express the that he is now entering upon the most successful and enjoyable period, the length of which shall nearly equal that which has passed.

RESOLVED, That the thanks of this association be tendered to the American Manufacturers' Association for the privilege extended our members, including the ladies, of listening to the HON. THEO. P. SHONTS in his able presentation of the Panama Canal question, and to the address of GIFFORD D. PINCHOT on the subject of "Forestry in the United States."

RESOLVED, That the National Hardware Association partly indorses the views of Mr. Shonts and pledges the support of it members in assisting him to reach the end to which he and this Government stand pledged, namely, that the Canal will be built and, on, motion, the resolutions were unanimously adopted.

ELECTION OF OFFICERS,

The report of the Committee on Nominations was then called, and that committee made the following recommendations for officers for the ensuing year:

For President—W. S. Wright, Omaha, Neb.

First Vice-President—John C. Koch, Milwaukee, Wis.

Second Vice-President—Brace Hayden, San Francisco, Ca.

Executive Committee—P. E. Strauss, Boston, Mass.; W. D. Taylor, Cleveland, Ohio.

To fill unexpired term of W. S. Wright—A. J. Bihler, Pittsburgh, Pa.

The report of the committee was accepted, and, on motion the Secretary cast the ballot of the association for the nominees, and they were declared elected officers for the ensuing year.

The several newly elected officers addressed the association, expressing their appreciation of the honor conferred upon them.

The newly elected President, Mr. Wright, assumed the chair

PRESENTATION.

Mr. J. H. Ritter, on behalf of the association, brought forward to the rostrom four pieces of silver, consisting of three large silver berry dishes and a silver pitcher, and, addressing Messrs. H. H. Bishop, John Bindley, R. A. Kirk and Samuel A. Bigelow, stated that the association presented them with these souvenirs as evidences of the esteem of the association for them personally and in appreciation of their past services as presidents of the association.

The recipients of the gifts made appropriate acknowledgments.

The convention then received the report of the committee which was to confer with a similar committee of the American Hardware Association regarding the place of the next meeting.

That committee reported that the matter had not yet been fully determined upon.

It was moved and carried that the question of the selection of the next place of meeting be left to a committee of three to be appointed by the Chair.

An informal vote was taken to show the sentiment of the members as to the next place of meeting and resulted in a majority favoring the city of Washington.

A vote of thanks was tendered Secretary-Treasurer Fernley tor introducing the members to the President, and for his efforts in promoting the comfort of the guests during the session of the convention.

The convention then adjourned *sine die*.

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AMERICAN HARDWARE MANUFACTURERS' ASSOCIATION

NINTH CONVENTION

MEMBERSHIP.

American Steel and Wire Co.....Chicago, Ill.
American Iron and Steel Mfg. Co.....Lebanon, Pa.
American Sheet and Tin Plate Co.....New York City
The American Axe and Tool Co., Inc.....Glassport, Pa.
American Fork and Hoe Co.....Cleveland, Ohio
American Screw Co.....Providence, R. I.
American Stove Co.....St. Louis, Mo.
American Horse Shoe Co.....Phillipsburg, N. J.
American Cutlery Co.....Chicago, Ill.
The American Wringer Co.....New York City
The American Shear and Knife Co., Inc.....Hotchkissville, Conn.
American Shearer Mfg. Co.....Nashua, N. H.
Ames Shovel and Tool Co.....Boston, Mass
Anniston Cordage Co.....Anniston, Ala.
E. C. Atkins & Co., Inc.....Indianapolis, Ind.
The Atha Tool Co.....Newark, N. J.
The Avery Stamping Co.....Cleveland, Ohio
Atlantic Screw Works.....Hartford, Conn.
G. & H. Barnett Co., Inc.....Philadelphia, Pa.
The Wallace Barnes Co.....Bristol, Conn.
Baeder, Adamson & Co.....Philadelphia, Pa.
Bissell Carpet Sweeper Co.....Grand Rapids, Mich.
Belfont Iron Works Co.....Ironton, Ohio
Belding-Hall Mfg. Co.....Chicago, Ill.
The Berger Mfg. Co.....Canton, Ohio
Bommer Brothers.....Brooklyn, N. Y.
The Bromwell Brush and Wire Goods Co.....Cincinnati, Ohio
Bullard Automatic Wrench Co.....Providence, R. I.
Boss Washing Machine Co.....Cincinnati, Ohio
Bemis & Call Hardware & Tool Co.....Springfield, Mass.
George H. Bishop & Co.....Lawrenceburg, Ind.
Boston & Lockport Block Co.....Boston, Mass.
The Bridgeport Chain Co.....Bridgeport, Conn.
The Bronson-Walton Co.....Cleveland, Ohio
The E. & G. Brooke Iron Co.....Birdsboro, Pa.
Bryden Horse Shoe Co.....Catasauqua, Pa.
Buffalo Bolt Co.....Buffalo, N. Y.
Berbecker & Rowland Mfg. Co.....Waterville, Conn.
Carnegie Steel Co.....Pittsburgh, Pa.
Cambria Steel Co.....Philadelphia, Pa.
Crucible Steel Co. of America.....Pittsburgh, Pa.
John Chatillon & Sons.....New York City
The Clyde Cutlery Co.....Clyde, Ohio
The Cleveland Hardware Co.....Cleveland, Ohio
The Continental Tool Co.....Frankfort, N. Y.
Camillus Cutlery Co.....Camillus, N. Y.
Cattaraugus Cutlery Co.....Little Valley, N. Y.
Cleveland Stone Co.....Cleveland, Ohio
Cleveland Twist Drill Co.....Cleveland, Ohio
Chantrell Tool Co.....Reading, Pa.
Columbia Hardware Co.....Cleveland, Ohio
Clinton Wire Cloth Co.....Clinton, Mass.
Clayton & Lambert Mfg. Co.....Detroit, Mich.
The Challenge Cutlery Corporation.....Bridgeport, Conn.
Corbin Cabinet Lock Co.....New Britain, Conn.
Corbin Screw Corporation.....New Britain, Conn.
P. & F. Corbin.....New Britain, Conn.
The Chapin-Stephens Co.....Pine Meadow, Conn.
The Cronk & Carrier Mfg. Co.....Elmira, N. Y.
Henry Disston & Sons., Inc.....Philadelphia, Pa.
The Daisy Manufacturing Co.....Plymouth, Mich.
Thomas Devlin Mfg. Co.....Philadelphia, Pa.
Domestic Sewing Machine Co.....Newark, N. J.
E. I. Du Pont Company.....Wilmington, Del.
The Dana Mfg. Company.....Cincinnati, Ohio
Dwight Divine & Son.....Ellenville, N. Y.
S. R. Droescher.....New York City
The Dover Manufacturing Co.....Canal Dover, Ohio
N. R. Davis & Sons.....Assonet, Mass.
Eagle Lock Co.....New York City
Enterprise Mfg. Co.....Philadelphia, Pa.
The Empire Knife Co.....West Winsted, Conn.
Evansville Tool Works.....Evansville, Ind.
E. T. Fraim.....Lancaster, Pa.
Frictionless Metal Co.....Richmond, Va.
Fremont Razor Strop Co.....Fremont, Ohio
The Ferrosteel Co.....Cleveland, Ohio
Garland Nut and Rivet Co.....Pittsburgh, Pa.
Graham Nut Co.....Pittsburgh, Pa.
Goodell Company.....Antrim, N. H.
Goodell-Pratt Company.....Greenfield, Mass.
Grafton Stone Company.....Elyria, Ohio
The Griffin Mfg. Co.....Erie, Pa.
Harrington & Richardson Arms Co.....Worcester, Mass.
Hazel-Atlas Glass Co.....Wheeling, W. Va.
The Hamilton Rifle Co.....Plymouth, Mich.
Hart & Cooley Co.....New Britain, Conn.
Heller Brothers Co.....Newark, N. J.
Hero Fruit Jar Co.....Philadelphia, Pa.
Hopkins & Allen Arms Co.....Norwich, Conn
The Hurwood Mfg. Co.....Bridgeport, Conn.
Hussey-Binns Shovel Co.....Pittsburgh, Pa.
Humason & Beckley Mfg. Co.....New Britain, Conn.
The Hunter Arms Co.....Fulton, N. Y.
Hoyt Metal Company.....St. Louis, Mo.
International Cutlery Co.....Fremont, Ohio
Iron City Tool Works, Ltd.....Pittsburgh, Pa.
The Irwin Auger Bit Co.....Wilmington, Ohio
Iver Johnson's Arms & Cycle Works.....Fitchburg, Mass.
Jones & Laughlin Steel Co.....Pittsburgh, Pa.
Kelly Axe Mfg. Co.....Charleston, W. Va.
Keuffel & Esser Co.....New York City
The Keystone Mfg. Co.....Buffalo, N. Y.
Kampfe Bros.....New York City
The Kilbourne & Jacobs Mfg. Co.....Columbus, Ohio
The Kirk-Latty Mfg. Co.....Cleveland, Ohio
The Klein-Logan Co.....Pittsburgh, Pa.
George W. Korn Razor Mfg. Co.....Little Valley, N. Y.
Keasbey & Mattison Co.....Ambler, Pa.
Lake Erie Iron Co.....Cleveland, Ohio
Lalance & Grosjean Mfg. Co.....New York City
Lamson & Goodnow Mfg. Co.....Shelburne Falls, Mass.
The Lamson & Sessions Co.....Cleveland, Ohio
The Lockwood Mfg. Co.....So. Norwalk, Conn.
Lawson Mfg. Co.....Chicago, Ill.
Landers, Frary & Clark.....New Britain, Conn.
Lovell Manufacturing Co.....Erie, Pa.
Ludlow-Saylor Wire Co.....St. Louis, Mo.
The Lufkin Rule Co.....Saginaw, Mich.
The Lunkenheimer Co.....Cincinnati, Ohio
The McCabe Hanger Co.....New York City
Mann Edge Tool Co.....Lewistown, Pa.
McCaffrey File Co.....Philadelphia, Pa
The David Maydole Hammer Co.....Norwich, N. Y.
H. H. Mayhew Co.....Shelburne Falls, Mass.
Mayer & Co.....Philadelphia, Pa.
McKinney Mfg. Co.....Allegheny, Pa.
Meriden Cutlery Co.....Meriden, Conn.
The Fred. J. Meyers Mfg. Co.....Hamilton, Ohio
Mack & Company.....Rochester, N. Y.
Miller Lock Co.....Philadelphia, Pa.
Millers Falls Co.....New York City
The Miller Bros. Cutlery Co.....Meriden, Conn.
Charles Morrill.....New York City
National-Acme Mfg. Co.....Cleveland, Ohio
National Screw and Tack Co.....Cleveland, Ohio
National Sewing Machine Co.....Belvidere, Ill.
National Sweeper Co.....Marion, Ind.
Never Slip Mfg. Co.....New Brunswick, N. J.
National Supply Co.....Baltimore, Md.
New Jersey Wire Cloth Co.....Trenton, N. J.
Nicholson File Co.....Providence, R. I.
Nixdorff-Krein Mfg. Co.....St. Louis, Mo.
North Brothers Mfg. Co.....Philadelphia, Pa.
National Cutlery Co.....Detroit, Mich
Norwalk Lock Company.....So. Norwalk, Conn.
National Enameling and Stamping Co.....New York City
New York Knife Co.....Walden, N. Y.
North & Judd Mfg. Co.....New Britain, Conn.
Norton Tool Co.....Cleveland, Ohio
National Brass and Iron Works.....Reading, Pa.
Ohio Tool Co.....Columbus, Ohio
Oliver Iron and Steel Co.....Pittsburgh, Pa.
Oneida Community, Ltd.....Kenwood, N. Y
Owosso Mfg. Co.....Owosso, Mich
The Charles Parker Co.....Meriden, Conn.
The Peters Cartridge Co.....Cincinnati, Ohio
J. C. Pearson Co.....Boston, Mass.
The Pike Mfg. Co.....Pike, N. H.
Potter Manufacturing Co.....Geneva, Ohio
Pittsburgh, Steel Co.....Pittsburgh, Pa.
Phœnix Horse Shoe Co.....Poughkeepsie, N. Y.
The Pullman Mfg. Co.....Rochester, N. Y.
Fayette R. Plumb, Inc.....Philadelphia, Pa.
Reading Hardware Co.....Reading, Pa.
Reed & Prince Mfg. Co.....Worcester, Mass.
Simeon L. & George H. Rogers Co.....Hartford, Conn.
Republic Iron and Steel Co.....Chicago, Ill.
Reynolds Wire Co.....Dixon, Ill.
Richmond Cedar Works.....Richmond, Va.
J. A. Roebling's Sons Co.....New York City
Romer Axe Co.....Dunkirk, N. Y.
Rome Manufacturing Co.....Rome, N. Y.

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Sharon Steel Hoop Co.	Sharon, Pa.
Simonds Manufacturing Co.	Fitchburg, Mass.
Sligo Iron & Steel Co.	Pittsburgh, Pa.
Standard Chain Co.	Pittsburgh, Pa.
O. P. Schriver & Co.	Cincinnati, Ohio
Standard Horse Nail Co.	New Brighton, Pa.
Standard Horse Shoe Co.	Boston, Mass.
Stanley Rule and Level Co.	New Britain, Conn.
Standard Tool Co.	Cleveland, Ohio
Sandusky Tool Co.	Sandusky, Ohio
The Stanley Works	New Britain, Conn.
J. Stevens Arms & Tool Co.	Chicopee Falls, Mass.
St. Louis Shovel Co.	St. Louis, Mo.
Safety Door Hanger Co.	Ashland, Ohio
Southern Plow Co.	Columbus, Ga.
The H. D. Smith & Co.	Plantsville, Conn.
The Wm. Schollhorn Co.	New Haven, Conn.
The Tobin Arms Mfg. Co.	Norwich, Conn
C. C. & E. P. Townsend	New Brighton, Pa.
Tubular Rivet and Stud Co.	Boston, Mass.
United States Stamping Co.	Moundsville, W. Va.
U. S. Hame Co.	Buffalo, N. Y.
United States Hoe and Tool Co.	Columbus, Ohio
The Upson Nut Co.	Cleveland, Ohio
Wm. Vogel & Bros.	Brooklyn, N. Y.
Wallingford Mfg. Co.	Wallingford, Vt.
Wabash Screen Door Co.	Chicago, Ill.
Warren Axe and Tool Co.	Warren, Pa.
J. D. Warren Manufacturing Co.	Chicago, Ill.
The Wyoming Shovel Works	Wyoming, N. Y.
The Walden Knife Co.	Walden, Pa.
The Williams Bros. Mfg. Co.	Glastonbury, Conn.
Whitman & Barnes Mfg. Co.	Chicago, Ill.
The Samuel Winslow Skate Mfg. Co.	Worcester, Mass.
Warwood Tool Co.	Wheeling, W. Va.
The Wood Shovel and Tool Co.	Piqua, Ohio
Wilcox Manufacturing Co.	Aurora, Ill.
L. & I. J. White Co.	Buffalo, N. Y.
White Mountain Freezer Co.	Nashua, N. H.
Wright Wire Co.	Worcester, Mass.
Yale & Towne Mfg. Co.	New York City

HONORARY MEMBERS.

Irby Bennett	Nashville, Tenn.
George H. Sargent	New York City

The Ninth Convention of the American Hardware Manufacturers was held at the New Willard Hotel, Washington, D. C., November 8, 9, 10. Nearly 400 delegates were in attendance.

WEDNESDAY A. M.

No more appropriate place could be chosen for the Ninth Annual meeting of the American Hardware Manufacturers' Association, and the Eleventh Annual meeting of the National Hardware Association of the United States, than the City of Washington, the capitol of our country.

That this was the concensus of opinion was attested by the unusually large numberof members and visitors present—about fifteen hundred in all. The weather was perfect and everyone seemed to be in the right mood to enter into the spirit of the occasion, this annual gathering of Hardware men.

EXECUTIVE SESSION.

Formal opening session of the American Hardware Manufacturers' Association. Open to members only. After roll call the President then delivered the following address:

PRESIDENT'S ANNUAL ADDRESS.

by J. C. BIRGE.

The many important and far-reaching questions which are liable to come before this convention for your consideration, leads to a statement which may illustrate the close relations existing between us and the interests with which we have to deal. The proposition is, that Agriculture, Manufactures, Commerce and Education are corner stones in the temple of American Progress. As active factors in our national life, they should operate in perfect harmony toward the development of our material resources, in the prosecution of our individual duties, and in the uplifting and betterment of mankind. As each is absolutely dependent upon all the others, it would be absurd for either of these factors to ignore the others or assume to be independent of those vital relations which bind them all together. We see Agriculture wake the slumbering forces of the soil and cause the once barren wilderness to yield the food which every human being requires. The Manufacturer, from the crude materials found in rock and forest, shapes the infinite variety of useful articles upon which every civilized man is dependent. At the bidding of merchant princes, Commerce sends the white-winged messengers of peace across every sea, and on land distributes to every home nearly every desirable article needed for every human want, while Education gives to all the training which prepares them for this work and fits them to enjoy its fruits. Should anyone endeavor to escape this dependency and live as a hermit in the depths of the forest, he would find that the clothes which would protect him and the gun upon his shoulder are supplied from the joint service of the manufacturer and merchant. With the consciousness of these closely interwoven relations, and in the interests of perhaps the most extensive department of Manufactures, the Iron, Steel and Hardware industry, we are this week to be brought into conference with representatives of an important branch of Commerce with which we are closely associated, to wit: the Hardware Jobbers.

The purpose of these concurrent gatherings, is, as we believe,

TO PROMOTE AND CONTINUE PLEASANT MUTUAL RELATIONS,

to advance the interests of manufacturers to adjust if possible in a friendly manner any matters which may be causes of inconvenience or friction, and incidentally to infuse into our otherwise severe business relations the genial influence of social life.

There are branches of Commerce other than mercantile, in which we are also vitally interested, not the least of which is Railroad Transportation. Matters in which we have interests in common with the railroads are to be presented at this convention, and will doubtless receive your consideration. Possibly no two men could be found in the United States who were better qualified to discuss the merits of the old Bach-Townsend Bill than were Secretary Taft and President Spencer, who discussed the matter at Hot Springs.

The so-called Interstate Commerce Law Convention assembled in Chicago on October 26th and to which a delegation was sent from this Association. We were asked to sign and return a proxy, a form of which was sent us, providing that the vote of this body be cast in favor of a specific policy as indicated.

It is reasonable to presume that no officer of this Association would commit this body in such a slip-shod manner.

EVERY MEMBER OF THIS ASSOCIATION SHOULD BE A FACTOR

in any general pronouncement of views upon any subject wherein



NEW WILLARD HOTEL,
WASHINGTON, D. C.

a declaration of principles is made. We expect a brief report on this convention.

In August last a convention was held in Chicago, at which was considered the question of reciprocity and tariff revision. Our relations especially with Canada make the subject one of interest. A report from the chairman of our delegation will be presented.

On a former occasion there was presented to you some statements concerning the destruction of the great forests of the United States,—a matter of tremendous importance. You will be greatly interested and instructed on this subject, by Hon. Gifford Pinchett, Forester of the United States, on Thursday evening.

Agriculture not only represents the great producers of our country, but the agriculturists are among the most numerous consumers of your products. Our present method of transacting business and the sinking of our identity conceals us so completely from the consumers of our wares, that they can hardly realize that we are factors in their interest, and yet we must always have their wants in mind. In fact, upon them we are primarily dependent for our trade, and they are dependent upon us for the goods.

If the manufacturer, the merchant, the transportation company, and the consumer, are

THUS DEPENDENT ONE UPON THE OTHER,

it is manifestly important that the methods of conducting affairs shall be along fair, natural and proper lines, and in harmony with honorable business principles. If there are wide differences of opinion as to what are for the best interests of either of these departments as they bear upon any question of mutual concern, these interests may be profitably considered only through a spirit of friendly reciprocity. The interdependence of all these interests is so absolute, that neither can wisely dictate terms. In the light of these suggestions it seems proper briefly to mention some of the important questions which may come before you for consideration. turers who produce the particular articles referred to, state that the manufacturer's profit on them is very close—not to exceed 10 per

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THE POSTAL QUESTION.

When in the office of a great factory or commercial house a little two-cent stamp is placed upon a letter, it is a matter of little thought, from the fact that it is but two cents. When, however, it appears that the aggregate during the year runs into hundreds and thousands of dollars, and that letter-postage is the chief maintenance of the great postal department and contributes largely to the payment of freight on parcels and other cheap-rate matter, we are inclined to ask, In what interests is this cheap transportation conducted? The subject is one which at the present time appeals especially to merchants, by reason of proposed legislation. Two years ago, at Atlantic City, the plan to increase the scope of parcels-post delivery by lowering the rates on merchandise, was presented at length by a special advocate of that idea. Many of our members expressed themselves as not being directly interested in the subject. Nevertheless, upon learning the disastrous effects upon the regular merchant trade, which would result from the proposed legislation, you with practical unanimity adopted resolutions in opposition thereto. These resolutions were transmitted to the proper authorities.

A few months ago there was widely issued from Brooklyn, N. Y., over the signature of Richard W. Bainbridge, an official of the Manufacturers' Association of New York, an alluring scheme, the ostensible purpose of which is the reduction of letter-postage to one cent. The ultimate purpose, however, was, as admitted,

TO INCREASE THE SCOPE OF PARCELS-POST DELIVERY.

The plan proposes that the increased burden be thrown upon the rates on periodicals, which would still result in an increased postal deficit. The much-abused "endless chain" system of correspondence was introduced, to give increased poularity and indorsement to the plan without cost to the promoters. Copies of these communications were sent to our members by our Secretary.

Another effort to facilitate parcel-post delivery resulted in an order from the Postal Department instructing that all rural routes be numbered and all boxes in each route should also be numbered, thus enabling certain classes of advertisers to reach every rural box in the United States without the expense and inconvenience of securing the names of the persons addressed. The Iron Age, of New York, took the initiative, and with much patience secured information, which, when laid before the postal Department,

RESULTED IN A TEMPORARY SUSPENSION OF THE ORDER.

The entire trade press of the country, and many merchants, have used their influence along the same line. The order was amended so that the names and numbers should both appear on the boxes. This intensified the objection. The fact offered by some manufacturers, that a liberal parcels-post would prove a convenience to them in mailing samples, is hardly an offset to the havoc which befalls the retailers through the shipments made from catalogue houses direct to consumers.

CATALOGUE HOUSES.

This naturally leads to the subject of Catalogue House competition, which has become one of absorbing interest to the trade at large in many branches, to manufacturers as well as to the merchants. The present position of the manufacturers on this question is very similar to that of an old colored man, described by an Ex-Governor of Virginia.

The negro, while riding a mule through a dense forest at night, was overtaken by a violent thunderstorm. Being unable to make any headway through the thick darkness except by the aid of the fitful flashes of lightning which occasionally revealed his surroundings, and becoming greatly alarmed by the loud and terrible peals of thunder which reverberated over his head, he at last appealed to the Throne of Grace in this fashion: "Oh, Lawd, if it's jest the same to You, I'd rather have a little less noise and a little mo' light."

We have heard the continued thunders, peal after peal, but we ned a little more light. We need light on how it is hoped to curb the Catalogue House except by competition, so long as some merchants and some manufacturers furnish them all the goods that they need, to the extent of $75,000,000 per annum, and so long also as these houses arrange to manufacture (as they now do) such good as they cannot easily obtain from other sources. This increase in the manufacturing branch of their business cannot be viewed either by you or the jobbers with complacency. In the meantime, the trumpets of rams' horns are being blown around the walls of Jericho, which refuse to fall. The retail merchants are encouraged to believe that you manufacturers are the evil spirits that are supporting these houses, yet it appears that few from this membership have any relations with them. Several articles published in journals, givings color to this idea, have appeared, and some communications from both Jobbers' Associations strengthen this belief. An official communication was delivered to our Secretary after your adjournment at Hot Springs, and has therefore not come to your notice heretofore. It is as follows:

"To the Members of the "June 8, 1905.
American Hardware Manufacturers' Association.

"The following resolutions have this day been adopted by the Southern Hardware Jobbers' Association, and are respectively submitted for your consideration.

"DISTRIBUTION OF GOODS BY THE MANUFACTURER.

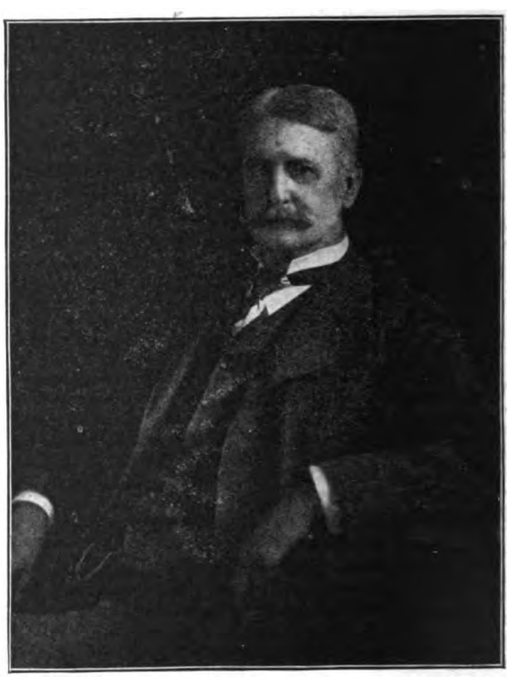
"RESOLVED, That this Association record its unqualified disapproval of any manufacturer marketing any part of his product through any other channel than the legitimate hardware jobber, and when this policy is disregarded by any manufacturer, the offending party shall be reported to the Secretary, who shall take the matter up through personal correspondence and endeavor to cause the manufacturer to discontinue this practice; and we further most earnestly protest against the manufacturer selling to the small dealers at all, as by doing so the small dealers frequently purchase more goods than they can legitimately handle, and therefore dispose of the surplus at cost, to the damage of the jobbers for hundreds of miles around."

This communication was acknowledged by our Secretary, who quoted a resolution adopted by you at Atlantic City, which resolution was quite in harmony with the request of the jobbers.

It must be conceded that the inroads of the Catalogue Houses are certainly a matter of serious concern to all retailers and jobbers, and is of equal concern to you. Strong and

EXPERIENCED MERCHANTS ARE PUSHING THE CAMPAIGN AGAINST THESE HOUSES,

and, as we must believe, conscientiously and vigorously, in the interests of the merchant trade. So, far, however, as is indicated by the information which has come to our notice, the only remedy proposed by the merchants organizations is that all manufacturers and jobbers shall discontinue the sale of any goods to these houses. The penalty for any disregard of this protest will be the reporting of the offender to their Secretary, after which the defendant will be given a hearing. If found guilty the punishment will be at the discretion of the court. You naturally ask, does this place the manufacturer in a dignified position? Is it a courteous declaration, and can it possibly prove an adequate remedy? Even though it may seem perfect in theory, is it possible to induce or compel all



JULIUS C. BIRGE,
PRESIDENT.

jobbers and manufacturers to co-operate? If the response is not absolutely unanimous, will it succeed? Have we evidence that the jobbers are inclined to make any sacrifices or concessions whatever, looking to this end, and which are in any sense equal to those sacrifices which they ask you to assume when they urge you to refuse all trade with those great houses, at the same time also to avoid retailers, also those who sell groceries, and consumers, which request is responded to by the greater number of our members? There is another phase of the case which may be fairly considered. Let us assume (which we can safely do) that no Catalogue House can buy from a manufacturer any article at any less price than you would sell a similar article to a regular jobber. Now, taking into account the cost of catalogues, the expense of distributing them to millions of consumers, and the addedd cost of the delivery of single packages by their methods, are they able to place this article directly into the hands of the consumer at a less price than the retailers will supply a similar article which they obtain through the ordinary channels of trade, the jobbers? It would appear that they are able. If they are, both we and the jobbers certainly have the Catalogue House question with which to reckon. The jobbers and retailers cannot, either with fairness or success, throw the burden of the fight entirely upon the manufacturers.

For the purpose of ascertaining if the merchants are really making sacrifices which would appear sufficient to meet the Catalogue House competition, we have taken occasion to purchase a few very staple articles of different kinds from reliable retail stores near Chicago, the center of disturbance. The different manufac-

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cent.; and this statement we have endeavored to verify. On one kind of article, the retail price paid was $1.10 each. Tracing this identical article back to the manufacturer who produced it, it was found that the cost to the jobber was not to exceed $4.00 per dozen; thus, showing a net profit of more than 200 per cent. to be divided between the jobber and the retailer, with enough margin remaining to pay the freight to the jobber. We discovered similar results on other lines of goods, each showing equally large margins for someone. This kind of competition will certainly not interest a country buyer who has access to Catalogue House prices. While many of us have been strictly and conscientiously refusing to sell this and other similar trade, the Catalogue Houses have on a large scale

ENTERED INTO THE MANUFACTURE OF GOODS

which they find it difficult otherwise to obtain. At the same time, some jobbers have also entered the field of manufacturers, both directly and indirectly. While the manufacturers have been pilloried in these rigid stocks, more than one of the large jobbers, as has been generally known, have during the past year held extensive trade relations with these Catalogue Houses; and you are therfore again between His Santanic Majesty and the dark and deep blue sea.

The subject is of commanding importance to us. We believe that the Catalogue Houses are a menance to the retail stores. We recognize that the retail stores make the country towns to become centers of civilization. For the interest of rural communities, if for no other reason, we would foster them.

We are striving, and will continue, to assist the jobbers who are



GEORGE W. CORBIN,
VICE-PRESIDENT.



HENRY B. LUPTON,
VICE-PRESIDENT.

our customers, in trying to solve this problem, but they apparently fail to recognize the fact that their only remedy means that the various manufacturers shall turn their backs on an annual business of more than $60,000,000, which is transacted by two of these houses. Most of us will continue to make the sacrifice so long as there is any prospect of accomplishing results, but the present crusade against those houses along the lines proposed is sure to fail.

In the line of campaign, which is that the manufacturers as a whole shall be drafted and put in the front line in the conflict, for the protection of the so-called regular trade, and suffer the main shock of the almost hopeless contest, should you not have some share in the honor which is usually accorded to worthy allies, or are you content to remain down in the galleys tugging at the oars while the commanders sit on the deck waving their flags and receiving the plaudits of their admiring constituents?

It is fair to state, however, that the Merchants' Committee certainly have conducted an honorable and open campaign. There has been no subterfuge or deception, for they have stated with apparent frankness and sincerity just what they want—an example worthy of the emulation of this Association. It deserves in return our highest respect and if the interests of manufacturers had been more fully recognized would doubtless have received almost universal co-operation.

SPECIAL BRANDS

The statement has recently been published that you have raised the issue of Jobbers' Special Brands for the purpose of evading the Catalogue House question. It would seem this impression is an error, for the reason (as I am informed) that the subject of Special Brands was the main question presented at the first meeting of this Association, four years ago, and at a time when the jobbers as a whole were nursing the infant which has now become a giant beyond their control. This subject has annually since that meeting been presented by various members for your consideration. This, however, seems immaterial. The fact remains that you have made it a question of to-day, and have imposed upon me by virtue of my office the duty of bringing it before this convention. This seems to necessitate a brief statement of the present status of the question.

You will remember that at the convention at Hot Springs there was read a report upon this subject, which was previously prepared by a committee of nineteen members selected by your instructions from the various industries here represented. The report was unanimously adopted by a rising vote, without one single dissent, and at the largest executive meeting ever held by this Association. The official copy was transmitted to the jobbers then in session, with the request that they give it their kindly consideration. Their reply, which, by the way, never reached us except through the press, clearly indicated that the report was not understood or received in the spirit in which it was presented. This is not strange, because the jobbers had but little time for its consideration, and this time was apparently devoted to some personal matters and to the form in which the report was framed, rather than to the real question at issue. In view of your unanimous and deliberate indorsement of the report, it must be understood that you then believed that all the statements contained therein were true. It was your expressed opinion that in view of the supreme importance of the subject as it bears upon many of you as manufacturers, it was expressed in the language of moderation and in a spirit of thorough friendliness. The evident plan of the report was to set forth briefly and as kindly as possible some effects of a practice which, as much from the policy of the manufacturers as through the acts of the jobbers, has become so nearly universal as to cause you embarrassment, which embarrassment is intensified by the urgent, and, under other conditions possibly the reasonable request that you confine your sales exclusively to jobbers. So far as can be discovered in your report, the entire discontinuance of

THE USE OF SPECIAL BRANDS BY JOBBERS

was not suggested, or probably not expected. You expressed no objections concerning the use of jobbers' names on any articles. The issue presented was that the jobbers generally demand the absolute elimination of every track, trace or resemblance of the manufacturer's brand, name or place of business, upon the goods furnished, and this under existing conditions you regarded as unfair. It was admitted that a few goods bearing factory brands were sold in cases where the customer demanded them. The concluding paragraphs of the report embrace all that you as an Association have asked to the present time. The request is as follows:

"We therefore ask the Southern Hardware Jobbers now in session to consider the question whether or not the sale of standard factory brands in preference to the enormous multiplicity of irregular private brands, would not also be to their advantage. We invite this consideration, with the assurance that we certainly can and do furnish goods bearing our standard brands fully equal in quality and certainly at as low prices as those at which we would furnish similar goods under special brands.

"Some doubtless have adopted the use of Private Brands, in view of the possibility that if an article bearing the manufacturer's brand prove to be highly satisfactory and profitable to the retailer

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and consumer, such persons may seek to deal directly with the producer. The present policy of manufacturers should certainly remove this fear if it exists, but we believe that the use of Jobbers' Private Brands is inclined more than anything else to drive the manufacturers to a more direct distribution of their goods.

"Such merchants as will assist in the mitigation of this evil by handling regular manufacturers' brands, will receive our most cordial support and co-operation."

This request certainly appears to be courteous, dignified and respectful, and fairly opens the gates for a conference if such should be mutually agreeable.

One paragraph in the report, which to a callous manufacturer seems to be quite innocent, has evoked much criticism, but, as stated in their reply, points to the jobbers as past-masters in the art of double-dealing. The objectionable paragraph is as follows:

"Many jobbers often buy a second grade of goods and sell them under a private brand as their first quality."

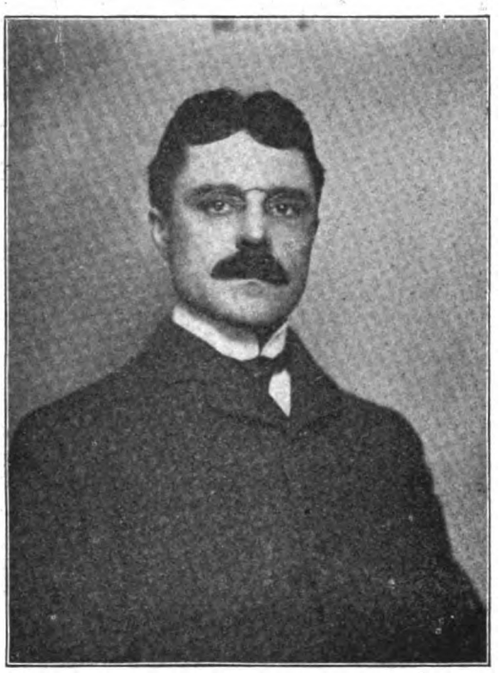
If this statement be untrue or misleading, you should correct it. It was not stated that all jobbers do this. In fact, if they did, it still is not questioned that any jobber or manufacturer certainly has an absolute legal and moral right to grade his wares as he sees proper. The occasion for the statement in your committee's report, as you doubtless construed it, was simply to show

THE EFFECT OF THIS PRACTICE ON THE SALE OF REGULAR BRANDS,

and not to point a moral—the question was Private Brands, and not men.

The gentleman who, it is said, prepared the main reply for the Southern Jobbers, is believed to be the soul of honor, and yet if the best goods which he sells under his own brands are at all times the best that are made, he is certainly a paragon and deserves to be enthroned on the seats of the saints.

If the paragraph should be addressed to some persons in another connection as indicating their ability to obtain good prices for their goods, it might be received as a high compliment, and some sales-



C. W. ASBURY,
VICE-PRESIDENT.

men on the road would receive an immediate advance in salary if they would develop the ability to sell cheap goods at a high price. On the other hand, it would not be strange if there were buyers who use all the arts of diplomacy to secure their goods at a less price than their competitors.

It is an axiom with merchants that goods must be bought well and sold well; but

WHY CLOUD THE MAIN ISSUE BY MAGNIFYING INCIDENTAL STATEMENTS

far beyond their importance and manifest intent, so long as it is admitted that many merchants and manufacturers rely upon the regular and uniform excellence of their goods for success.

The head of a certain very large jobbing house which has been exceedingly careful with the quality of its private brands (and there are others of the same type), apparently never imagining that his house was in the minds of your committee, has strongly commended your statement, and asserts that the common practice of shifting jobbers' brands and grades is unfair and misleading, and that many of them for the good of the trade should be eliminated.

The extent to which manufacturers are asked to meet the demand for private brands is fairly illustrated in the pocket cutlery industry, wherein not only is the jobber's private brand required, but in some cases the retailer's name is etched upon the blade in addition to the jobber's name. A pocket knife of this type was recently purchased from a retail store in a Michigan town having a total population of two hundred persons. It is a general store dealing in food, flour and general supplies.

If the manufacturer were given a fair recompense for the enormous detail accompanying such work there *might* be some justification for this practice. As the main speaker at the jobbers' session this morning presented many figures showing the small profit to the retailer when competing with catalogue houses, it may not be amiss to state that between the retail price paid for the knife just referred to, which was 75 cents, and the price at which manufacturers here present regularly furnish the same kind of knife to any reputable jobber, there is a profit of fully 150 per cent.

This is not one of the cases previously referred to in this report. If the speaker of the morning instead of showing only the profit between the jobber and the retailer in a few instances had also shown to the manufacturers what the jobber's profit really was, the burden of responsibility might have been more definitely fixed.

Other jobbers have stated that if you will protect them in a profit on your staple goods, they would prefer them to irregular brands. This plan deserves your consideration.

In your report you expressed the hope that some jobbers may fairly open the way for your brands to the consumers, and to such you promise your cordial support and co-operation, and you advise them that if present conditions continue it will be impossible long to restrain many of the manufacturers from seeking such avenues as will carry their regular goods to the consumers.

Putting aside the features of your report which it must be regretted have been construed differently from what was intended, the main points of the question are clearly before us, and are as follows:

The jobbers are pressing more strongly than ever that all of your products shall pass exclusively through their hands.

They will not to any considerable extent permit your brands or labels to appear on their goods.

They will buy and sell the goods of manufacturers who do sell through other channels.

They will manufacture, as opportunities are afforded, as they certainly have a right to do.



F. D. MITCHELL,
SECRETARY-TREASURER.

They ask you on their behalf to fight the Catalogue Houses, which to-day are off and far away beyond any possible control of either you or the merchants so long as present methods are pursued. Many of us have conscientiously worked with them on these lines, but the handwriting is on the wall.

Have you any assurance of reciprocity? Does the reply of the Southern Jobbers indicate any inclination to assist us in our dilemma?

While it is not the purpose of the factories with which the President of this Association is connected,

TO CHANGE THEIR POLICY IN MARKETING THEIR GOODS,

it is absolutely certain that, unless there can be some friendly compromise of these questions, in the near future, there will with many factories be a realignment of forces and a readjustment of methods in many lines. Some manufacturers will rush into the arms of the Catalogue and Department Houses, fearing it will soon be too late. Others will reach for direct trade through other methods. These words, being the expression of honest convictions, ought to be received even by a jobber in the friendly spirit in which they are given. It is no time for dissimulation or trimming, and a sensible merchant will respect a frank and honest statement in a higher degree than he will a qualified statement known to be somewhat different from views expressed on this floor.

If these sentiments are not fully endorsed and approved by you, this report will not be given to the press. I am simply striving to summarize your views as best I can and as your servant.

There is one matter with which many of you may not be entirely familiar. In the summer, a circular and prospectus prepared by some person not a member of the Association, was mailed to twenty

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of our members. It was so sent without the knowledge or authority of your board or of the officers. Some person, from motives unknown to your board, appears to have placed copies of the document in the hands of some merchants. The standard of integrity of the Hardware Jobbers of this country is so favorably established, that we know with certainty what estimate they would place on any person who, to put himself in their favor, will deliberately seek to embarrass those whose confidence he has temporarily secured.

These questions now before us, and which seem to be of such commanding importance to the manufacturers at the present time, and being perhaps of equal interest also to the merchant trade and to the consumers, seem to emphasize the idea set forth in the introduction to this paper (and doubtless at too great length), that the subject ought to be treated if possible in harmony with the merchants.

The Jobbers have asked you to discuss with them the Catalogue House question. They have expressed themselves on the subject of Private Brands. On all subjects except the last mentioned, you have apparently come fairly into accord with them. The discussions have resulted in placing before both bodies the two sides of the question and in the spirit which might be expected. One value of these joint conventions is to work toward a mutuality of interests.

The Hardware jobbers of this country I hold among my best and most valued personal friends, and you surely share this sentiment. Like other honorable business men, they would abhor deception, and they are bound at least to respect those who frankly and honestly, but in a kind spirit, will state their views. You need them, and they need you. Be fair.

If a committee from the bodies would undertake to reach some solution of this matter which would prevent radical measures on the part of our members, it might prove of value.

With this convention, the duties with which you intrusted me will be assumed by another. This seems the most fitting opportunity for me to express to you my sincere thanks not only for the honor which you have conferred upon me for the second time, but for the uniform kindness and forbearance which has been manifested, and which I trust may be bestowed upon my successor.

Unbounded thanks are due each member of your official boards. Their constant intelligent and sacrificing efforts, unknown to most of you, have been the power which has controlled the organization. Although some of them have at times from necessity been brought into some prominence, yet each of them has been averse to those duties wnich would bring him into the public eye.

This has led to a readjustment of your committees, and you will doubtless observe that there is now very little duplication of names.

The spirit of your present board is that there shall be rotation in office and that each member shall come to the front. Let every man keep behind this Association and push it along, and above all while you will be fair and honorable in your dealings with merchants you must be loyal to your associates here.

Respectfully submitted,

JULIUS C. BIRGE.

CATALOGUE HOUSE QUESTION.

The following address on the CATALOGUE HOUSE QUESTION was prepared by W. W. Pratt, of Goodell-Pratt Co., but lack of opportunity prevented its delivery at the time.

The growing tendency toward organization necessarily carries with it a heavy responsibility, which must rest upon the shoulders of those who direct and administer the affairs. This concentration of power must be handled wisely and well if the results are to be beneficial, yes, even if serious consequences are to be avoided.

The manufacturer of to-day, and particularly those engaged in making hardware and its kindred products, are not in an enviable position; they are standing between two fires as it were, they find organized labor on one hand dictating to them how they shall run their plants and an organized selling power upon the other making similar pretenses as regards their methods of distribution.

The honorable gentlemen comprising the Catalog House Committee, from motives purely philanthropic, are endeavoring to emancipate the great rank and file of hardware trade from the slavery of Catalog Houseism. They believe (certainly this is the impression conveyed by their statements) that the Catalog Houses must be destroyed, and are using every means in their power to accomplish this result.

They have endeavored by persuasion and argument to

INDUCE MANUFACTURERS TO REFUSE TO SELL THEM GOODS,

hoping to either force the Catalogue Houses to become manufacturers themselves or go out of business. Having exhausted gentler methods, I understand that it is now their intention to adopt a more strenuous policy, that they will push forward with great vigor and through concerted action will attempt to *induce* the rank and file of the hardware trade in this country to *favor* in their purchases those manufacturers who have declined to sell the Catalog House trade.

Now there is little in the phraseology of this platform that could be criticised, yet its hidden meaning is not hard to read, I should hate to think that anyone of the gentlemen who are prominent in this movement would favor either directly or indirectly a campaign of boycott, yet this impression is sure to go out if such a program is adopted; it would be just as well, and I believe far better, to come out and call a spade a spade,

FIGHT IT OUT IN THE OPEN,

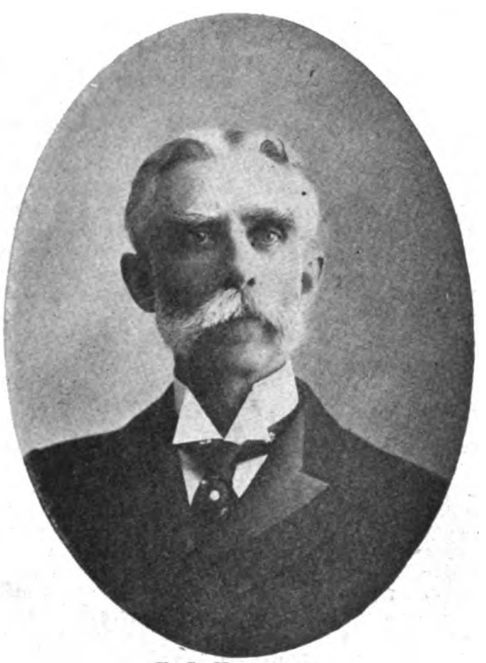
and let the outcome of the whole matter be the survival of the fittest. The adoption of that policy, gentlemen, may be with thoughts of revenge, it cannot be with the hope of victory.

The Company which I represent has taken no uncertain stand upon this question, we do not believe that it is wise or for our best interests to decline to sell the Catalog House Trade, and we propose to continue to sell them; and while we are willing to use our good offices with the Catalog Houses in an endeavor to have fair and reasonable prices maintained, not having seen fit to attempt to regulate the retail selling price upon various articles which we manufacture, we do not consider it consistent that we should insist upon the Catalog Houses maintaining fixed prices when we know that oftentimes retail merchants themselves are selling our goods for less money.

Now, gentlemen, we are willing to take all the blame upon our own shoulders,

THE GOODS WILL GO IN A STRAIGHT LINE

from our factory to the warehouse of our Catalog House customer; it will not be necessary for any jobber, be he a member of the National Association or not, to incur the enmity of his fellow jobbers by becoming an underground passage through which the Catalog House can be supplied with our goods. Having made our plat-



F. S. KRETSINGER.

form, we propose to stand on it, and if we are not able to succeed, we will accept with good grace the other alternative; or in the words of Kipling, as taken from the "Young British Soldier", slightly changed, "When the jobbers come out to cut up our remains, we will roll on our musket and blow out our brains and die like a soldier."

We believe that the consuming public has some rights in this matter, that to them the Catalog House is sometimes a convenience, sometimes an economy, and sometimes both. They have purchased our godds from Catalog Houses for many years, until this avenue of distribution has become a sizable one, and we decline to close it.

Gentlemen, with all due respect to your good intentions, you are on the wrong track, you are endeavoring to destroy when you should create; you are looking for moats in the eyes of others and you have overlooked entirely the beams in your own. You have concentrated a telescopic mind upon the evils of the Catalog Houses until they have become magnified beyond all proportion. Better far should you turn this instrument upon your own affairs in an endeavor to meet this competition by searching for methods of economy and assisting the retail hardware merchants, in order that they may be able to offer to the consuming public in service and efficiency what no Catalog House can ever supply.

Are you, gentlemen of the National Hardware Association, offering to the retail hardware merchants of this country

THE MAXIMUM OF SERVICE AT THE MINIMUM OF COST

or, have you in reaching out into territory far from your base increased your costs of distribution until they have become excessive? And you, gentlemen of the National Hardware Merchants Association, are your stocks well assorted and your stores well kept? Are you studying carefully the needs of your constituents, are you alive and quick to adopt modern trade-getting methods? Do you advertise to the consuming public, keeping your name before them and pointing out the advantages of your wares? Are you quick to take hold of any thing new which may interest your customers, and are your clerks alive to the necessity of showing up what they have to sell? I venture the assertion that those of you who can answer these queries in the affirmative never have, are not at the present time, and never will suffer severely from Catalog House competition.

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The evils which you so desire to correct can never be corrected by an attempt on your part to throttle the Catalog Houses by shutting on their source of supply. The great consuming masses of this country will not stand for it, they hold the balance of power; without their demands your warehouses would be closed and your factories idle, and any attempt on your part to drive out of business a distributing medium which may appear to them a convenience, if not an economy, will result in failure and react to your own injury.

The Catalog Houses will continue to exist, regardless of this agitation, and such goods as they require they will be able to procure, notwithstanding all your efforts to prevent it. Now this is not a subject which can be taken up by the Manufacturers' Association as a whole, and acted upon as an association, certain manufacturers have already declared themselves as declining to sell to this class of trade; some of them tried to and could not, other of our members never came in contact with them at all, and still others, who have formerly sold them directly or indirectly, have acceded to the wishes of their jobbing friends and taken a step which I believe each and every one of them will live to regret. The only way you can put the Catalog Houses out of business is

TO EDUCATE THE CONSUMING PUBLIC

so that they will not buy from them; just so long as the consuming public regard them as a convenient source of supply, just so long will they continue in business.

What is the cause of all this distubance? Unprofitable prices. Who is to blame for them, Catalog Houses alone? Far from it. Sometimes the manufacturer through an over zealous desire to secure an order from a competitor's customer, or because of a surplus of goods and a shortage of cash, he feels that he must turn his stock into money. Sometimes the jobber, who in reaching out into fields far from his base, is obliged to offer some special inducement to secure a foothold, or in an endeavor to secure an order for special brand goods, which carry a large profit, is willing to sacrifice his profit on manufacturers' well-known brands, which always meet with ready sale. Then, again, the retail merchant will occasionally cut prices, perhaps he has more goods of some certain kind than he requires, and wants to sell them; perhaps his neighboring competitor has upset the market and he must meet him; perhaps trade is sluggish and he hopes to stimulate it.

Evils of this character are bound to crop out occasionally under our present competitive system, they can be corrected in a measure but never eliminated entirely. You can pick out individual items upon which the Catalog Houses are making ridiculously low prices, and I will find you retail merchants who have gone them one better; to go to the other extreme, I have known men in the retail hardware trade in this country who have deliberately marked articles costing them $12.00 per dozen, $2.50 each, and wondered why they did not sell. Perfection does not reign largely on this universe, and in our present day commercial life there is plenty of room for improvement, but I claim that the Catalog Houses, individually and collectively, are no more to blame for the present unsatisfactory condition of certain prices than the jobbers, retailers or manufacturers, individually or collectively; and the sooner you cease your warfare on them, the sooner will you be able to accomplish the end which you are now striving to attain.

YOU ARE HAVING THE SAME TROUBLE TO-DAY

with the Catalog Houses that you had among yourselves a dozen years ago, before the present organization was completed; you had tried for years to fight it out with your neighboring competitors, and the warfare was disastrous to both, you have perfected your organization, and your warfare among yourselves has ceased.

Now, I am not attempting to defend any individual Catalog House, neither am I defending all of the methods employed by Catalog Houses as a class, but I am defending this method of distribution. It is a legitimate one and will continue in vogue just so long as the consumer sees fit to employ it. This condition is no more serious, nor does it differ materially from that which confronts nearly every manufacturer at some time in his career; he finds, after having diligently worked toward the development of trade upon certain lines and met perhaps with considerable success, that some larger, better equipped, or perhaps more ingenious competitor has duplicated his product, and is offering it at less than his actual cost. Unless, gentlemen, the goods of that particular manufacturer have an individuality with the consuming public, he must meet their prices, or he is bound to lose his trade,

HE CANNOT CONTINUE TO SELL GOODS AT A LOSS

and he is forced to devise means and methods sufficiently economical to enable him to compete at a profit. He might go about the country making any amount of noise, but it would not avail. Perchance could he invoke the gods of war, and assembling them within the inner chamber and behind closed doors, invite the various jobbers of the country to come there and define their position, notoriety he might gain, but not the results desired. He might even be so bold as to attempt to cut off the source of his competitors' supply of material; how much, gentlemen, do you think that would avail? Go to them, convince them that the retail hardware merchant can render better, more efficient, and as economical service as the Catalog Houses and you have nothing to fear from their competition; until you do that, this method of distribution is bound to continue an important one.

Now all that is written and all that is said about Catalog Houses is only advertising them to the consuming public. While you are endeavoring to make it more difficult for them to obtain goods, they are increasing their efforts to sell, and stirred by their success, aspirants for similar are starting new Catalog Houses in the East, in the West, in the North and in the South; for any dealer who publishes and circulates freely a net price list to the consuming trade most be considered a Catalog House. It is the principle which you assail.

The present large Catalog Houses of this country were nursed by you during their infancy, now you have forgotten your mother love and are attempting to disown them. You sold them all the goods which they required, until their purchases became so large that

IT WAS NECESSARY FOR THEM TO DEAL WITH THE MANUFACTURER

direct, and from that moment your warfare against them began. Are you as particular about declining to sell these new Catalog Houses that are springing up now, in their infancy, as you will be when they have become larger factors in trade? Or, are you willing to supply their wants while they are small, and when they begin to assume proportions and become important avenues of distribution, will you ask the manufacturers to assist you in shutting off their supply? If this sounds strange to you, let me call your attention to the fact that truth is stranger than fiction.

In closing, let me say that the solution of this problem rests wholly and entirely with the consuming public. Go to them, convince them that the retail hardware merchant can render beetter, more efficient, and as economical service as the Catalog Houses and you have nothing to fear from their competition; until you do that, this method of distribution is bound to continue an important one.



GEORGE P. HART,
CHAIRMAN EXECUTIVE COMMITTEE.

OPEN SESSION AT THE NEW WILLARD.

THURSDAY, NOVEMBER 9, 8.30 P. M.

The auditorium on the tenth floor of the New Willard was crowded with both manufacturers and jobbers and the ladies when President Birge called the meeting to order and introduced Vice-President Lupton, who presided. Theodore P. Shonts, chairman of the Panama Canal Commission, was first introduced.

Mr. Shonts spoke as follows:

ADDRESS OF THEODORE P. SHONTS,

Chairman of the Isthmian Canal Commission,

BEFORE

THE AMERICAN HARDWARE MANUFACTURERS' ASSOCIATION,

AT THE NEW WILLARD HOTEL, WASHINGTON, D., C.,

ON THE EVENING OF NOVEMBER 9, 1905.

President Birge and Members of the American Hardware Manufacturers' Association:

When I received Mr. Lupton's invitation to come before your association and talk on the Panama Canal, I accepted it with pleasure because of the opportunity it afforded of talking to business men in a business way of what is a great business project; as I view it, the building of the Panama Canal is a business, not a political, proposition. (Applause.) I propose, in what I have to say to you, to talk as a practical man to practical men who themselves are engaged in large commercial enterprises, and who know from experience the difficulties to be met and the enormous amount of thought and labor involved in the inauguration of great undertakings in the United States. You will be able to appreciate, therefore, how every difficulty was aggravated in an enterprise of the magnitude of the Isthmian Canal, in which the preparatory work had to be carried on two thousand miles from the base of supplies. But this is not all: The work

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had to be done in a hostile climate and under health conditions which, through

CENTURIES OF NEGLECT OF ALL SANITARY PRINCIPLES,

had become a menace to the lives of all persons save natives of the tropics.

In order, therefore, to make the Isthmus a place fit to live in and to work in, there were three fundamental tasks which had to be performed in advance of all others.

First. Through sanitation of the Isthmus.

Second. Providing suitable habitations for all classes of employees.

Third. Providing a system of food supply which would afford to all employees opportunity of obtaining wholesome food at reasonable cost.

1st. In regard to sanitation: When the United States began this work there were no systems of water works, of sewerage, or of drainage on the Isthmus. The people depended largely on unprotected cisterns for their water supply, filled during the rainy season, and on barrels filled from neighboring streams, all breeding places for mosquitoes. The filth of ages had accumulated around the dwellings and in the streets undisturbed except when washed away by torrential rains. Pools of stagnant water had existed for years in proximity to dwellings and insect-breeding swamps lay undrained adjacent to the cities and many of the towns. Seventy per cent. of Panama is now supplied with pure mountain water, fed from a storage large enough to furnish sixty gallons per day to each inhabitant after its present population shall have increased one-half. Fifty per cent. of a complete modern sewerage system has been installed, and work on the remainder is being carried rapidly forward. The first million of brick for paving its streets are on the ground. The city has been fumigated time and again, first house by house, to stop the spread of disease, and again as a unit, that is, the entire city at one time. A large force is just finishing a thorough cleaning of the city—the first scrubbing it has had during its centuries of existence; and Governor Magoon, under whose jurisdiction all this work has been accomplished, is arranging to raze many of the worst shacks and replace them with modern sanitary buildings. Within a year, it may confidently be predicted, Panama will be a city well watered, well sewered, well paved, and clean and healthy.

What has been done for Panama is being done for Colon and every important labor camp across the Isthmus. Work on Colon's water reservoir is well under way, and temporary measures are being employed to safeguard the city's health pending the report of a Board appointed to recommend plans for permanent improvements.

AN ABUNDANT SUPPLY OF PURE WATER

from mountain springs has been provided at Culebra and at other important labor centers along the line of the canal, and adequate drainage is being installed in them also.

Four thousand one hundred men are now employed in these sanitary undertakings. So effective has been the work that yellow fever has been virtually extirpated from the Isthmus. In June last there were 62 cases of yellow fever there; in July, 42; in August, 27; in September, 6, and in October, the worst month of the year for yellow fever, 3—no one of the latter among the employees, and all originating many miles from the line of the canal. In regard to general health conditions, I was told, when on the Isthmus in October, that there were over a hundred less patients in Ancon Hospital than there had been for many months, although we had brought in 4,000 additional laborers during the previous two months, and it was from the new arrivals that the hospitals were usually recruited.

To fully understand what has been accomplished by our sanitary work it is only necessary to compare the present rate of sickness with that which prevailed on the Isthmus when the French were in possession. In August, 1882, the second year of the French occupancy, with a force of 1,900 men, the death rate was 112 per 1,000. In August, 1905, with a force of 12,000 men, there were only 8 deaths, or two-thirds of a man per 1,000. (Applause.)

If we have not, as our critics complain, made "the dirt fly," we have made the filth fly, and we have made yellow fever, that supreme terror of the tropics, fly so far from the Isthmus that it will never, let us hope, find its way back again.

We have established a hospital system which includes a large hospital at Colon and another at Ancon, and a number of smaller hospitals at convenient points along the line. The one at Colon is built on piers over the Atlantic Ocean, and patients there have at all times the benefit of cool and invigorating sea air. That at Ancon is one of

THE LARGEST AND BEST EQUIPPED IN THE WORLD,

situated on the hill above Panama and commanding a superb view of mountains and sea.

The management and service of the hospitals are on a par with the natural advantages and beauty of location. Colonel Gorgas, who is in direct charge of hospitals, has organized a staff of doctors and nurses for which it would be difficult to find a superior anywhere. Mr. Isham Randolph, one of the members of the Consulting Board of Engineers, who recently visited the Isthmus, said, in a letter published on his return: "The hospitals are a source of just pride to our people. If sickness could ever be regarded as a boon, it may be so thought of in Ancon and Colon." No less emphatic testimony comes from Mr. D. M. Hazlett, who speaks from personal experience as a patient in Ancon Hospital. Writing in the *Panama Mail*, he says: "The medical staff and corps of trained nurses are beyond criticism. No expense has been spared in providing the various wards with all the conveniences which science and experience can command. There is probably no institution in the world where patients receive better treatment or more faithful service than in Ancon Hospital."

2. In regard to providing quarters for the employees. The commission inherited from the French Company more than 2,100 buildings, all in bad condition. During the last year, over 500 of them have been repaired; two new hotels, three stories high and containing from 55 to 60 rooms each, have been completed, and authority has been granted for eight others, a portion of which are under construction at the present time. Work is in progress also on cottages for married employees and on bachelor quarters. In this work of construction 2,400 men are employed, and additional carpenters are being sent out with every steamer. This work is being pressed forward with the utmost vigor.

3d. In regard to food supplies.

THIS WAS THE MOST SERIOUS PROBLEM THAT CONFRONTED US.

If we couldn't feed the men, we couldn't build the canal. Owing to the fact that the natives never look beyond their present necessities, no surplus food supply ever accumulates. This normal condition of no surplus was greatly intensified by the almost total failure of the crops for the two preceding years, by the abandonment by agricultural laborers of their farms back in the hills for work on the canal, where they received higher pay for shorter hours, and by quarantine against the port of Panama on account of bubonic plague, which prevented the arrival of food stuff from neighboring provinces.

We were thus brought face to face with the problem of feeding twelve thousand (12,000) men, with base of supplies 2,000 miles away.

We immediately arranged to open local commissary stores at every important labor camp, to provide mess houses, and to furnish food, both cooked and uncooked, to all employees at cost. We cabled orders to have our steamers equipped with refrigerating plants; we arranged for the erection of a temporary cold storage plant at Colon; and we purchased refrigerator cars for immediate shipment to the Isthmus, thus establishing a line of refrigeration from the markets of the United States to the commissary stations of the Isthmus. We also purchased from individual lessees the equipment in existing hotels and assumed their management ourselves. The net result of these efforts is that to-day we are affording to all employees opportunity to obtain an abundant supply of wholesome food, cooked and uncooked, and at reasonable prices. The silver men—by which I mean the common laborers—



W. M. PRATT,
OF EXECUTIVE COMMITTEE.

are being fed for 30 cents per day, and the gold employees—by which I mean those of the higher class—at 90 cents per day, and it is good food in place of bad. There may be dispute about the blessing of tainted money, but there can be none about the curse of tained food (Applause.)

But in addition to these fundamental tasks of improving the health conditions on the Isthmus and providing for the physical comfort and well being of all classes of employees, another essential preliminary to actual canal building has been receiving our earnest attention. I refer to the enlargement and improvement of our facilities for receiving and distributing the immense quantities of materials and supplies which will enter into the construction of the canal, as well as into the work referred to. The only really valuable instrument essential to canal building acquired by our government in its purchase from the French was the Panama Railroad. But this instrument, like all the others whose wrecks cover the Isthmus, had been neglected and its equipment allowed to become obsolete. If the docks, wharves, warehouses, terminal yards, locomotives and cars of the Panama Railroad had been in good repair, which they were not, they still would have been entirely inadequate to properly care for and handle the small commercial business the road was transacting. The existing facilities, poor as they were, were rendered less efficient by the entire absence of any mechanical appliances on the docks to assist in receiving or discharging the steamers' cargoes. The negro laborer was the only power employed; he was at once the only hoisting machine and the only traveling crane in use. Imagine, then, the congestion which necessarily ensued when the accumulated orders in the States began to arrive in large quantities on both sides of the Isthmus. To aggravate the situation, while the deluge of arriving material was at its height, the commercial business of the road increased nearly 50 per cent. over the year before; and at the moment when we thought affairs could

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get no worse, two cases of bubonic plague at La Boca resulted in two consecutive quarantines at that place, completely tying up that outlet for 60 days. Furthermore, the personnel of the Panama Railroad as acquired had not been educated on modern lines, and therefore was completely paralyzed when confronted with the onerous conditions caused by this congestion. It was necessary, consequently, to begin at once the construction of new wharves equipped with modern mechanical appliances, and of large terminar yards at both ends of the road; of extensive warehouses; of suitable machine shops and of a modern coal hoisting plant, which will reduce the cost of handling coal from ship to engines from $1.30 to about 12 cents per ton.

We have also purchased new and more powerful locomotives, larger cars for both passenger and freight services, and heavy steel rails for relaying the road, and have strengthened the bridges to enable them to carry the heavier equipment. We have reorganized the personnel of the road, putting into the higher positions experienced, aggressive, up-to-date men, with the result that with the old equipment and facilities they have cleared up during the last thirty days an accumulation of over 12,000 tons of commercial freight. With the advent of our increased dock facilities, terminal yards now nearly complete, and new power and equipment now arriving, the road will be in a position to handle efficiently and economically a vastly larger volume of business than heretofore.

While all this necessary work was in progress, the task of purchasing, forwarding and distributing the enormous quantity of materials and supplies of all kinds was receiving our constant and most careful attention. The purchases included not only the items entering into the permanent plant, but also those required for the preliminary work. To give you an idea of the magnitude of these purchases I will read for you the principal items: 61 steam shovels, 1,300 flat cars, 12 rapid unloaders, 22 unloading plows, 13 earth spreaders, 324 dump cars, 12 hoisting engines, 120 locomotives, 5,000 tons of steel rails, 125,000 cross ties, 12,000 pieces of piling, 14 air compressing machines, 3 cranes, 152 rock drills, 30,000,000 feet lumber (approximately), 2 dipper dredges, 646,000 pounds blasting powder, 617,500 pounds dynamite, 7,000,000 paving brick, 3,500,000 building brick, 500,000 square feet roofing tile, 36,000 barrels cement (approximately), 3 steel water tanks and towers, 12 stand pipes, 2 ocean steamships.

The approximate total cost of our purchases was about $9,000,000. It should be borne in mind that at the time when orders for most of these items were placed, the industries of the United States were crowded with domestic business, and were unable, consequently, to make prompt deliveries. It should be borne in mind, also, that after machinery had been manufactured here and set up, it had to be taken apart, shipped two thousand miles over steamship lines already taxed to their full capacity, and on arrival on the Isthmus had to be again set up before ready for use. Then, too, on account of many reports as to the prevalence of yellow fever on the Isthmus, it was very difficult at a critical time for concerns furnishing material to get steamers to take it there, because of fear that their crews might become infected and their vessels might be quarantined when they wished to return to the United States. Finally, the steamers of the United Fruit Line from New Orleans, which had been carrying a considerable amount of the freight going to the Isthmus, were put out of service on account of yellow fever in that city.

To the various causes of delay mentioned is to be added the requirements of law that all bids for materials used in government work shall be advertised for. This compels a delay in all cases of from ten to thirty days.

Furthermore, in addition to the purchases for the canal, the following have been ordered for the Panama Railroad: 500 box cars—40 ton, 12 caboose cars, 10 refrigerator cars, 6 passenger coaches, 24 locomotives, 2 wrecking cranes, 1 locomotive crane, 1 pile driver, 3 track scales—100 ton, 1 modern coal hoisting plant, 1 cantilever crane for coal hoisting plant.

In regard to all equipment purchases, both for the canal and the railroad, it should be stated that the gauge of the Panama Railroad being wider than the standard gauge in the United States, made it impossible to use second-hand rolling stock of any kind; all locomotives and cars had, therefore, to be built to order. After the supplies reached the Isthmus we had to contend not only with the lack of terminal facilities and mechanical appliances already mentioned, but also with an inadequate equipment with which to distribute it to its destination or the force to handle it. These obstacles have been largely surmounted. The elimination of yellow fever and the establishment of better systems of housing and feeding the employees have enabled us to recruit our working forces till those assigned to the material and supply division now number over twenty-one hundred men.

I have so far, gentlemen, endeavored to give you an idea of the difficulties which we have had to encounter and overcome in order to make the Isthmus a place fit to work in, and to collect the tools with which to work. So far as actual excavation and dredging are concerned, we have not endeavored to accomplish much. As a general principle, in which I think you will all concur, it is inadvisable to attempt to run a railroad before the tracks are laid. We are now working, however, six steam shovels in Culebra cut, which is the largest single factor in the construction of the Canal, and have removed approximately one million cubic yards of material. By this work we are accomplishing two things: First, we are putting the levels of the cut in proper condition for the installation of the largest number of machines which can be effectively operated; and, second, we are gathering data which will be useful in future estimates of the cost of canal construction. In the Culebra work 2,600 men are now employed. We are also building railway tracks and yards, and are dredging at both ends of the canal, so far as advisable until the question of type of canal is decided. It should be understood that all the work we have done is applicable to any type of canal.

The question of labor is a grave and perplexing one. We have advanced far enough to know that we can secure a sufficient supply of labor from the tropics, so far as numbers are concerned. The question of quality is a very different matter. Unless a much greater efficiency can be developed than is secured at present, we shall have to look elsewhere. Probably I can best convey to you a just estimate of the quality of this labor by relating an incident which came under the observation of Senator Millard during his visit on the Isthmus: Sitting on the deck of the steamer "Havana," he was watching the unloading of a heavy piece of machinery from the hold of the vessel. The tackle got caught in the rigging on the deck above; the foreman in charge of the gang of laborers sent one of them above to free the tackle. The laborer went to the place to which he was sent, and did what he was told to do. The foreman, paying no attention to him after he started on his errand, missed him a few minutes later, and, looking around for him, discovered him sitting peacefully at the spot to which he had been sent. "What are you doing there?" yelled the foreman. "You told me to come here, sah." "Well, why didn't you come back?" "You didn't tell me to, sah." (Laughter.)

It is to this class of labor that we are paying from 80 cents to $1.05 per day in gold, and out of which it is estimated we do not get more than 25 per cent. (our reports to date show 33 per cent.) of the efficiency of labor in the United States. This is the kind of labor to which we are compelled to apply the eight-hour law—that is, to aliens who know nothing of the law's existence until they arrive on the Isthmus. Such application will increase the labor cost of canal construction at least 25 per cent., and will add many millions unnecessarily to the total expenditure.

In my opinion it is a mistake to handicap the construction of the Panama Canal by any laws save those of police and sanitation. (Prolonged applause.)



E. B. PIKE,
OF EXECUTIVE COMMITTEE.

I want to go on record here that the application of the eight-hour law, of the contract labor law, of the Chinese Exclusion act, or of any other law passed, or to be passed, by Congress for the benefit of American labor at home, to labor on the Isthmus, is a serious error. Over 80 per cent. of the canal will be aliens. A majority of the other 20 per cent. employed will be in a clerical or supervisory capacity. The application of these laws on the Isthmus will benefit a very small number of American laborers, but will enormously add to the cost of construction and American labor at home will have to pay its share of the consequence, heavy increase in taxation. As business men, you all understand the force of this statement. (Applause.)

That is the story, gentlemen, of what we have been doing on the Isthmus. In line with this, let me add that Chief Engineer Stevens, a man well equipped for the task he has undertaken, is preparing three complete sets of plans applicable to as many types of canal, so that when decision shall have been reached as to what type will be used, no delay in beginning work will ensue. It is our confident belief that by the first of July next the plant as purchased will be installed and working to its fullest practical capacity. In other words, by that time the dirt will begin to fly in earnest. (Applause.)

The canal will be built (applause)—rest assured of that—and it will be built at Panama. Those two phases of the problem have passed irrevocably from the field of debate. There is an industrious and voluble band of hired Ananiases (laughter and applause) moving to and fro in the land whose mission it is to deny this. The burden of their song is: "The canal will never be built at Panama, and everybody connected with the enterprise, including the President, and Commissioners, and Engineers, is convinced of it." You can hear the members of this band chanting their song, singly and in chorus, wherever men

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congregate, and wherever reporters are gathered together. They are rehearsing for their grand burst of noise when Congess shall have assembled. When they ae not rehearsing they are putting the words of their son into bogus interviews and other written forms of newspaper publication, which they are sending forth by thousands from their Bureaus of Publicity in this and other cities. As one contemplates the output of this singular industry, this factory of fiction, he is moved to say of its guiding spirit, as Shakespeare says of Captain Dumain: "He will lie with such volubility, sir, that you would think truth were a fool." (Applause.)

Who is capitalizing this industry? What is the bountiful source of this spouting spring of mendacity? Is it to be found among the friends of an Isthmian Canal? Are these supplying funds for the sustenance of such a sampaign of misinformation? What interests, except those foolishly dreading the competition of an Isthmian Canal, would put up money to delay and possibly defeat its construction? That there are interests of that kind is not a matter of suspicion or speculation, but of history. They have been fighting a canal for more than half a century, and they fought it successfully till Theodore Roosevelt (applause), armed with his "big stick," appeared as its champion. (Applause.) From that moment their efforts have been powerless, but they have not yet discovered the fact. (Applause.) They are wasting their energies and their cash, for behind Theodore Roosevelt stand the American people in solid mass (applause) and with determined front, shouting as one man: "Give us a canal that will be adequate to meet the demands of the commerce of the world, and give it to us at the earliest possible moment." That, gentlemen, is the command which the Commission, under the inspiring lead of the President, is obeying to the letter. We are building the "Roosevelt Canal." (Prolonged applause.)

Gifford D. Pinchot, Chief Forester, was then introduced.

GIFFORD D. PINCHOT.

PREDICTED TIMBER FAMINE.

Mr. Pinchot spoke of the forestry problem before the people of the United States, which he declared to be of vital interest to every manufacturer.

"The people of our country, particularly the manufacturers, are threatened with a timber famine," Mr. Pinchot declared, and this statement formed the keynote of the principal part of his address.

Mr. Pinchot recited the efforts of the Forestry Bureau to protect the valuable timber lands of the country from devastation and threatened annihilation by the woodman's axe.

"It is very well to chop while there is timber to chop," said the speaker, "but if there is no wise discrimination, the day will come, and that not far off, when the last tree of value that is available for use will be felled, and then what are the manufacturers of this country going to do for their material for woodwork?"

It was cited that there is no manufacturing industry that is not dependent, more or less, upon timber—if not upon hard wood, the softer materials play some important part. There is no mine but what has to be timbered; railroads require it for the manufacture of rolling stock and cross ties; manufacturers who confine their attention strictly to the iron industry need it every day in many ways.

But this was only one phase. Mr. Pinchot brought the subject of the great watersheds of the country into his argument for the preservation of the forests, showing that as the timber is being cut away, rainfall is less, streams become smaller, and water power for manufacturing purposes diminishes. The deplorable timberless wastes of Spain were cited as a warning of what is possible in America within the next half century or century if proper provision for preserving and propagating forests be not taken.

PART THE WOMEN PLAY.

A striking feature of Mr. Pinchot's address was his tribute to the women of the audience, when he declared that the women of America would probably be greatly instrumental in the passage of a new forestry bill at the present session of Congress.

He cited that the initial step for the protection of the big forests of Pennsylvania, which are rapidly being cleared away, was taken by organized women, which resulted in State legislation. The women of Minnesota have proved a formidable factor in securing the large forest reservation provided for in the Morris bill, several thousand acres having been set aside in the Cass Lake Indian reservation.

The last speaker of the evening was Mr. David Williams, of the *Iron Age*, who spoke very briefly.

EXECUTIVE SESSION.

FRIDAY MORNING, 10 A. M.

At the executive session of the Hardware Manufacturers at the New Willard a resolution was passed indorsing the President on railway rate legislation, after a stiff fight. It was as much a personal indorsement of the President as anything else, and stood pat on his scheme for regulating rates without going into any details of the plan. The resolution finally passed was that known as "the Pike resolution," introduced by E. B. Pike, of New Hampshire. It said:

"The ninth annual convention of the Hardware Manufacturers' Association has under consideration proposed action of various kinds intended to promote and preserve the interests of the members as manufacturers and shippers, and incidentally the public at large, including the appropriate amendment of the interstate commerce law, that great statute which was designed to redress all real grievances of shippers and consignees, and yet protect



W. H. HAYS,

OF EXECUTIVE COMMITTEE.

the railway carriers in the exaction of just revenue, which has been shown by the test of long experience to be defective in important respects, and especially so in failing to afford prompt and efficient remedies to shippers for existing transportation evils; and

"Whereas, The amendment of this important remedial law was given extended treatment in the last message of the President of the United States to Congress, and has since been publicly discussed by the President in numerous addresses, wherein the great leader of the people and advocate of the endorsement of civil rights has announced the changes in the law, which, after the most painstaking examination and consideration by the



N. A. GLADDING,

OF ENTERTAINMENT COMMITTEE.

Attorney-General and other legal advisers, are deemed essential to effect the purposes of the act; and

"Whereas, It seems a prudent and wise course to follow the disinterested leadership of our great President, rather than be diverted by specious arguments of individuals, therefore, be it

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"RESOLVED, That this association cordially indorses the plans for railway rate regulation proposed by President Roosevelt and recommends that such railway rate regulation be enacted by Congress at its next session."

REFORM IN CONSULAR SERVICE.

The question of consular reform was raised in a resolution by F. P. Kretsinger, and was disposed of in the usual manner common to commercial conventions in Washington. The resolution as adopted read:

"RESOLVED, That the American Hardware Association, in convention assembled at the national capital, approve a plan to reorganize the consular service on a business basis that it may become more serviceble in the extension of our foreign trade by the creation of larger markets for our products."

ELECTION OF OFFICERS.

The election of officers for the coming year was held, and F. S. Kretsinger, of Cleveland, Ohio, was elected President; C. W. Asbury, First Vice-President; George W. Corbin, of New Britain, Conn., Second Vice-President; Wm. M. Pratt, Greenfield, Mass., Third Vice-President; F. P. Mitchell, Secretary.

Executive Committee—Robert Garland, Chairman; Samuel Disston, John E. Harmster, William H. Hays, William Gaussing, C. B. Carter, Edward Ingalls and E. M. Kemp.

THE NEXT MEETING.

The next meeting of the association will be held six months



EDWARD INGALLS,
CHAIRMAN MEMBERSHIP COMMITTEE.

hence at Hot Springs, Va., and the next, which will be a year from date, has been referred to a committee, which will take the names of several cities under advisement. There has been some suggestion that the meeting a year from now should be held at Chicago, but this has not yet been determined.

The members of the association will hold an afternoon session, at which the final business of the meeting will be transacted, and the meeting will close with a banquet in the Willard Hotel to-night.

THE BADGES.

Just praise must be given to Mr. F. D. Mitchell, Secretary-Treasure of the American Hardware Manufacturers' Association for the badges. They were of three kinds, each of different color; red, white and blue. The red and blue were for members while the white were given to visitors and, as each badge in a gold framed white celluoid panel bore the name of the member, or visitor, formal or informal introductions were quite superfluous, and every one was at first sight practically "hail fellow, well met."

THANKS.

Readers of HARDWARE are greatly indebted to Col. J. R. Nutting of the Press Committee of the National Hardware Association and to Mr. F. D. Mitchell, Secretary-Treasurer of the American Manufacturers' Association for aiding HARDWARE in securing faithful reports of the various meetings.

ANNUAL BANQUET.

The Subscription Banquet by the National Hardware Association was given at the New Willard Hotel on Friday Evening November 10, 1905. All arrangements were in the hands of Mr. Fernley and his Committee headed by Mr. Jackson. It was a great success. There were 400 guests, 175 ladies and 275 gentlemen. Fifty distinguished gentlemen were sitting at the Speakers' Table. At each plate had been placed an imitation Door Hinge containing the Menu on one side and the Toasts on the other.

MENU.

Sauternes — Buzzard Bays

Consomme Printanier Royale

Olives — Celery — Radishes

Filet of Striped Bass Au Vin Blanc

Cucumbers — Cream Dressing

Claret — Sweetbreads a la Montebello

Mignons of Spring Lamb with Peas

Potatoes Duchesse

Sorbet National

Roasted Philadelphia Squabs Sur Canape

Salad

Ices in Forms — Petits Fours

Camembert — Roquefort — Toasted Crackers

Apollinaris — Coffee

Cigars and Cigarettes



ROBERT GARLAND,
OF ENTERTAINMENT COMMITTEE.

TOAST LIST.

"TRANSPORTATION".....HON. THEODORE E. BURTON
Chairman Committee on Rivers and Harbors, House of Representatives.

"DEPARTMENT OF COMMERCE AND ITS RELATIONS TO BUSINESS DEVELOPMENT,
HON. JAMES R. GARFIELD
Chief of Bureau of Corporations, Department of Commerce.

"FOREIGN OPPORTUNITIES FOR AMERICAN TRADE".....HON. OSCAR P. AUSTIN
Chief of Bureau of Statistics, Department of Commerce and Labor.

Toastmaster—MR. W. S. WRIGHT.

TOASTS.

After cigars had been lighted Mr. Bigelow, the retiring President of the Jobbers' Association, introduced W. S. Wright, his successor, as Toastmaster of the occasion. The new President of the Hardware Jobbers' Association then introduced the Speakers of the Evening.

He first called upon Mr. Birge to address the diners, who responded in his usual able manner.

Then Theodore E. Burton, Chairman of the Committee on Rivers and Harbors, House of Representatives, was introduced to speak on the subect of

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TRANSPORTATION.

Mr. Burton prefaced his remarks by saying that his subject was one most intricate and full of detail, but expressed pleasure in the fact of speaking to men whose knowledge on this subject was practical, while his knowledge was more of a theoretical nature.

He said that the subject of transportation was assuming greater and greater importance. The reason for this was due to the fact that the American Consumer wants the very best articles of every kind and will go thousands of miles to get them. As a result there have been great improvements in transportation to satisfy the Consumers' desires. These improvements are now so vast that it costs no more to send a bushel of wheat from New York to Liverpool, a distance of 5,000 miles, than it did in the days of Miltiadas to carry a bushel of wheat from Athens to Marathon, a distance of fifteen miles. Hardware, he said, has taken the place of wheat. Raw material should be transported at cheap prices. This is going to be the age in which Iron and Steel will take the place of wheat.

A great deal, Mr. Burton, said, is to be accomplished by the rivers of the country. First, in carrying heavy material of low value which could not be carried profitably by the railroads. Secondly, in relieving the railroads in times of congestion. Thirdly, in creating a salutary check upon railroad rates.

In some localities this check has not been wisely carried out as it might have been and there are cases on record where a water was improved at a cost of $6,000,000 for the purpose of making a railroad costing only $3,000,000 behave itself.

We have one great advantage in this country, and that is, our rivers are free and, consequently, freight rates are lower. Different policies are pursued in different parts of the world. Germany, for instance, charges tolls on its rivers reasoning that, as the rivers lie in the most fertile, and richest portions of the country, the merchants along the water course ought to be willing to pay for this advantage.

QUESTIONS OF REBATES.

Mr. Burton then spoke of the railroad rebate question. "While there is a difference of opinion on this subject," he said, "we are all agreed that there should be no rebate granted to any favorite merchant or manufacturer. The rebate should be abolished whether it be open and above board, or whether it be furtively granted. Why? Because the very foundation principle of our country is equality. The principle in business is "equality of opportunity."

"There has been much misunderstanding in the matter of freight rates as regulated by the Interstate Commerce Commission. It is like a Kaleidoscope—ever changing—and what may be the proper rate to-day, may be desirable to change next year, and so on.

Statutory laws for "Long and Short Hauls" should be enacted."

Concluding his speech, Mr. Burton said that "the genius of the times runs too much in the way of money making, too much to gain, and too little to patriotism."

He was very emphatic in urging that the business man should take a little larger part in politics and in the government, as the influence he could exercise would be most potent.

"If you are content with grafters in office, there will be grafters there; if you want men as sturdy as the oak that is the kind of men in official positions. We will need not only men of genius, but men of efficiency. God save our country, the United States of America, for it is to it we owe our opportunities. It is our country that gives us our business."

It is not on material progress I congratulate you, it is because we are reaching a position where we are more respected for our spirit of justice than for our progressiveness. We may have exposures of graft, but our people are just as God-fearing as any people on the globe."

HON. WM. M. SHAW.

Secretary of the Treasury was then introduced. Mr. Shaw very briefly referred to the rebate evil. "I want to say to you beneficiaries of the rebate, the rebate ought to stop; will have to stop. (Applause.) I can tell by the applause who of you has recently asked rebates."

"Instead of trying to apply all the remedy and all the punishment upon the railroad, how would it do to apply a portion of it to the man who deserves it by methods, of course, always fair, who is the transgressor in the rebate business, who holds the temptation?

My own judgment is that there should be a law giving the government chance for curt action for twice the value of the rebate against the beneficiary of the rebate. The railroad company is not the only sinner in this country.

"In some instances if the railroad refuses to give rebate, is often blackmailed into giving rebate. Rebate must stop, and you can only stop it by applying the remedy to the beneficiary and the one that grants it."

Chief of the Bureau of Corporations, Department of Commerce,

HON. JAMES R. GARFIELD.

responded to the toast, "Department of Commerce and its Relation to Business Development."

He spoke of the department he represented as the "infant among the departments," but that it had "grown mightily during the few years of its life".

It was organized because there was great need of bringing the business interests of the country into closer relation with the Federal Government, and because in the development of trade and industry we were no longer bound down by geographical boundaries. Our trade had spread out, had become national, international, world wide.

The various Bureaus composing the Department of Commerce had to do not only with the commercial development and the commercial life of the nation, but also with the interests of manufacturers and of consumers as well as with the tabulation of results. To do effective work, they must have the hearty co-operation of the business interests of the country at large.

In the Bureau of Manufacturers, for instance, all manufacturers ought to be deeply interested. It deals with the distribution of our products in foreign markets, and how the commerce of the world should be brought to our own doors. This Bureau to help American manufacturers, interests itself in the avenues of trade into which manufacturers of Hardware may send the product o their labor; where manufacturers are needed and how to get them there.

The Bureau of Corporations, Mr Garfield said, did not exist for the invasion of private right, but rather to ascertain the exact conditions under which business is being done. Through this Bureau the Federal Government exercised the right "to protect our men against the wrong doing of another, and the Federal Government, while it recognized the individual's right, at the same time intends to impose upon every one individual obligation. Right and obligation, right and duty, go hand in hand."

We must change our ideas in regard to many of the great industries of the country. We are no longer as we were 25 years ago. In those days the individual asked in business as an individual. In these days the individual has given way to the corporation. Individual enterprise while yet large in some places and in some fields, is now but a small proportion of this country. The greater percentage of business is done under corporate form. Is it right that the corporation should demand for itself all the individual, while, at the same time, it does not assume all the obligations of the individual and does not perform the duties that the individual does perform?

This affords the reason for dealing with the corporation differently from which we deal with the individual.

Whatever the method of procedure, the property rights of the corporation must be protected the same as those of the individual, and, unless we strike at the root of the disease it is idle of effect and permanent cure.

We must get at the facts. To get at the facts the Federal Government must have the right to inspect the books of corporations to learn what they are doing, how they are doing it and what the purpose of their organizations are.

If corporations desire the advantages of corporate form they must be willing to submit themselves to their sovereign that created them, the Government.

This does not mean a paternal form of government. It is simply this which is a rule: A corporation by its power of wealth and by its practical influence, or whether it shall be ruled by the sovereign that created it.

This must be brought about by the hearty co-operation of all business men.

FOREIGN OPPORTUNITIES IN AMERICAN TRADE.

was the subject of the

HON. OSCAR P. AUSTIN,

Chief of the Bureau of Statistics, Department of Commerce and Labor. To Mr. Austin, one of the most encouraging signs of the times was the growing tendency for the various industrial and commercial interests to convene in Washington for their annual gatherings. It meant nothing less than a closer relation between business intrests and the Government.

He spoke of our commerce as follows:

"What industry of the world is to-day making the greatest advancement and the most rapid increase in its contributions to the conforts and conveniences and requirements of men the world over? Manufacturing. What nation is making the most rapid advance in its manufacturing industries? The United States. What group of industries among those designated as manufacturers shows the highest total of its products? Iron and steel. What single group of iron and steel manufacturers shows the largest value of products and the widest distribution of its productions to the people of the world. Hardware. What nation is showing the most rapid growth in its exports to the consuming world? The United States. What group of products

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shows the most rapid growth in our constantly expanding export trade? Manufacturers. What class of manufacturers forms the largest item in that rapidly growing exportation? Iron and steel. What group of iron and steel manufacturers shows the largest total, the most rapid growth, and the widest distribution? Hardware.

Do you wonder, gentlemen of the National Hardware Association, that I deem it a privilege to speak to you on this occasion, upon a subject which is so constantly in my mind and nearest to my thoughts, the commerce of our common country?"

After speaking of the wonderful growth of the industries of our country and the relative advance made by the great industrial nations of the world, he continued:

"No barometer, it is said, offers so accurate a measurement of the prosperity of a country as that found in the production and consumption of pig iron. And if we accept this as a measure of business and industrial activity among the leading nations of the world we find new assurances that we are outstripping the other nations in industry and prosperity." . . .

"What has been the effect of this marvelous increase in the production and consumption of pig iron and all those higher grades of manufactures produced from it? First, there came a phenomenal increase in our railways and with this a cheapening in the cost of transportation. With this cheapening in transportation came a reduction of the cost of producing the various articles which you gentlemen and others engaged in manufacturing are supplying to our people. With this decrease in the cost of production and distribution came not only an increased home market, but also the power of manufacturing to supply a foreign market.

"As a result of this change in our power to supply foreign markets, the exportations of manufactures have trebled during the last decade, the exports of iron and steel manufactures have quadrupled and the exports of Hardware have more than quadrupled. The total value of manufactures exported in 1895 was $183,000,000; in 1905, $543,000,000; the total value of iron and steel manufactures exported in 1895 was $32,000,000; in 1905, $134,000,000; the total value of Hardware exported in 1895 was $8,000,000, and in 1905, $36,000,000.

HARDWARE EXPORTS A MERE TRIFLE.

"But even this exportation of Hardware, of iron and steel, and of manufactures, in which we take so much pride as Americans, is a mere trifle compared with our production, and with the surplus which we must expect that our factories will produce in the near future at the rate of increase which is indicated in the developments of recent years. The $36,000,000 worth of Hardware, the $135,000,000 worth of iron and steel, the $543,000,000 worth of general manufactures exported, must be doubled or trebled and finally quadrupled if you are to continue to expand your producing powers at the rate at which they have been expanding in recent years.

SOUNDS A NOTE OF WARNING.

"And here I want to sound a note of warning to you representatives of a great producing and distributing industry, and through you to the manufacturers and exporters of the United States generally. You must not expect that a great increase in the exportation of manufactures will be an easy task. You have rivals—busy, vigorous, experienced rivals—in the great manufacturing countries of Europe, countries with an industrial population receiving wages far less than those paid to the laboring men of the United States, and with a long and varied experience which enables them to successfully manufacture for the export trade. We take great pride in the fact that our exports of Hardware in 1905 were $35,000,000 in value; but what say you to the fact that Germany, with an area less than that of the State of Texas and a population but two-thirds as large as our own, exported in 1904 $37,000,000 worth of Hardware, and the United Kingdom, with a still smaller area and a population but half that of our own, exported in the same year $92,000,000 worth of Hardware.

"I say these things to you business men here and now because I am profoundly impressed with the feeling that the measure of success in foreign markets, which your manufacturing capacity will soon require, can only be attained by the adoption of methods new to us, but long followed by our more successful rivals in Europe. It has been my privilege in the past four months to visit a considerable number of the countries and colonies which are large importers of manufactures, and to study not only the origin of those manufactures which they import, but the causes of the greater success of our European rivals in those markets. In many of those countries I found the share which the United States is supplying of the imports of manufactures distressingly small and in some cases almost infinitesimal, while the share supplied by the great manufacturing countries of Europe is large and in many cases growing larger, while our own share is stationary or even decreasing.

We are taking pride as a nation in the fact that our exports to the Orient are at this time showing a remarkable increase, but it is a fact which we ought not to overlook, that our exports to the Orient and the growth in those exports occur chiefly in two or three lines of manufacture, while in the hundred and one other lines in which our varied industries ought to participate the market is largely and in many cases exclusively in the hands of our European rivals.

"The cause of our failure to participate in this great market for miscellaneous manufactures, not only in the Orient, but in many other parts of the world, lies chiefly in our unwillingness to manufacture goods in the form required by the foreign market. It is easy to say that we will educate the foreigner and lead him to accept the classes of manufactures which our own people find so unsatisfactory, and in this we have been successful, in some degree, in the European countries where tastes and customs of life are similar to those of our own people; but in those markets in which climatic conditions or long established custom have created demands for articles different in form and variety from those produced for our climate and people, we are making little progress in supplying the great mass of manufactured articles imported. Your manufactures of agricultural machinery and household requirements and Yankee notions sell readily in countries whose agricultural and household methods are similar to those of our own people, but in those countries where methods long established have accustomed the people to different and often more primitive articles of daily use, your agricultural implements and household requirements and Yankee notions are rejected. What is the result? Your European rivals, recognizing the fact that certain peoples, especially those of the Orient and the Tropics, demand products suited to their custom of life, stand ready to comply with those requirements and to produce in their factories the kind of goods demanded by those markets. They have long since given over the task of attempting to educate those markets up to the European or American standard, and instead have educated themselves to manufacture for those markets, to offer their goods through their own salesmen, and to sell them on terms to suit local requirements. As a consequence they are getting the trade—I might almost say the entire trade—of many of those markets, while the American manufacturer who relies upon filling orders from the stock of goods manufactured for the home market, is not only failing to obtain his proper share of those markets, but permitting them to pass absolutely into the hands of his European rivals.

These are serious questions ,which I deem it my duty to bring frankly to the attention of you manufacturers and exporters of the United States. The world's markets for manufactures call for between $4,000,000,000 and $5,000,000,0000 worth of finished goods every year, and of this we have been supplying up to this time barely 1 per cent. In many of the countries which are large consumers of manufactured products we supply but one per cent. of the total importation, while our European rivals, who study the markets and manufacture to meet local requirements, are supplying 40, 50 and even 60 per cent. of the total.

"It seems to me that these facts are of special importance to American manufacturers at the present moment. They have reached, in many cases, the point in their history in which they are able to produce in excess to home demand, and they should understand that the fields in which this excess must be marketed can only be successfully invaded with articles of the class required by those markets, and that the manufacturer who is unwilling to put his products into the form and method of packing required by Oriental or tropical communities and to offer them by methods common to the market will not only fail of success, but destroy the reputation of American manufacturers in those markets.

"I have great and abiding faith in the American manufacturer and American manufactures. The demands of our growing population are rapidly reducing the quantity of foodstuffs that we can offer for the outside world, and this reduction in exportation of foodstuffs should be met by a corresponding increase in exports of manufactures. Nature has given us greater supplies of manufacturing material than is possessed by any other country, our systems of turning these natural producets into finished manufactures are the best known, and our workmen hold first rank in skill and energy. We have already become the greatest manufacturing nation in the world, and I firmly believe that these industries will be so adjusted as to make us also the world's greatest exporter of manufactures."

ATTENDANCE.

The following is a list of those in attendance:

JOBBERS.

ALABAMA—J. D. Moore, of Moore & Handley Hardware Co., Birmingham; G. R. Vaughan, of Barney, Cavanaugh Hardware Company, Mobile; C. E. Thomas, of Wimberley & Thomas Hardware Company, Birmingham; W. M. Teague, Jr., of Teague & Sons, Montgomery.

ARKANSAS—Jas. Mandlebaum, of Fones' Bros. Hardware Company, Little Rock.

CALIFORNIA—W. E. Carrigan and C. W. Cause, of Dunham, Carrigan & Hayden Company, San Francisco.

CONNECTICUT—Col. R. S. Woodruff, of C. S. Mersick & Company, New Haven; W. A. Watts and Lewis H. Bronson, of Brnoson & Townsend Company, New Haven; L. L. Ensworth, of L. L. Ensworth & Son, Hartford.

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DISTRICT OF COLUMBIA—F. P. May, Geo. J. May, Arthur J. May and Jas. B. Brown, of F. P. May & Co., Washington.

GEORGIA—George E. King, of King Hardware Company, Atlanta; A. B. Palmer, of Palmer Hardware Company, Savannah; W. D. Krenson, of J. D. Weed & Co., Savannah.

ILLINOIS—J. T. Neilson, of Isaac Walker Hardware Co., Peoria; George W. Trout, of Trout Hardware Co., Chicago; Chas. D. Clark, of Clark, Quien & Morse, Peoria; Rudolph Tenk, of Tenk Hardware Co., Quincy; C. M. Hurst, of Moorehouse & Wells Co., Decatur.

INDIANA—Courtland Van Camp and Samuel G. Van Camp, of Van Camp Hardware & Iron Company, Indianapolis; Oscar Boetticher, of Boetticher, Kellogg & Co., Evansville; Geo. W. Miller and Jonas Gaar, of Pogue, Miller & Co., Richmond; James T. Layman, of Layman-Carey Co., Indianapolis.

IOWA—L. C. Empkie, of Empkie, Shugert-Hill Co., Council Bluffs; C. A. Knapp, of Knapp & Spencer Co., Sioux City; H. B. Buhrmaster, of Charles F. Schmidt Hardware Company, Burlington; Col. J. R. Nutting, of Sickles, Preston & Nutting Co., Davenport; F. E. Cutler, of Cutler Hardware Co., Waterloo; F. H. Luthe, of Luthe Hardware Co., Des Moines; J. S. Hayes, of Huber & Kalbach Co., Oskaloosa.

KANSAS—J. G. Bauer, of W. A. L. Thompson Hardware Company, Topeka; I. N. Hockaday, of Hockaday Hardware Company, Wichita; W. H. Harwi, of A. J. Harwi Hardware Co., Atchison; J. B. Silliman, of Blish, Mize & Silliman Hardware Company, Atchison; J. C. Fritchie, of Lee Hardware Co., Salina.

KENTUCKY—H. Terstegge, of Stratton & Terstegge Co., Louisville.

LOUISIANA—Col. B. F. Eshleman, Stauffer, Eshleman & Co., New Orleans.

MAINE—W. Chamberlain, of the Emery-Waterhouse Co., Portland; Fred Walker, of Edwards & Walker Co., Portland; C. F. Bragg, of N. H. Bragg & Sons, Bangor.

MARYLAND—Henry O. Reese, of E. L. Parker & Co., Baltimore; Geo. L. Irvin, Frank Whalen and David M. Fulton, of Carlin & Fulton, Baltimore.

BOSTON, MASS.—Samuel A. Bigelow, of Bigelow & Dowse Co.; E. L. Richards, of Frye, Phipps & Co.; Thos. H. Baldwin, John H. Robbins and Austin H. Decatur, of Baldwin, Robbins & Co.; P. E. Strauss, of Fitz, Dana & Co.; Geo. W. Herrick, of The Herrick Co.; Harry L. Doten, of Austin & Doten; H. W. Waite, of Waite, Ranlet & Co.; Arthur C. Harvey, of Arthur C. Harvey Co.; E. P. Sanderson, of E. P. Sanderson Co.; W. Q. Wales, of Brown-Wales Co., Boston, Mass.

MICHIGAN—R. W. Standart, of Standart Bros., Detroit; D. C. Delamater, of Freeman, Delamater & Co., Detroit; Chas C. Philbrick, of Foster, Stevens & Co., Grand Rapids; George W. Morley, Edward W. Morley and Ralph C. Morley, of Morley Brothers, Saginaw.

MINNESOTA—H. C. Marshall, of Marshall-Wells Hardware Co., Duluth; Major T. G. Walther, of Hackett, Walther & Gates Hardware Company, St. Paul; R. A. Kirk, Frank B. Platt, Everette Kirk, of Farwell, Ozmun, Kirk & Co., St. Paul; Geo. W. Welles, of Kelley-How-Thomson Co., Duluth.

MISSISSIPPI—Lee Richardson, of Lee Richardson Co., Vicksburg.

MISSOURI—S. Norvell and W. G. Yantis, of Norvell-Shapleigh Hardware Co., St. Louis; Huston Wyeth and J. A. Warner, of Wyeth Hardware & Manufacturing Company, St. Joseph; Col. John Conover, of Richards & Conover Hardware Company, Kansas City; J. P. Townley, of Townley Metal & Hardware Company, Kansas City.

NEBRASKA—W. S. Wright, of Wright & Wilhelmy Co., Omaha; H. J. Lee and E. M. Andreesen, of Lee-Glass-Andreesen Hardware Co., Omaha.

NEW HAMPSHIRE—Chas. A. Adams and Geo. E. McClintock of John B Varick Co., Manchester.

NEW YORK—Chas. H. Turner and Wm. I. Baker, of Albany Hardware Co., Albany; Hobart Weed, Shelton Weed, Chas. E. Woeppel and L. C. Davenport, of Weed & Company, Buffalo; Col. P. P. Beals, C. P. Rogers, E. J. McCarthy and S. C. Pratt, of Beals & Company, Buffalo; E. C. Neal, of Buffalo Wholesale Hardware Co., Buffalo; Griff D. Palmer and Lee Richmond, of Weaver, Palmer & Richmond, Rochester; Capt. F. Barker, of Barker, Rose & Clinton, Elmira; Irving D. Booth, of Irving D. Booth, Elmira; H. S. Hart, B. A. Hawley, I. D. Russell, T. J. Usher, W. P. Hudson, J. L. Claytonand J. H. Van Newkirk, of Russell & Erwin Mfg. Co., New York City; Otto Dederer, of Sickles & Nutting Co., New York City; Alfred D. Clinch, of Underhill, Clinch & Co., New York City; L. H. Birdseye, of Chas. Millar & Sons Co., Utica; Gen. C. Whitney Tillinghas, 2d., and Henry S. Darby, of J. M. Warren & Co., Troy; J. H. Underwood, of Babcock, Hinds & Underwood, Binghamton; Robert H. Treman and Fred. L. Hawes, of Treman, King & Co., Ithaca; George H. Sargent and George F. Wiepert, of Sargent & Co., New York City; J. H. Boucher, of Mathews & Boucher, Rochester.

NORTH CAROLINA—J. Norman Wills, of Odell Hardware Co., Greensboro.

OHIO—Geo. T. McIntosh and Jesse S. Harris, of McIntosh Hardware Corporation, Cleveland; Geo. Deming and H. H. Rudd, of The Geo. Worthington Co., Cleveland; J. Q. Riddle and J. C. Henry, of The Lockwood, Taylor Hardware Company, Cleveland; E. H. Luetkemeyer, of H. W. Luetkemeyer & Sons, Cleveland; Felix Bahlmann, of Kruse & Bahlmann Hardware Company, Cincinnati; O. L. Davis, of The Smith Bros. Hardware Co., Columbus; H. L. Thompson, M. H. Nusbaum and Fred. Lohman, of Bostwick, Braun & Co., Toledo; John Stollberg, of The Stollberg Hardware Co., Toledo.

PENNSYLVANIA—William W. Supplee and James S. Bonbright, of Supplee Hardware Co., Philadelphia; Chas. M. Biddle, James H. Ritter, Chas. M. Biddle, Jr., Robert Biddle, 2d, Edward Knight, David H. Reddle and Charles C. Read, of Biddle Hardware Co., Philadelphia; John R. Griffith, Paul A. Griffith, Chas. F. Griffith and E. J. Griffith, of Shields & Bro., Philadelphia; Henry F. Chorley, of W. H. & G. W. Allen, Philadelphia; Wm. E. Dowler, Geo. D. Greenig and Wm. H. Jones, of Newlin-Knight Hardware Co., Philadelphia; R. R. Conarroe, of James M. Vance & Co., Philadelphia; J. A. McKee, of Merchant & Evans Co., Philadelphia; J. P. Balderston, of W. F. Potts, Son & Co., Inc., Philadelphia; Wm. T. Gummey, of Gummey, McFarland & Co., Philadelphia; T. James Fernley and T. A. Fernley, of T. James Fernley, Philadelphia; Z. T. Hall, of Hall & Carpenter, Philadelphia; Thomas Nelson and S. Spencer Scott, of Seltzer-Klahr Hardware Co., Philadelphia; John Bindley and E. J. Lloyd, of Bindley Hardware Co., Pittsburgh; P. L. Logan and Robert M. Repp, of Logan-Gregg Hardware Co., Pittsburgh;o A. J. Bihler, of James C. Lindsay Hardware Co., Pittsburgh.

RHODE ISLAND—J. H. Congdon and H. E. Nickerson, of Congdon & Carpenter Co., Providence; John D. Lewis, Edward A. Loomis and Leon H. Coffin, of Belcher & Loomis Hardware Company, Providence; C. S. Angell, of Union Hardware & Electric Supply Company, Providence.

TENNESSEE—R. D. Warren, of Benedict, Warren & Davidson Company, Memphis; J. H. Fall, of J. H. Fall & Co., Nashville; Bruce Keener, of C. M. McClung & Co., Knoxville; Joseph Orgill, of Orgill Bros. & Co., Memphis; W. G. Thomas, of Thomas, Barnes & Miller, Memphis; R. M. Dudley, of Gray & Dudley Hardware Co., Nashville; H. G. Lipscomb, of H. G. Lipscomb & Co., Nashville.

TEXAS—F. A. Heitmann, of F. W. Heitmann Co., Houston.

VIRGINIA—O. B. Barker, of Barker-Jennings Hardware Co., Lynchburg; W. S. Donnan, of W. S. Donnan Hardware Co., Richmond; C. H. Watkins, of Watkins-Cottrell Co., Richmond.

WASHINGTON—A. S. Burwell and F. W. Baker, of Seattle Hardware Co., Seattle.

WEST VIRGINIA—W. P. Heiskell, of Ott-Heiskell Hardware Co., Wheeling.

WISCONSIN—John C. Kroner, of Frederick Kroner Hardware Co., La Crosse; John C. Koch, of John Pritzlaff Hardware Co., Milwaukee.

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POINTS ON COLLECTING.

A man's success as a collector frequently determines his success in business, for credit is the rock upon which more than one enterprise has been wrecked. But the easier a bill can be collected the less likely is a break with the customer. After years of experience and the trial of many methods I have found something like the following more successful and less expensive than any of the various schemes so frequently resorted to, especially in an agricultural district or among people who do not do a banking business. Some of it is old to all and all of it is known to some but it is in the combination of its details rather than in their uniqueness that I have found it worthy of more general adoption.

At the end of a reasonable time, or of a specified time, as the case may be, pay the customer a hurried visit, telling him you have some bills to meet by a certain day (which may always be true) that makes it necessary to collect in what outstanding accounts you can, and ask him to help you out to the amount of his. Many a man who is careless about paying his own accounts is a good hearted fellow willing to oblige some one else and that way of putting the case appeals to his pride and sympathy rather than his indignation. If he agrees to pay by the time specified, leave him with the feeling that you have no doubt in his so doing and that your own business worry has been to that extent relieved. Don't give the impression though that your finances are rotten—just temporarily tight.

Nine times out of ten he will do his best to meet the bill on time and if he finds that he cannot do so, the chances are that he will come frankly forward and say so, showing that he is in earnest. If he does, or if you have to call on him again, appear as friendly as before and with the same confidence in him but while he is in the midst of his regrets tell him that there is a way by which he can let you out of your pinch—that is, by giving his note which you can endorse and draw the money on from the bank. If he really means to pay he is almost certain to do this; if he does not mean to, the sooner there is an understanding, the better.

Circumstances should govern the handling of this note, only it is a good idea to have it in the bank's hands when due. You lose the discount on it but can better afford to do that than to lose a customer by taking harsh measures in its collection yourself. If it bears interest that is a partial compensation for the discount, though I usually prefer to draw it up without interest as it gives the customer the feeling that there is no attempt to "bleed" him.

When this note becomes due at the bank your customer may begin to realize for the first time that banking business is run on business principles and not for personal accommodations; in other words, that it must be met promptly. Here is a chance, however, to still further win the good will of your customer if he is not yet ready to pay. The chances are that he may not understand the difference between routine banking business and the original open account, hence, may be unprepared to pay when the time comes. For this reason I always prefer, instead of letting him originally give a note for sixty days to have him make it thirty days and then at the end of that time, if an accommodation to him, go to the bank with him and arrange for its renewal another thirty. This is for two objects. 1st, it gives him a little time to prepare for meeting the obligation after he finds that it is in a shape which must be taken care of. 2nd, he is less likely to feel that your entire interest in him ceases

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as soon as you get your own money. Do not for a moment understand me to advocate signing notes for customers to keep their good will. I only mean to consider the obligation not held against him for goods purchased as still unpaid until the end of thirty days or sixty days, when the note is paid, and to always view it in this light in making calculations for the future.

One common fault with collectors is that they give too brief a notice at the start and either discourage the debtor or raise in his mind a feeling of resentment. The average debtor has not the money on hand and cannot raise it in a day or two where he might do so if he understood the special need two weeks before the time set for its payment. To give less time is frequently to make the note expedient a foregone conclusion where he might, with a reasonable chance to meet the occasion, settle by cash. To give him only a two or three day notice is sure to cause him a serious inconvenience if he really tries to pay and the more considerate you can be of his interests in matters which do not injure your own, the better and longer he will like you. Some collectors remind one of a picture produced in the comic press a few years ago wherein, "the kind-hearted tax collector" of ye olden time stands, rope in hand, considerately giving Rube five minutes to pay or be hanged. Rather let your first visit be ten days or two weeks in advance of the payment asked. Let everything indicate that you wish to be as lenient with your customers as circumstances will permit. The purpose of law has been defined as a systematic effort to make it as easy as possible for a man to do right and as difficult as possible for him to do wrong. By applying a similar principle to our bill collecting we may frequently remove from it some of its most disagreeable features and render it a means of cementing rather than of destroying the friendship of our customers.

LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

SALE OF VARNISH BY SAMPLE.

QUESTION: We ordered six barrels of varnish from a manufacturer from samples with which we have been previously supplied. In confirming our order, the manufacturer wrote to us, "these goods to be supplied the same quality as per sample barrels delivered." When delivered we found that this varnish was of an inferior quality to that which had been previously supplied us. May we refuse to accept the goods and if we accept them must we pay the contract price?

REPLY: On a sale by sample, if the goods do not correspond with the sample, the buyer may always return them and he is entitled to a reasonable opportunity of comparing them with the sample. If on inspection it appears that they are not of the quality wanted, the buyer may reject the goods at once. It is also generally held that upon an executory sale of goods by sample with warranty that the goods shall correspond with the sample, the vendee is not precluded from claiming and recovering serious damages for breach of warranty, though he has accepted the goods after an opportunity for inspection.

QUESTION: Kindly advise me through the Law Department of HARDWARE on the following:

(1) If I rent a flat to a man and reserve two (2) rooms and rent is understood to be fifteen ($15) dollars per month in advance and I have no lease with him, but it was understood at the time of renting the flat that he was to occupy it until April 1st, 1906, and he attempts to move before the expiration of that time specified, what redress would I have?

(2) I am a manufacturer of harness and I have erected a one-story frame building on a lot, the front of which I occupy as a store. If I were to move, can I move this frame building? The posts it sets on are in the ground. I used the building for manufacturing purposes.

REPLY: An oral lease for less than three years is valid in the State of Pennsylvania. But if the lease was for more than three years, it must be in writing to be valid. Assuming that your tenant's agreement was to occupy the flat for a term of less than three years, he is bound to continue during his term and if he moves before the time expires, you can hold him responsible for the rent of the premises at the stipulated price till April 1st, 1906, or you can relet them and hold him responsible for any loss resulting.

(2) The general rule is whatever is erected on the land belongs to the owner of the land. This rule is subject to some well-defined exceptions, among which is that of buildings, temporary and removable in character, erected by a tenant on leased ground for purposes of trade or manufacture. The law is that the tenant may remove such buildings at the expiration of his term, or, in Pennsylvania, within a reasonable time after the expiration of his lease and the surrender of the premises. It is always safer in any jurisdiction to remove such fixtures at or before the time the tenant goes out of possession of the premises. In dealing with such buildings the tenant must be very careful to guard against the renewal of his lease without any agreement concerning the buildings. If the tenant renews his lease without reserving his right to claim the building put on the premises, he thereby loses his title and his right to remove it.

LANDLORD AND TENANT.

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NO. 7. THE EXTENSION OR RENEWAL OF A LEASE.

Where there is nothing stated as to who is to have the option on the extension or renewal, the law regards he provision as for the benefit of the tenant, and he, and not the landlord, is entitled to exercise the option.

If by the words used a landlord agrees to renew the lease at the end of the term, it is clear that the tenant has the option.

In order to entitle a lessee to a renewal, he must have performed the conditions on his part to be performed, as for instance, the payment of rent when due.

Where the agreement is that at the end of the term the landlord will give a renewal, the tenant is entitled to a new lease on exactly the same terms as the old one excepting as to the stipulation for renewal.

If the agreement is for a renewal on the tenant giving a certain notice, he must strictly comply with the condition or he will lose his right.

Where a lease gives a lessor the right to elect at the end of the term whether or not to renew the lease, such election may be made on or before the last day of the term.

Notice of a landlord's election to renew the lease need not be in writing unless the lease so stipulated, so long as the lease itself contains all the terms and conditions of renewal and the tenant is in possession.

It is not necessary as a rule for the lessor to tender to the lessee a new lease.

Where the tenant is to elect he should do so on or before the last day of the term and it would be well for him to have a lease prepared and present it to the landlord for his signature.

An agreement in a lease for the extension of the term does not require the making of a new lease at the expiration of the old.

A tenant is not required to give any notice of his decision to take a renewal unless the lease so stipulates.

The right to an extension or a renewal passes with the lease to any person to whom the lessee's interests may be rightfully transferred; so any one who purchases land after a lease has been made, is as much bound by the agreement for a renewal or extension as the original lessor.

A court of equity will enforce specific performance of a contract to renew or extend the term, or, the tenant may proceed at law for damages sustained by refusal of the landlord to renew the lease. In other words, the tenant has a right to choose whether he will proceed at law for damages or in equity for specific performance.

A general covenant to renew does not imply the right to a perpetual renewal, and under such conditions the landlord cannot be compelled to renew the lease more than once. Where the words were "this lease to be renewable at the pleasure of the lessee," a Pennsylvania court held that it implied the right to renewal for at least another term on the same conditions, at the pleasure of the lessee.

A provision in the lease that unless three months' notice of an intention to terminate it is given, it shall continue in force for another term of one year, and so on indefinitely, such notice to be given three months before the termination of any one year, it was held that the contract did not constitute a covenant for renewal, but that upon failure to give such notice the lease would continue in operation.

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Where the lessee, "for a term of one year with the privilege of having same for three years at the same rate," covenants that at the end of said term he would deliver up quiet possession of the premises, and he continued in possession after the close of the first year, the court adjudged that he was held for the full term of three years. A New York case declares that if a lease provides for a renewal and no notice is required to be given and the tenant continues in possession after the expiration of the term of the old lease, this is equivalent to an election to take a further lease and entitles the tenant to hold the premises and demand a new lease.

Where the lease provides that there shall be a right of renewal on such terms as may be agreed upon by the parties, it is implied that the lease shall be at the same rent and for the same time, and the agreement is valid.

Where the landlord agrees in the lease, that before granting another lease to other parties he will give the tenant the refusal of it, the tenant can not assign his right to another.

In most of the states the covenant for a perpetual renewal will be enforced by the courts. The right to a perpetual renewal will pass to an assignee on the sale of the tenant's interest. In California it is held, however, that a covenant for a lease to run indefinitely, at the option of the lessee, is void as being against the policy of the law.

Where there are several lessees and one of them takes a renewal in his own name pursuant to the provisions of the former lease, he is held by the courts to hold the lease as a trustee for the former lessees. It has been held, too, that where there is no covenant of renewal and one of the lessees obtains a renewal in his own name secretly, the renewal inures to the benefit of all, so that where an executor buys the renewal of the lease that ran to his testator, he must hold it in trust for the estate. The same rule applies to any person occupying the relation of trustee for another. A lessor need not give a renewal where the lessee has not lived up to the agreements contained in the lease, or has committed waste on the premises.

MAMMOTH DINING HALL FOR WORKERS.

Meals Will Be Served for Ninety Cents a Week — Workers Will Dine Under Roof as Expansive as Canvas of Circus Tent.

One of the largest dining halls in the world is being erected in Dayton, Ohio, for the exclusive daily use of factory employees. This eating hall, when completed, will accommodate 4,000 persons at dinner at one time. When turned into an auditorium, as it often will be, it will seat an audience of 6,000 comfortably. This mammoth restaurant and lecture hall will be managed by the Men's Welfare League, an organization of workingmen of Dayton. Lunches will be served to 3,000 men a day on the average, while at least once a week the hall will be used as an auditorium for lectures or other forms of entertainment.

One of Dayton's biggest manufacturing concerns, which makes a machine used in nearly all retail stores, is erecting the building and will turn it over when completed to the Men's Welfare League. The League will manage the restaurant and furnish lunches to the workmen at bare cost of production.

LEAGUE WILL DO SERVING.

The building now nearly completed is 328 feet long and 100 feet wide. Besides the building the company provides furniture and dishes. The Mens' Welfare League contracts to hire help, purchase supplies and serve the meals. According to present plans the luncheons will be served for fifteen cents (15) per man or ninety cents (90) a week.

The Company will further equip the hall with an orchestrion, piano, stage and stereopticon outfit so that it may be readily utilized for lectures and entertainments as well as for the purpose of "feeding the multitude."

The Company submitted its proposition to the employees in a letter addressed to the Men's Welfare League. At a mass meeting of the employees held on the factory lawn a motion to accept the proposition was carried unanimously.

The opening of this remarkable eating establishment will be but a furtherance of the Welfare Work carried on for some time by this Company. Heretofore the Company has assumed all the responsibility, serving the meals in a temporary building at a low rate. The men having paid 75 cents or $1 a week according to their salaries, or from twelve to sixteen cents a day. The lunches have cost the National Cash Register Company upon an average of twenty-three cents apiece. From now on, however, the employees are to have full charge. They are to finance and manage the plant when once it has been installed.

HAS BROAD INTEREST.

Thus from two viewpoints the experiment has a broad interest: first, from the standpoint of size, and, second, from that of management. A dining hall with a 4,000 capacity is so unusual as to be almost unknown, while the auditorium with its 6,000 chairs is no less worthy of special notice. The greatest permanent auditoriums in the country, even those in New York and Chicago, do not surpass it.

The management of this undertaking presents features still more compelling in their interest, for they bear directly upon problems of adjustment between employer and employed. The conduct of this big dining hall by an association of employees will be an experiment in what co-operative effort on the part of laborers may accomplish, and as such will be closely observed.

Each noontime will present a remarkable scene. Three or four thousand persons, the population of a good sized town, taking luncheon together under a roof as expansive as the canvas of the biggest circus tent, will be a sight worth seeing. These tired and hungry factory workers will take their lunches amidst the best of surroundings, and all will be served well and quickly.

NEW LURES FOR THE FISH.

Could Isaac Walton, patron saint of anglers, return to earth and inspect a complete collection of up-to-date fishing tackle, he would probably recognize the usefulness of only a very small portion. Hundreds of curiously shaped and elaborately constructed devices have been added to the fisherman's outfit during the last few years.

Fine fishing rods reached the limit of the maker's skill years ago, and have since varied but little, except in length and finish. Expensive reels are no better to-day than when Meek and Milam turned out their famous "Kentucky" forth years ago. Having exhausted their ingenuity in respect to these, manufacturers have devoted their efforts to artificial baits, being encouraged by an army of anglers, and schools of fishes that have devoured with voracity each succeeding innovation in its turn. The impartiality of the fishes is the most remarkable as well as most necessary, feature of the success of some of these lures. Books have been written by great naturalists about the habits and food of finned creatures, but no explanation has been offered concerning a fish's anxiety to snap at a painted block of wood, a whirling nickel spoon, or a bunch of deer hair, none resembling in the least any of its natural foods.

Anglers say that fishes become "wise" to artificial baits grown familiar with frequent use. However, this may be, new creations are forthcoming each season, each new arrival usually more freakish and startling than the last.

THE "COAXER" A NOVELTY THIS YEAR.

This year's novelty has been christened by its creator the "Coaxer," which truthfully claims to be an entirely new idea in its artificial lures. The coaxer bears some faint resemblance to a miniature, headless rooster, and is supposed to possess a mysterious fascination for fish. The body is of cork, painted white, a pair of red felt wings projecting from the sides and a red feather tail concealing a hook. This, the maker claims, will, when cast upon the bosom of the bass-inhabited water, arouse in the fish an appetite so ravenous that they will frequently leap from the water in their eagerness to seize it. Without undertaking to explain why, fishermen who have used it say that it is remarkably attractive.

A Kansas City enthusiast places all of his piscatorial fortunes upon a set of bass bait which he affectionately styles "The Big Four." The chief of these is a favorite of several seasons, known all over the Middle West as the "pork bait." An ordinary trolling spoon attached to a single snelled hook is supplemented by a narrow strip of salt pork, ornamented with a jaunty bow of red muslin yarn and attached to the hook. When this is drawn through the water the spoon whirls, the pork wiggles and the fish bites.

The next in importance begins like the pork bait, with a spoon, but trailing after this is a fluffy bunch of deer hair, or "genuine buck tail," bound about a hook. This is an elaboration of the "buck tail" lure that has been popular with the anglers for several seasons, and is one of the oddest of artificial baits. The third member of the "big four" group is a double metal spinner with a bright feathered "gang" hook attached, and the fourth is the conventional artificial fly, red, attached to the spoon.

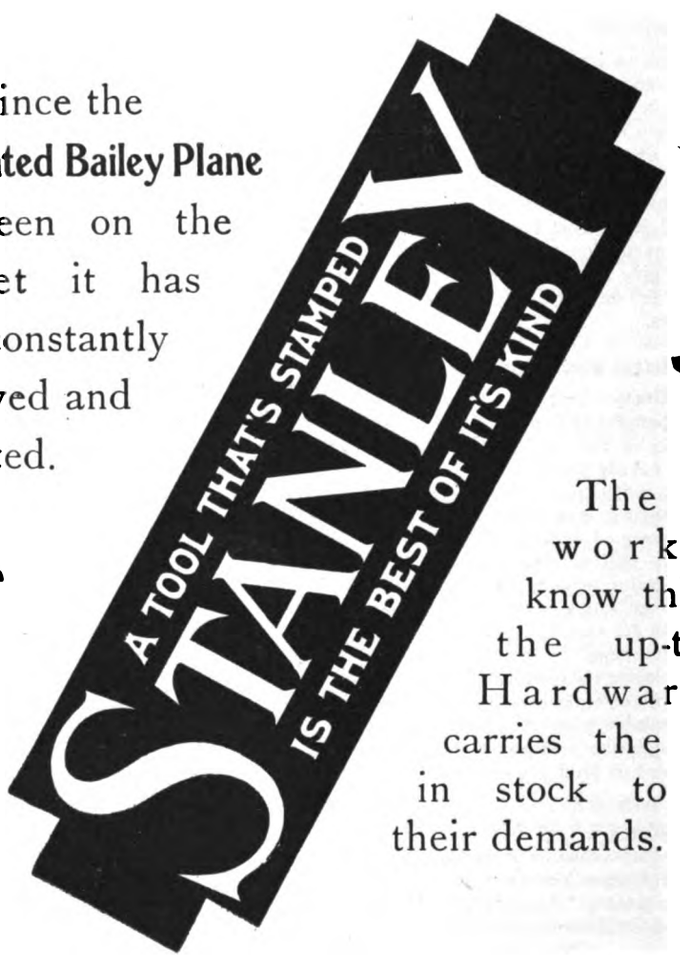
Artificial minnows of wood and metal, rubber angleworms, crayfish, frogs and insects have found a place in tackle dealers' supplies for years, but have never proved highly successful. Strangely enough, these, which usually bear a strong resemblance to favorite fish foods, are not half so successful as baits in the "coaxer" class.

"There's no accounting for it," assert expert fishermen. "A game fish will 'strike' at one of these freak baits when he won't notice any other, even a living minnow. Whether the fish attacks them in anger or from hunger is a question, but the fact remains that they catch the big strings the country over.

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Improved Carpenters' Tools

Ever since the **Celebrated Bailey Plane** has been on the market it has been constantly improved and perfected.



The best workmen know this and the up-to-date Hardwareman carries the Plane in stock to meet their demands.

Stanley Rule & Level Co.

New Britain, Conn., U. S. A.

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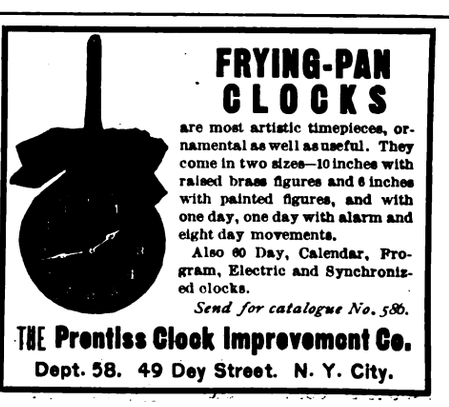


THE GRANITE STATE MOWING MACHINE COMPANY, Hinsdale, N. H., are presenting to the trade their new catalogue of Lawn Mowers, which they claim are the lightest, easiest running and longest wearing machine on the market. The Granite State Lawn Mowers are made in styles A, B, C and D, and among the many other kinds of machines manufactured by this company are "The Queen," "The Queen Ball Bearing," "The New Ideal," "The Mystic," "The Rover" and "The Leader." They state that since the change in management, two years ago, when they purchased the old Newhall & Stebbins plant, who made the Granite State machine for over thirty years, they have remodeled their factory—increasing its capacity one-third, and, with the installation of efficient heating and lighting systems and up-to-date machinery, they are equipped, not only for making more goods than ever before, but for making them better. The catalogue is very attractively gotten up, and finely illustrated, and will be gladly sent to interested parties free upon request.

IT WAS HE.

Woman of the House (scrutinizing him sharply)—I believe you are the same dirty, worthless vagabond that was here last week, begging for something to eat.

Saymold Storey—Yes'm, I'm the feller. The cold biled ham I got here wuz the best I ever ett; an' I couldn't resist the temptation to come agin. That's why—thanky ma'am.—*Chicago Tribune.*



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JAP-A-LAC

REGISTERED TRADE MARK

"WEARS LIKE IRON"

Do You Want A Thousand Wives

to buy a thousand cans of JAP-A-LAC? If you do, tell them so.

There are more than a thousand women in almost every community who want to buy JAP-A-LAC. It is a very simple matter to sell them if you let them know you keep it.

We spend enormous sums of money to get customers for you, but are not in position to take each one by the hand and lead her into the store. She will come in for JAP-A-LAC if she knows you keep it; you can then sell her other articles. Perhaps she has not traded with you before. Your courteous treatment of her the first time she calls may mean a PERMANENT CUSTOMER FOR YOU.

Try this method of securing new customers and see if we are not right.

Thirty-five of the most prominent, popular Magazines are carrying JAP-A-LAC advertisements every day in the year; your public sees these advertisements and wants to buy JAP-A-LAC.

Are you giving JAP-A-LAC all the attention its advertising justifies? Think it over.

THE GLIDDEN VARNISH COMPANY,

MAKERS OF HIGH-GRADE VARNISHES FOR ALL PURPOSES

641 ROCKEFELLER BUILDING,

CLEVELAND, OHIO

OHIO HARDWARE ASSOCIATION.

From Secretary Frank A. Bare we learn the following: On October 19th the Executive Committee of the Ohio Hardware Association held two sessions at the New Courtland Hotel, Canton, Ohio. At 2.30 p. m. the committee discussed some changes in constitution and by-laws that will be brought up for consideration at next convention, and routine business, including programme for the coming session in February, 1906. The committee regards the question box as the most practical and profitable feature of their meetings, and will give it greater prominence at their coming session than ever before. The secretary was instructed to ask every member in the State to prepare questions vital to his own personal business and forward same to the secretary by mail. These questions will be submitted to the Question Box Committee for discussion in convention. The great Auditorium Building in Canton was rented by the Executive Committee for the three days (February 27, 28, March 1, 1906) for holding their sessions and for exhibits. This fine building is ideal for their purpose. The sessions will be held in the Auditorium. The banquet will be given in that part of the auditorium known as the "Pit," already made famous by banquets attended by celebrated men of the United States. The auditorium is surrounded with rooms admirably adapted to exhibits by jobbers and manufacturers. The association will rent space in these rooms to exhibitors at reasonable rates. The committee believes that this arrangement can be made entirely satisfactory and profitable to both the retail merchant and the exhibitor, and at the same time overcome features that have heretofore been very unsatisfactory to all parties concerned. At 7.30 a joint session was held with a committee of Canton citizens, headed by J. B. Brothers, of the Canton Hardware Co. The Canton committee is deeply interested in the coming convention and proposes to sustain Canton's reputation for hospitality. Our members have every reason to look forward with great pleasure to the Canton Convention.

A DISTINCTLY AMERICAN IDEA.

After November 1st. "Charities" of New York, and "The Commons" of Chicago, will be merged. The combined weekly journal is a distinctly American idea—more or less of a co-operative undertaking among those who know conditions first hand and are shouldering such movements as housing the child labor reform, the prevention of tuberculosis, and the social utilization of public schools. The editorship will be in the hands of Edward T. Devine, of New York, and Graham Taylor, of Chicago. While neither periodical has heretofore gained a general circulation they have been read to a remarkable degree by editors, teachers, public officials, the executive officers of organizations, and others who get at public opinion of the community.

To develop this educational work along national lines, a publication committee has been organized with Robert W. deForest, former Tenement House Commissioner of New York, as chairman, and including Jane Adams and Margaret Dreier Robins of Chicago; Jacob A. Riis, Frank Tucker and Robert S. Brewster of New York; Daniel C. Gilman, Baltimore; Robert Treat Paine, Arthur E. Estabrook, Joseph Lee and John Moors of Boston; Simon E. Patten, Philadelphia; and S. N. Woodward, Washington.

VARIETIES OF INSURANCE.

"Many persons have perforce been compelled to read facts about insurance companies recently," said a general agent, "but I'll venture to say that not more than one person out of ten thousand fully realizes even faintly the astounding spread of the principle of assurance. The ordinary person knows only the life and fire lines which directly concern him, while the ordinary business man may be aware of the existence of other lines such as plate glass insurance, etc.

"Now, if there's anything in the sphere of human activities that is not covered by insurance it is because that object has been overlooked by the insurance promoter. Very soon I expect that insurance companies will write airship and submarine insurance in the interest of foolhardy aeronauts and inventors. Here's a list of lines now in existence that should prove a revelation:

"Fire, life, safe, rents, patent, marine, tornado, theft, credit, plate glass, transportation, tourists' baggage, accident, burglary, sprinkler, lightning, bank and messenger robbery, tailors and furniture floaters, postal, elevator, casualty, flywheel, automobile, physicians' and druggists' liability, travelers' samples, fidelity, official, guaranteed attorney's department, contract, judicial and court bonds, teams, help, leaseholds, contingent steam boiler, landlords' liability, use and occupancy, employers' liability, workmen's collective, liquor dealers' license, general liability, hold-up and bank account insurance.

"So you see," concluded the insurance agent, "if you have money enough to pay premiums you can practically cheat the decrees of fate."—*New York Herald.*

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REVIEW OF THE MARKETS.

WIRE NAILS.—The buyers have been fearful of future delay in shipment of orders as heavy specifications were sent the mills during the month of October, and the trade have been urgent for greater promptness in delivery. The market has been noted for its firmness. Quotations are as follows: f. o. b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

Carloads to jobbers	$1.80
Carload lots to retailers	1.85

New York. The demand does not seem to slacken in any way, but continues in a very encouraging manner. Greater difficulty seems to affect the average stock as the demand has made it difficult to keep up the assortment. The large orders given by the jobbers, previous to advancing conditions, create an amount of competition unlooked for. Quotations for small lots from store are $2.00 to $2.05 base.

CUT NAILS.—The recent meeting of the Cut Nail Association developed the fact that some manufacturers were disinclined to sell their product as low as the present quotations, advanced cost of raw material leaving too little margin of profit in the face of good demand. This, it is anticipated, will affect the market favorably. Quotations are as follows: $1.65, base, for carload lots, f. o. b. Pittsburgh. Iron Cut Nails for delivery at Pittsburgh, Buffalo and all points west of these cities are held at $1.75 base, in carload lots.

New York. On account of a good demand there is considerable difficulty in jobbers keeping stock well assorted. The action of some manufacturers at the recent meeting keeps the prices for small lots from store without change, regular quotations for which are on a basis of $1.90.

BARB WIRE.—Business in Barb Wire is still active and the demand is considered fair for the season. Prices continue firm and unchanged. Quotations are as follows, f. o. b. Pittsburgh, 60 days, or 2 per cent. discount for cash in ten days:

	Painted.	Galv.
Jobbers, carload lots	$1.95	$2.25
Retailers, carload lots	2.00	2.30
Retailers, less than carload lots	2.10	2.40

SMOOTH FENCE WIRE.—Orders have been entered on mill books for the wants of November and December, fully up to capacity. The specifications on orders being filled according to contract, giving the mills ample work to fill in addition. Quotations are as follows, f. o. b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.65
Retailers, carloads	1.70

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

SCREEN WIRE CLOTH.—Prices have been announced by the manufacturers which are virtually the same as those prevailing last year except on Regular Painted 12 mesh cloth, which is quoted 10 cents less than last year.

WIRE CLOTH HARDWARE GRADES.—Conferences among manufacturers have been held, which have resulted in an agreement to maintain same prices on Hardware grades of Wire Cloth as have been had during the past year, manufacturers conservatively declining to make advances, although higher prices were being quoted for raw material.

POULTRY NETTING.—The quotations now announced on Poultry Netting are somewhat higher than opened the last season. There has been a large and active business done hitherto in anticipation of this advance. The market is represented by a quotation of discount 80 and 10 on Netting that is galvanized before weaving, and 80 and 5 on the Netting galvanized after weaving. This has a tendency to make ruling quotations about 7½ or 10 per cent. higher than during the past season.

SPRING HINGES.—After conference between the manufacturers of this leading specialty, quotations have assumed a satisfactory basis, although the prices agreed upon are in a marked degree lower than prevailed last year. Under present conditions the retailer buying in fair quantities will doubtless be able to purchase Cast Holdback Hinges at from $6.50 to $7.00, while those made from Sheet Steel may be obtained for 25 cents less per gross.

WEDGES, ETC.—An advance of about 20 cents per hundred pounds has been made in the price of Wedges. A quotation of 2½ to 2¾ cents per pound will represent the market for Wedges in ordinary lots.

HEAVY HAMMERS.—The low prices prevailing on Heavy Hammers and Sledges for some time have terminated, and the manufacturers unite in quoting prices materially higher. In a general way the market is represented by discounts of 80 and 10 and 10 to 80 and 10 and 10 and 10 on the Heavy Hammers, and 80 and 10 to 80 and 10 and 10 on the Light Hammers, with an additional discount to the jobbing trade.

ROPE.—The following prices may be said to represent the market:

	Cents per pound.
Pure Manila, 7-16 and larger	12½
B quality Manila	11½
Pure Sisal, 7-16 and larger	9½
No. 2 Sisal, 7-16 and larger	8

LINSEED OIL.—The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....43 cents per gallon.
In lots of 5 barrels or more.....42 cents per gallon.

The "American" brand for respective quantities, 2 cents per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil.....60 cents per gallon.

THE ALBANY TRADE.

The fine weather that has prevailed of late has been favorable for business, enabling people from the outlying districts to come to market, thus helping to a great degree the dealers in both city and country. The excellent crops that have been harvested and are now being converted into cash provides means for the farmers to expend with the merchants. Everything connected with business seems to be in a very satisfactory condition in our territory. While possibly there is not the rush that we reported a month ago, yet there is a steady trade that appears to have come to stay. The holidays being near at hand will stimulate business in the direction of goods that are used largely for presents, this item now being a prominent feature with the Hardware dealer. The coming National Convention at Washington interests the jobbers very generally throughout the country and undoubtedly a large representation will be present and the usual good results will be realized by those whose business permits them to attend. The strength of the market on leading goods is very noticeable and this, together with the good trade reported, makes the situation profitable for most dealers, and the hope and probability is that the year 1905 will round up with the best results that have been reached in several years.

ALBANY HARDWARE & IRON CO.,
Chas. H. Turner, Pres't.

THE PHILADELPHIA TRADE.

The delightful Fall weather which we have had for so long is most enjoyable for living purposes, but is not conducive to an increased business, and from some sections we occasionally hear a word of complaint that trade is not altogether what it should be. These reports, however, are far between in number and most exceptional, as on the whole, the volume of business is in excess of last year, and as 1904 was largely a record breaker, there is no reason to complain of 1905. This moderate weather has lasted so long that we are now probably on the eve of a change, and as purchases of Winter goods have been somewhat delayed, there is every reason to expect a strong demand will set in for them immediately upon the advent of a lower temperature, and if such is the case there will probably be some difficulty in filling orders promptly, as manufacturers are now, in

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many cases, behind on their orders and considerable delay is experienced in getting goods. With an advance in the market on raw material and heavy goods and with prospects of perhaps higher prices for material in the early half of 1906, the market is naturally strong and there is an evident tendency to advance prices on many lines. This feeling is wisely held well in check and manufacturers are apparently disposed to pursue a conservative course, and this, of course, makes a safe and satisfactory business. The market can, therefore, be described as in a promising and excellent condition, as there is entire absence of speculative buying and the goods bought are going directly into consumption. Biddle Hardware Co.

THE CLEVELAND TRADE.

The spirit of optimism is almost universal. It strains the imagination, if attempt is made to find cause for any opposition. Trade is good and the outlook excellent. Reform seems to be in the air, and resolutions to be good are encouraged by the sad plight of those who have neglected to be so. The intense ambition to be rich, with the vastly improved opportunities, have found the ethical standard too weak to bear the strain. Probably human history has never before furnished such temptations, unless it was that furnished by the devil on the mountain, and doubt about his ability to fulfill his promise may have modified the strength of that, while in our own time the funds are in the hands of the tempted to reward themselves. Legislation might have protected from such strong incentives to steal. If, as Dean Richmond says, "Every man has his price," Legislature might add the fear of the penitentiary to make the price high, but we may anticipate a forward movement in the next century, as we have the most magnetic leader the world has ever seen, who makes the ethical the basis of his action, and the spirit of such a leader is "contagious," so we have a right to be optimistic. October has been a record month for business, surpassing any October in thirty years.

The Lockwood-Taylor Hardware Co.

THE PITTSBURGH TRADE.

October proved to be the best month of the year compared with the corresponding months of 1904. Trade has taken on more of the snap of good times. Retailers are in much better spirits and willing to buy more freely than for some time past. There has been very large sale for all kinds of stoves this Fall. The demand is especially heavy in Gas Heating Stoves, which are now made in beautiful designs and very economical of fuel. A large terminal warehouse enterprise is nearly ready for tenants in Pittsburgh. Some forty warehouses are in the block equipped with every facility for receiving and shipping. The cost is said to be about four million dollars, so that rents cannot be low, but it is expected the saving to tenants in the way of hauling, heat, light, power and insurance will compensate. The location on the south side of Monongahela River is new for merchandising, but some of our best merchants have decided to make the venture and have taken up a number of the warehouses. Interest centers in the Hardware Convention of next week in Washington, where it is hoped much that is helpful to each other will be interchanged by the assembled merchants and manufacturers. Logan-Gregg Hardware Co.

THE SAN FRANCISCO TRADE.

The trade showing for the Pacific coast territory the past fortnight was most excellent and better than for some time. As long as buyers are scrambling over each other to buy the products of this territory, as they are in other sections of the country where the primal products are wool, cotton, wheat and corn, the iron and steel mills of the land will be taxed to their fullest capacity to fill the orders sent in to them, and our coke and coal industries will be worked to their limit for fuel, and good times will continue.

State Organizer F. B. Dickson of the California State Retail Hardware Association, said: "In company with Mr. Richards of the Studbaker Bros. Co., of Sacramento and Charles A. Rickets of the Sacramento Implement Company, I recently travelled the rich country in which Sacramento is located and found it half as big as my old state of Maine. Every Hardware firm in the country signed a petition declaring themselves in favor of the organization and before I got through with the country, a meeting of Hardware and implement dealers was held, a chapter of the State organization formed, and officers elected. Mr. Kimborough, of Sacramento, one of the oldest Hardware men in the state was elected president. He is a man of sound judgment, and the chapter surely made no mistake and by following his ideas will surely accomplish much good. Mr. Rickets was elected secretary. He is an untiring worker and one who has had great experience in the position of secretary. An excellent committee of three was appointed with Mr. Neubert, of Courtland as chairman. I enrolled many members of the Pacific Retail Hardware Association, to whose territory Sacramento belongs."

So far as manufacturers are concerned, demoralization is the word descriptive of the local market relating to the price of sash weights. The maintained price to contractors is now $25 per ton, a reduction from $30. One manufacturer went so far as to offer sash weights to contractors at $20 per ton at the foundry, but after a day or two trial prices were advanced to $22.50. This had a tendency to stir things up considerably among the builder's Hardware dealers who are firm in their stand in maintaining the $25 rate, claiming that they do not care for the business at lower prices and that the cheap weights are so irregular in weight that their stocks of uniform weights are cheaper at the maintained price, after taking into consideration the cost of handling the cut rate goods.

The California State Retail Hardware Dealers' Association has written the Postmaster-General protesting against the order recently promulgated by the Fourth Assistant Postmaster-General, in which all rural mail routes are to be designated by numbers, as such ruling will act solely in the interests of the Catalogue and Mail Order houses, and is certainly against the interests of all retail merchants and dealers. The effect of this ruling provides what is virtually a directory of every one receiving mail on such routes, and, whereas, it is against the rules of the Post Office Department to provide names and addresses of persons receiving mail on such routes, as by numbering the rural mail boxes all that is necessary is to have a memorandum of the number of houses served on each route, which can be easily obtained. We therefore most respectfully urge upon you, in the interests of the thousands of retail merchants and dealers of the country, that this matter be given your prompt and careful consideration, as such an order is inimical to their interests and can certainly benefit no one but the Catalogue House, and we earnestly request that it be rescinded.

Travelers report that a wire nail factory recently established at Vancouver, B. C., and operated by electric power, ships the raw product from England, and orders are coming in so fast that the plant is run to capacity. A shipment of two carloads went East last month; the Shaw Crucible Steel Company, of Hoquiam, Wash., has been incorporated for $100,000 by W. J. Shaw, J. A. Ringold, S. P. Wels and A. R. Witharn, of Cincinnati, to extract iron from the black sands of the ocean beach; Copper & Lead Smelting Company has been incorporated at Seattle for $5,000,000, by L. E. and L. T. Mathis, of Chicago, and H. A. Noble, of Seattle; Packard & Smith have bought the agricultural implement stock of the Crawford-Marshall Company, at Vancouver, Wash.; the Shaw Crucible Company is arranging to erect a steel plant at Damon's Point, Chehalis County, Wash., where black sands or magnetic oxides are found; the recent Portland, Ore., fire caused an $18,000 loss to the Air Tight Stove Mfg. Co., partly insured, and $200 loss to the Miners' Multnomah Machine Works, fully insured; the Excelsior Carbide & Gas Machine Co. will move its Spokane carbide machine manufacturing plant to Bellingham, Ore., and will build a carbide factory at the latter place; recent fire at Connell, Wash., the Connell Hardware Company loss was $20,000; insurance, $5,500, and that the company is rebuilding; C. C. Combes is erecting a store building at Lima, Wash., to be occupied by E. L. Minard & Co.'s Hardware and Stove stock; the Safety Latch Company has been incorporated with headquarters at Seattle, for $150,000, by Charles Sherman; the Moxie Hardware Company has succeeded Lonquet & Abeling, Hardware, at North Yakima, Wash.; Anderson & Lusby



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LET ME DO YOUR COOKING



Why worry, watch and fret over a hot stove when you can put your meat, vegetables, custards — in short, the whole meal for the whole family, into my ample shelves and cook it, as food never was or can be cooked in any other way over ONE BURNER of stove, range, gas, gasoline or oil stove?

I come in both round and square shapes both kinds have whistles.

Prices $2.00 $2.50, $3.00, $4.50 up.

No watching; no basting; nothing overdone nor underdone; I am the

IDEAL

Combination Steam Cooker and Baker

made of heavy tin *or copper*, with ALL COPPER, seamless drawn tank; seamless top. No sharp corners on me to catch the clothing or hands or to retain grease and dirt. I BLOW MY WHISTLE 20 minutes before water needs replenishing; never go on a strike or talk back. I CUT THE COST OF FUEL and WORK IN HALF, save time and wear and tear on your temper and vocabulary. I hold 12 one quart cans in canning fruit. Write right now for

FREE BOOK---48 Pages

It tells you all about me Gives full details: letters from people all over the land who would not do without me for ten times what I cost.

TOLEDO OOOKER CO. DESK T TOLEDO, OHIO

AGENTS WANTED

☞ This ad. will appear in all the leading ladies' journals and magazines during the next three months, and will create orders upon the dealers.

Steam Cookers Direct From the Factory

Why deal with middlemen when you can buy your steam cookers direct from the

Largest Steam Cooker Factory in the World?

Our experience covers over twenty years in the manufacture of the famous

Ideal Steam Combination Cookers and Bakers

THESE are the **only cookers in the world made absolutely perfect**, with both round and square shapes having whistles. **They cook an entire meal over one burner of any stove;** reduce fuel bills nearly one-half. Meats are made savory and tender; vegetables retain their natural flavor. Hold twelve one-quart jars in canning fruit. Seamless dome tops and copper tank bottoms.



"This is the Cooker with the whistle that calls the Cook and is the Cook's delight."

Send for our handsomely illustrated catalogue and compare our cookers and prices with others, you will place your orders with us. We can make prompt shipments at all times.

Mr. Dealer

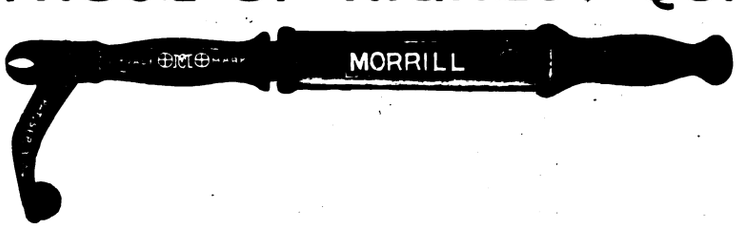
Do you know there's a demand for a good steam cooker which you should supply? **Ideal Steam Cookers** are advertised thoroughly in all the national publications from Ladies' Home Journal down. Get our proposition, it means profits—**Dollars**—to you. Our lines are complete. We make all good kinds; Square (with whistles), Round (with whistles), in all desirable sizes, at all prices.

The Toledo Cooker Company,

1325-1335 Bancroft Street, Toledo, Ohio.

ALSO BATH CABINETS AND BLUE FLAME OIL STOVES

THE BEST AND CHEAPEST GOODS ARE THOSE OF HIGHEST QUALITY



BEST BECAUSE THEY DO THEIR WORK IN THE MOST PERFECT MANNER.

CHEAPEST BECAUSE THEY SELL THEMSELVES.
THERE ARE NO COMPLAINTS.
THERE ARE NO LOST CUSTOMERS.
NO IMPERFECT GOODS RETURNED.
NO LOST TIME OR EXTRA POSTAGE IN ADJUSTING DISPUTES.

A FIXED AND GREATER PROFIT

IS ASSURED TO THE MERCHANT WHO HANDLES THE BEST GOODS.

WE MAKE ONLY THE BEST OF GOODS.

CHAS. MORRILL, 279 BROADWAY, NEW YORK

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have succeeded R. F. Anderson & Co., Hardware, at New Westminster, B. C.; the Taylor Hardware Company has bought Opp & Davis' Hardware and Implement store at Weiser, Idaho; A. A. Miller has succeeded W. H. Kellar & Co., Implements, at Rockford, Wash., and J. H. Hartshorn, lumber merchant, at Enterprise, Oregon, is adding a full line of Hardware.

INDUSTRIAL PRESS ASSOCIATION.

MINNEAPOLIS PROGRESSING.

There is nothing new that we can write you of the situation in this territory, excepting that we imagine our competitors in the city here must be exceedingly busy, as we have been practically out of business now for four weeks on account of our fire. Having not succeeded in getting adjustment of our loss yet, although we hope it will not be long before this will be accomplished. We have found that being fully insured for enough to cover the loss does not necessarily mean that we receive enough from the Insurance Co. to pay the actual loss, to say nothing about the loss through interruption of business. We are doing business in a small store near our former location and we hope within the next sixty days we shall be back in the old quarters. Practically nothing can be done until the Insurance matter is adjusted, so the goods can be moved to give the contractor a chance to do his work.

W. K. MORISON & CO.

THE OMAHA TRADE.

As to the prospects and promises of trade in our territory, we can say that from our standpoint, at least, they look very flattering, indeed, especially for the Winter trade and the early Spring trade. Business at this time is heavier than we have previously had at this season of the year, and prospects are for it to continue right on at the same rapid gait. Recent inquiries sent to our traveling men as well as to a number of our customers bring answers that indicate that the outlook from the retailer's point of view, covering almost all parts of the West, is that a very large volume of business will undoubtedly be placed by the consumers. This condition is doubtless aided by the large crops which have been gathered all through this section of the country, and the favorable prices which are being received for them. Since the early part of this year there has been an unusually large demand for all grades of Builders' Hardware throughout our territory. This demand also will doubtless continue well into the Winter or until cold weather stops operations. Taken as a whole, we can see no reason why 1905 should not wind up with a record breaking volume of trade.

WRIGHT & WILHELMY CO.

RECENT TRADE PUBLICATIONS.

THE FULTON MACHINE & VISE COMPANY, Lowville, N. Y., have sent us an envelope size catalogue, descriptive of their patent Vises adapted to machinists, locomotive works, structural iron builders, carriage manufacturers, guns, sewing machine, furniture manufacturers, jewelers and mechanics generally. They state, "These Vises are made from the best grade of iron, with tool steel pieces firmly welded to the face of the jaws." They guarantee the finish and workmanship of these vises to be the equal of any now upon the market. A Price List of Extra Parts is given which, with the descriptive matter and cuts contained in the pamphlet, will be found useful to those interested in this line. A circular regarding Slab and Edger Barkers is sent with the catalogue.

J. L. MORRIS STOVE REPAIR CO., Chicago, Ill., have just issued a catalogue of Stove Repairs, which contains descriptions and illustrations of the various parts of cooking and heating stoves, ranges and grates. Every stove is plainly marked with the name of the stove, name and address of the manufacturers, date of patent, and the parts are usually designated by some number, letters or characters that will facilitate the identification of same at the factories. The J. L. Morris Company publish separate catalogues of Hardware Dealers' Specialties and Windsor Steel Alloy Furnaces and heaters and they will gladly mail to the trade either or both of these, together with their best trade discounts or dealers' net price lists.

THE STEWARD & ROMAINE MFG. CO. and Philadelphia Expansion Bolt Works, Philadelphia, Pa., have recently published a very attractive catalogue shoying numerous cuts and giving complete descriptions of their Expansion Bolts, Toggle Bolts, Star Drills, etc., which will prove useful and instructive to those giving same careful perusal. They state: "Established since 1880 we are the largest manufacturers of these specialties in the world. Our products have always maintained a high reputation for quality and finish, and with our ample facilities we shall be able to meet the growing demand and thus justify the favors bestowed on us in the past." If you have not received a copy of this booklet the manufacturers will be glad to send you one on request. Ask for Catalogue No. 25.

THE R. E. CHAPIN MFG. WORKS, Batavia, N. Y., manufacturers of Galvanized Iron Specialties, are the authors of an exceedingly attractive catalogue, a copy of which has been sent to us. They state in introducing the same, "This catalogue has been designed for the purpose of giving the trade a clear and accurate description of the Galvanized Oil Cans and Tanks manufactured by us. We enjoy the distinction of being the pioneer manufacturers of Galvanized Oil Cans, and the attendant knowledge resultant from past experience has given us a prestige in this line not enjoyed by any of our competitors. Our work is thoroughly tested before leaving the factory and we employ skilled labor only."

The catalogue is printed in red ink on excellent paper, is very well arranged, and contains a number of illustrations. If you are interested send for one.

THE PITTSBURGH TOOL AND DROP FORGE CO., Cheswick, Pa., have recently published their new catalogue and price list of Railroad, Track, Contractors' and Miners' Tools. In commending the "Cheswick" Solid Steel Tools to the reader's consideration, they state: "You have our guarantee of their worthiness, and we will replace, free of any expense to you, any tools proving defective." The catalogue contains numerous illustrations of Axes, Augers, Bars, Chisels, Drills, Hammers, Jacks, Mattocks, Mauls, Sledges and Wedges, and many other kinds of steel tools, and prices are quoted on same. For further information write for catalogue.

THE LANSING WHEELBARROW COMPANY, Lansing, Mich., manufacturers of Wheelbarrows, Warehouse Trucks, Steel Scrapers, Hand Carts, Fence Machines, Horse Pokes, Hods, Skids, Rubber-Tired Wheels, etc., are presenting to the trade their new catalogue and price list, which is a very comprehensive production, carefully prepared and arranged, containing very full descriptions and over two hundred illustrations of these goods. They state that when the company was organized in 1881 they manufactured but three styles of wheelbarrows, and the fact that they are now the largest manufacturers in this line in the country is undisputed evidence of the excellent quality of their goods. Inserted in the catalogue is a folder showing panoramic views of part of the extensive lumber yards and plants now owned by the Lansing company, bearing proof that "a growth based on honest endeavor to produce quality, to emphasize the good, to avoid error, is permanent and carries within itself an impetus for continual advancement." If you are not already in possession of one of these very interesting books write for catalogue No. 8, and one will be gladly sent on request.

HOW TO USE THE POCKET CARD INDEX ADVANTAGEOUSLY.

"The salesman can save himself considerable leg-wear," says a writer in the *Business Man's Magazine*, "by systematically routing up his calls in each town. Most salesmen do this mentally, or from a kind of force of habit. But it's better to get it down on paper somehow and leave your head free to inculcate new ideas. That's what it's for, and not for indiscriminate storage purposes. There is manufactured and put on the market by some thoughtful genius a pocket card index device that strikes me as an excellent thing for this purpose. A small file of cards is carried in a convenient pocketbook and the cards are transferable to another file which is carried in the grip.

"The names of all the firms you call on should be entered on these cards in ink by regular routes so that your calls can be made one after the other in regular order and you know just when you are done. Space could be left after each firm name in which you enter little memorandums in pencil, before you start out, if there is anything in particular that you want to speak about or take up, or as a record of the call after it is made. This little data which you can put down at odd moments while you are waiting for a buyer or when on the street car going from one customer to another, will free your mind of a lot of trifles that need to be remembered for various reasons, and fix you so that you can fill out your report sheets almost without mental effort after the day's calls are made.

"These little jottings, if allowed to remain until they are replaced by the record of the next call, will bring to mind many a little item that may be made use of in making the next call effective in business getting. Then if a member of the firm should ask questions about a customer on whom you had called the cards would be very likely to give the answer."

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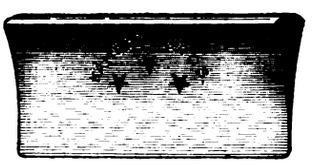
The Star Safety Razor

BEST IN THE WORLD

PRICE $1.50

THE SECRET OF OUR SUCCESS

STRICTLY HAND-FORGED
AND CONCAVED BLADES



WE PROTECT

YOUR PROFITS

We license the sale and use of Star Safety Razors and Supplies only when sold to the public at a price not less than the retail prices as printed in our catalogue. Any violation of this license is infringing our letters patents of the United States.

We are well fortified with authority from the United States Courts, and are in a position to enforce our license and regulate the selling price on our products.

Write for copy of United States Circuit Court of Appeals decision.





Our Advertising Department

works WITH and FOR you. Realizing that the average merchant has frequently no time to prepare advertisements for display in his local newspaper, and being anxious to assist the TRADE in every way possible, we have originated some advertisements ourselves, featuring Star Safety Razors and Supplies.

Our electros are mortised, thus allowing space for name and address. These advertisements are striking in design and bound to produce results. They will surely prove their efficiency and "pulling" powers in your local newspaper, and will be furnished on application—our only exaction being consignee to defray express charges, which are moderate.

STAR SAFETY RAZORS MOVE ALL THE TIME AND INVARIABLY SATISFIES THE CUSTOMER

Mail us your holiday orders early to insure prompt delivery.

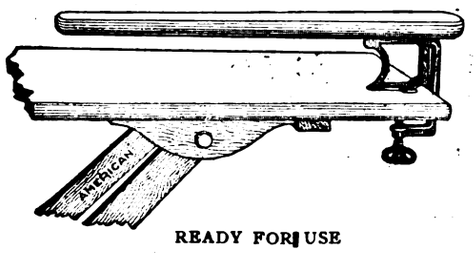
KAMPFE BROTHERS

8-12 READE STREET MANUFACTURERS NEW YORK, U. S. A.

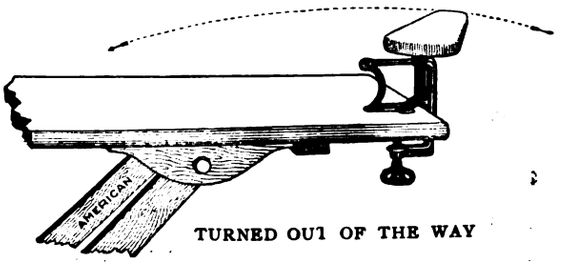
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Yankee Notion Sleeve Board

PATENT APPLIED FOR



READY FOR USE



TURNED OUT OF THE WAY

THE BEST YET

We present herewith an improvement on any Sleeve Board yet produced. Reference to the cuts will show how easily it is turned out of the way when not in use. By disposing of it in this manner there is no danger of its falling down and hitting the person ironing; it also gives the use of the entire length of the ironing table to which it is attached, as it is so low down when turned back that the elbow of the operator will not hit it, and ironing can be done right up to the clamp.

The entire clamp and support for the YANKEE NOTION SLEEVE BOARD is made from MALLEABLE IRON and cannot break. The thumb screw for attaching to the Ironing Table has cut threads which make it work easily and smoothly.

The YANKEE NOTION SLEEVE BOARD will be an easy seller, as every woman who sees it will see its advantages over all others. We furnish the *tops* of these boards either plain or covered.

MADE BY THE

American Manufacturing & Novelty Co., Erie, Pa.

Manufacturers of "Good Wood Goods" **Household Wooden Ware** **Lawn Furniture** **Ladders**

TRIBULATIONS OF CONSULS.

EXTENT AND VARIETY OF DEMANDS MADE.

In the following report Consul Halstead, of Birmingham, England, conveys an idea of the multiplicity of demands that are constantly being made upon consuls. He writes:

There are no severer critics of American export work than those Americans resident in England who have acquired through rough experience a knowledge of what is necessary in the conduct of business here when handling articles of American manufacture. Unfortunately their criticisms, while vigorous, are not of the assistance they should be to American manufacturers who wish to sell goods here, because it seems natural to the man who stays at home to believe that those who, with experience, oppose his inexperienced views as to the method of conducting a foreign business have become alienated.

It may be of interest to report what an American of the "hustling" type, who has had a number of years' experience in Great Britain, largely devoted, and often successfully, to the introduction of American articles, wrote me in reply to my inquiry as to whether he wished additional agencies for American goods. Naturally, I am anxious to be in touch with Americans of this type, for I am often at my wits' end as to where I can refer some of the many inquiries which Americans send me. In nearly every case I know when American manufacturers write me they wish to have certain articles put on the English market, there would be a profitable sale for them in this country if proper methods for their introduction were employed. I know also that if I write to a merchant or dealer in the line regarding an American manufacturer's desire to do business here there will be correspondence on the subject between the firms, but feel quite certain, at the same time, that the ideas of the American and Englishman as to how the matter should be arranged will probably differ so greatly that they cannot come to terms.



We Help Dealers Sell Blount Door Checks

TO push a line or not to push a line—that's the question. It's often decided in the negative because the Dealer has not time to study up plans—no time to mould the shot. In selling Yale & Towne Blount Door Checks, we furnish the AMMUNITION—booklets, blotters, folders, seals, envelopes, display cards, and a crisp little story called "The Peacemakers"—most of them imprinted with your name and address.

We lay the plans—a little booklet, "Suggestions for Selling" tells just WHAT to do and HOW to do it. YOUR part is to pull the trigger.

We help you ADVERTISE in newspapers too—send you electrotypes of advertisements that SELL goods—or write you special advertisements if you wish—furnish you street car cards, etc. All this is FREE if you write and ask for it.

The Yale & Towne Mfg. Co., 9-15 Murray St., New York



Patent Clipper Grinder

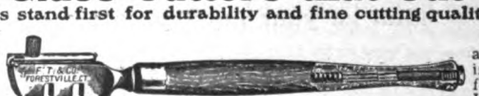
For sharpening Horse and Barbers' Clippers, Meat Choppers, Dies, Chisels. Send for catalog and price to

JOHN VAN BENSCHOTEN
200 Catherine St.
Poughkeepsie, N. Y.

Glass Cutters that Cut

Ours stand first for durability and fine cutting qualities

Note our patent Interchangeable feature.



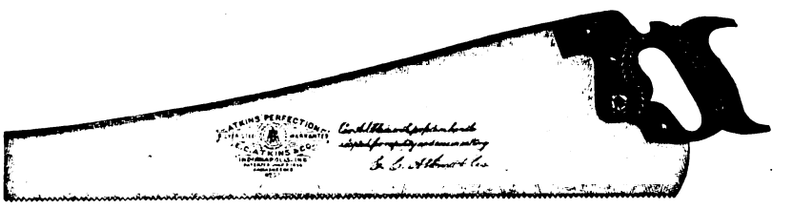
Extra cutter wheels are placed in handle instead of tube. Send for catalog. Mention HARDWARE.

The Favorite

FLETCHER, TERRY & CO., Forestville, Conn., U. S. A.

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Your Responsibility



In the relation of seller to user is an important one. Your customer is probably your neighbor and friend and he looks to you for goods that are right. He expects you to give him his money's worth. When you handle the **Atkins Celebrated Silver Steel Saws** you feel secure in the knowledge that you are selling the finest goods it is possible to obtain in the Saw line. Are you selling them? If not, NOW is a good time to make a change for the better.

Write for Catalog and Discounts.

E. C. ATKINS & CO.

LEADING SAW & TOOL MANUFACTURERS

EASTERN BRANCH:
64 READE ST., NEW YORK CITY.

INDIANAPOLIS, IND.

"Perfect" Ice Creeper

THOROUGHLY GOOD.

Made of Cold Rolled Steel Galvanized, Spikes made of Hardened Steel.

Fastened to the Shoe with Automatic Adjusting Web. NO RUBBER OR ELASTIC

POSITIVELY BEST CREEPER MADE.

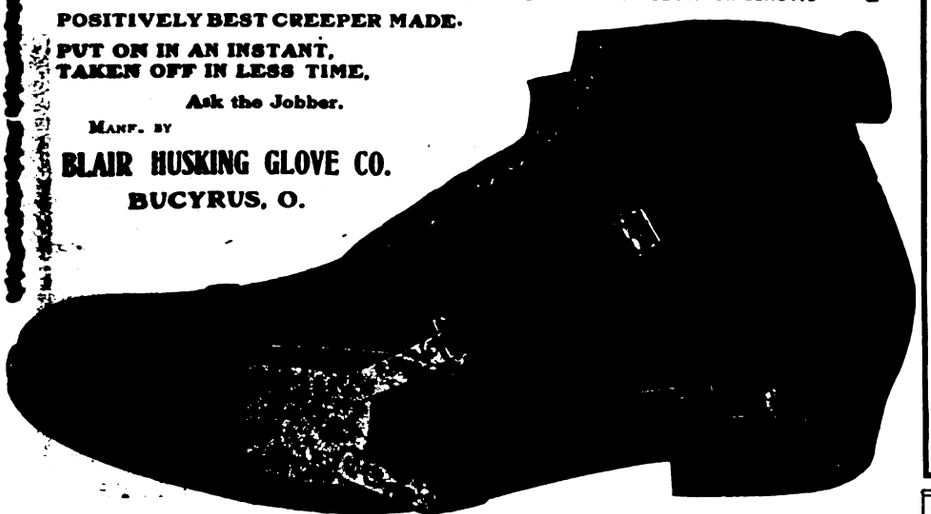
PUT ON IN AN INSTANT, TAKEN OFF IN LESS TIME.

Ask the Jobber.

MANF. BY

BLAIR HUSKING GLOVE CO.

BUCYRUS, O.



The Latest & The Best

No. 602 "Napanoch" Pocket Knife Tool Kit.

Most Useful Pocket Knife Combination.

Made in America by Skilled American Mechanics.



WARRANTED.

Leather Pocket Book 4½ ins. Long x 3¼ ins. wide.

Pocket Knife, File, Saw, Chisel, Screw Driver and Reamer.

Send for Circulars and Prices.

J. ULERY, 9 Warren St., N. Y.

Herewith Our Factory Brands

"NEVER-BREAK"

Being our Standing Guarantee of Uniform Quality, Style and Finish.

"NEVER-BREAK"

Steel Spiders,	Garden Trowels,
Griddles,	Post Hole Diggers,
Kettles,	Fence Posts,
Maslins,	Hook Plates,
Scotch Bowls,	Felloe Plates.

"NEVER-BREAK" Shovels, Spades and Scoops,
"NATIONAL" Shovels, Spades and Scoops,
"BUCKEYE" Shovels, Spades and Scoops,
"MOHAWK" Shovels, Spades and Scoops,
"KNOX-ALL" Extra Heavy Railroad Shovels,
"ALASKA" Steel Snow Shovels,
"TROPIC" Ash or Furnace Shovels,
"KLONDYKE" Sidewalk Cleaners,
"SOLID-STEEL" Sidewalk Cleaners.

CATALOGUE

THE AVERY STAMPING CO., Cleveland, Ohio.

Sole Mfrs. "NEVER-BREAK" Wares



PUT A BOY IN YOUR WINDOW,

some lively trade day, giving demonstrations of the usefulness of



SCHOFIELD'S ACME DUST PANS

You will be gratified with the number of sales it will make, beside the attention it will direct to your store.

Schofield's Acme Dust Pan saves women the back breaking stoop necessary with the ordinary pan. It can be pressed so tightly to the floor that every particle of dust is taken up. When raised the dust drops in the pocket allowing its removal without spilling. Being made of steel it will outwear 10 ordinary pans.

Retails for 25c.

Discounts, samples, free on request.

P.S.—Better have 2 or 3 doz. Acmes on hand before you try this trade promotor. It pulls the quarters pretty lively.

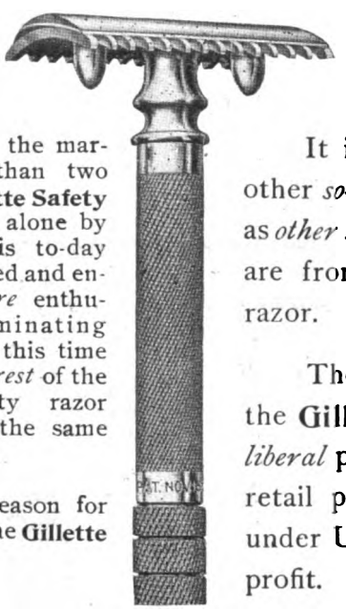
SCHOFIELD & CO., - Freeport, Ill.

Mfrs. of Economy Ovens—Steel Runner Attachments, Schofield's Hand and Foot Power Grinders.

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The Gillette Safety Razor--

Has the FIRST, and only NEW idea in RAZOR BLADES for OVER FOUR HUNDRED YEARS



Exact Size Complete Razor.

Although on the market for less than two years, the **Gillette Safety Razor,** judging alone by actual sales, is to-day used, appreciated and endorsed by *more* enthusiastic, discriminating shavers during this time than *all* of *the rest* of the so-called safety razor purchasers in the same period.

There is a reason for the success of the **Gillette Safety Razor.**

It is as *different* from other *so-called* safety razors as *other so-called* safety razors are from the old-fashioned razor.

The dealer who handles the **Gillette Razor** makes *liberal* profits, for the fixed retail price of $5.00 for a set *is*, and *will* be *maintained* under U. S. Patent laws, thus assuring every dealer a full profit.



The blades are as thin as paper, as hard as flint, as tough and flexible as whalebone.

The Gillette Safety Razor is made by *automatic machinery insuring perfection* and *uniformity* in every detail and a never varying quality which is so often found in the old-fashioned hand-make razors and blades.

The Gillette's Advantages

Our manufacturing facilities have been increased recently to meet the enormous and growing demand for the **Gillette Razor,** and this demand proves that it will certainly pay YOU to investigate at once the many advantages that are now offered in handling this phenomenal shaving device which is the talk of the civilized world.

Remember -- The Gillette while having *many imitations*, has no direct competitor, *is in a class by itself*, is here to stay, and its patents will be fully protected and all infringements on its rights will be prosecuted.

TWELVE BLADES.



TWENTY-FOUR SHARP EDGES

A Paying Proposition

No shaving proposition to-day offers you the inducements that the Gillette does.

Write to-day for further particulars and do not allow yourself to be persuaded to do otherwise by other *so-called* safety razors that have been put on the market, due solely to the phenomenal success of the **Gillette Safety Razor.**

Gillette Sales Co., 1104 TIMES BUILDING, BROADWAY, NEW YORK CITY.

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Are You A Gillette Safety Razor Dealer?

Then you will receive the benefit of the enormous advertising plans that are now being worked out, embracing Magazine publicity, Signboards, extensive catalog distribution, and in fact, *every known* and *up-to-date* method in the science of advertising.

By our publicity methods we are interesting and appealing to *millions* of shavers *every* month.

We are *spending more money* in *making known* the unique advantages of the **Gillette Safety Razor** than is being spent by all the combined, *so-called* safety razor manufacturers in the country, which benefits every Gillette dealer.

That this advertising is producing the desired results is a fact which we will prove to every **Gillette** dealer to his entire satisfaction.

If you are not selling the GILLETTE SAFETY RAZOR, Get into line, for once in it, means you are there to stay.



The "Gillette" cannot be put together in any way but the right way, and when so put together the blade is concaved and both edges are in the right position in their relation to the guards to be used with absolute safety.



Exact Size Set, Complete.

Greater Profits--- Greater Satisfaction

There are not only greater profits in handling this razor, but greater satisfaction because the **Gillette Safety Razor** is fully guaranteed, is backed by *responsible* and strong financial interests, and the razor itself is already endorsed by several hundred thousand users who are voicing its merits throughout the civilized world.

You see **Gillette** advertisements everywhere, and up-to-date dealers are joining our ranks every day.

Do not delay, but write us *at once* and let us show you evidence of such a nature that will make you regret the delay which for some reason unknown to us, has resulted in your name not being on our list of dealers.

ADDRESS TO DAY.

Gillette Sales Company,

1104 TIMES BUILDING
BROADWAY, NEW YORK CITY.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Amery, Wis.—Hay Brothers Hardware company has been incorporated; capital, $5,000; incorporators, John P. Hay and Ida M. Hay.

Asher, Okla.—The C. C. Chappell Hardware Co. has been incorporated; capital $10,000; directors: C. C. Chappell and Amy E. Chappell of Asher and C. E. Chappell of Elgin, Ill.

Baltimore, Md.—The Automatic Butter-Cutter-and-Ware Company has been incorporated to deal in articles of Hardware, etc., especially automatic butter cutters. The incorporators are C. C. Brown, George R. Crew, Tazewell T. Thomas. The capital stock is $50,000.

Cassody, Kan.—O. S. Reed has engaged in the Hardware business.

Cleveland, O.—The Westside Hardware Company has been incorporated; capital, $25,000. The directors are R. S. Rogers, M. L. Judd, K. Humphrey, Louis Fushel and O. M. Stack.

Coeur d'Alene, Ida.—Brenson & Max are engaging in the Hardware business.

Conde, S. D.—Cowan Bros have engaged in the Hardware business.

Craig, Neb.— W. Meinhold has engaged in the Hardware business.

Endicott, Neb.—G. P. Yatman has engaged in the Hardware business.

Greeley, Neb.—C. W. Doyle has opened a new Hardware store.

Heber, Utah.—The Heber Merc. Co. has been incorporated with a capital of $75,000, and succeeds D. C. Hanks in the Hardware business.

Horseheads, N. Y.—The Thomas Hibbard Company, has been incorporated to deal in Hardware; capital, $9,000; Directors Elmina Hibbard, Alice M. Hibbard, Josephine Edington.

Lawrence, Kans.—Kennedy & Ernest have engaged in the Hardware business.

Lincoln, Neb.— Molony Bros. have engaged in the wholesale cutlery business.

Mt.Clemens, Mich.—The R. U. Ullrich Hardware Co. has been incorporated with a capital of $28,000 to conduct a Hardware, stove, heating, paint and sporting goods business.

New York, N. Y.—B. Rosenberg & Sons has been incorporated to deal in Hardware tools, machinery, etc.; capital, $7,500. Incorporators; Harry P. Barnett and Samuel Rosenberg, Brooklyn.

New York, N. Y.—Parker Process Company has been incorporated to deal in Hardware; capital, $10,000. Directors—W. H. Harrison, New Rochelle; C. R. Wright, F. S. Crosley, New York.

Roseland, Neb.— L. W. Eversman has engaged in the Hardware business.

Rupert, Ida.—F. L. Copening has engaged in the Hardware business.

Salisbury, Md.—The Salisbury Hardware Co. has been incorporated. Capital stock, $50,000. The incorporators are Elijah S. Adkins, James E. Betts, Thomas M. Livingston, Eugene M. Walston and Affria Fooks.

San Angelo, Tex.—The Wylie Hardware Co. has been incorporated; capital stock $32,000. The incorporators are K. Wylie, C. H. Wylie and J. D. Wylie.

Stillwater, Okla.—The Hartenbower-Roberson Co. has been incorporated with a capital of $6,000 to do a Hardware and implement business.

Thorndale, Tex.—Thorndale Hardware Co. has been incorporated. Capital $10,000. Incorporators—T. M. Williams of Rockdale, J. B. Willis of Taylor and Charles Sallar of San Antonio.

Tonkawa, Okla.—The Vickery-Lacy Hardware Company has been incorporated with a capital stock of $10,000; the incorporators are W. M. Vickery, of Blackwell; J. K. Lacy of Newkirk; T. O. Williams and Fred A. Dyson of Tonkawa.

Changes and Improvements.

Anniston, Ala.—The City Hardware Co. has raised its capital stock from $12,000 to $25,000.

Asher, Okla.—The Chappell Hardware Co. has succeeded to the business of Chappell & Woodward.

Basehor, Kan.—Scott & Ellis have been succeeded in the Hardware business by F. M. Darby.

Birmingham, Ala.—The Byrum & Butcher Hardware store building is now being extended to accommodate the growing business of this concern.

Chattanooga, Tenn.—The Tom Fritts Hardware Co. is erecting a large three story brick warehouse, covering a ground space of 210x28 feet.

Chicago, Ill.—The name of the Churchill-Hemenway Co. has been changed to that of the "Churchill Hardware Co."

Cleveland, Ohio.—The Cleveland Hardware Co. has increased its capital stock from $600,000 to $1,000,000.

Climax, Kan.— N. C. Smith has purchased the Hardware store of C. T. Russell.

Clinton, Ind.—G. R. Hopkins has sold his Hardware and implement business to Owen Harlan and George Higgins.

Des Moines, Ia.—Traer-Daniel & Stareley extensive dealers in Hardware and agricultural implements, have sold out to Dawson & Whanel.

Douglas, Neb.—Schoenthall Bros. have sold their Hardware stock to F. H. Beckman.

Elk Rapids, Mich.—F. M. Brett, who has been engaged in the Hardware business for the past year has disposed of his stock to George Carnes of Traverse City, who will continue the business.

Grand Island, Neb.—Lederman Bros. have succeeded to the Hardware business of A. H. Lederman.

Haverhill, Mass. The Hanscom Hardware Co., has purchased the business of G. E. Durgin and will continue running his store as a branch.

Jefferson, Ia.—Charles Bofink has sold his Hardware and implement business to W. W. Loomis, of Council Bluffs. The business will be incorporated under the style of the "Charles Bofink Company."

Kahlotus, Wash.—Smith Bros. will soon open a shelf Hardware, stove, paint, implement and sporting goods store in their new building, now in course of erection.

Ludlow, Vt.— Henry T. Brown has bought out the interest of Frank Howard in the Hardware business, until lately operated under the name and style of Howard & Brown, and will conduct the same henceforward.

Martins Ferry, O.—John M. Henderson has sold out his Hardware business to Charles Otto and Stephen Pettit. The new firm will be known as the Otto-Pettit Hardware Company.

Meriden, Conn.—The Dickerman Hardware & Supply Co. is erecting a new two-story brick building, 62x72 feet.

Meridian, Ida.—John A. Pfest has purchased the Hardware business of the H. C. Wilson Co.

Milwaukee, Wis.—Charles Ross has retired from the Hardware firm of J. M. Ross Company his interest being taken by his son, James Ross.

Morrowville, Kan.—Johnson & Flansbury have been succeeded in the Hardware business by Wm. D. Johnson.

Napoleon, O.— P. P. Painter has purchased the Hardware business of J. L. Arnold.

Nashua, N. H.— Birk & Son have opened a large and varied stock of Hardware, stoves and tinware in their new building.

Omaha, Neb.—Wright & Wilhelmy, Hardware jobbers, are erecting a new warehouse. The building will be 132 feet square and six stories high.

Pacific Grove, Cal.—Oliver & Lowe have purchased the Hardware business of R. S. Stansbury.

Rupert, Ida.—Ries & Metcalf have purchased the Hardware and furniture store of Palmer & Co.

San Angelo, Tex.—The C. G. Hagelstein Company, the biggest Hardware and implement concern in the city, which has been in business here for about twelve years, has sold out its entire Hardware business for about $45,000. Messrs. Cond H. A. Wylie and Jewel Wylie of Ballinger and D. K. Whyloe of San Angelo are the purchasers.

Springfield, Mo.—Montgomery Ward and Company, of Chicago, will maintain a branch house here. Hardware and farming implements will be the principal stock handled.

Tillamook, Ore.—W. C. King and William Mills have purchased the Hardware business of Mason & Ackley.

Ute, Ia.—Wm. Kroll Sr., has purchased the Hardware business of Knudston & Kindle.

Warrenbury, Mo.—A. D. Redford has sold a one half interest in his Hardware business to Thomas E. Hoke.

Wilson, Kan.—A. T. Funzell has purchased the Harware store of O. B. Caffe.

Zaleski, Ohio—James Webb has purchased an interest in the retail business of W. A. Sprouse and the firm will be known as W. A. Sprouse & Co. The goods handled include shelf and heavy Hardware, stoves and Hardware, agricultural implements, paints and oils, etc. The firm will build an addition to its store in the spring and will carry a large stock.

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PACKING

Appearances count with your customers. Razor strops left hanging on racks or in open cases to collect dust leave a poor impression with your trade.

GIBFORD'S RED-E-FOR USE RAZOR STROPS

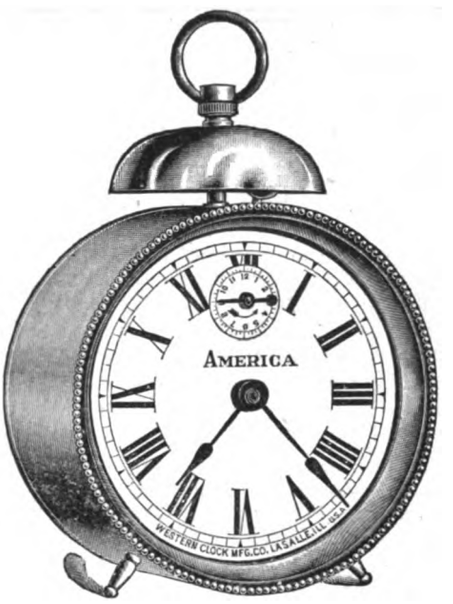
are packed in handsome boxes which, beside protecting them from dirt and grit, give a distinctive character to your cutlery counters and convey the idea of the quality of your goods to your customers. RED-E-FOR USE razor strops are right in price as well as in quality. Order a sample dozen from your jobber and you will make 12 satisfied purchasers.

Write for our descriptive catalog. It's filled with information you need in selling razor strops.

Gibford Mfg. Co.

Adrian, Mich.

The America Alarm



Gives you an opportunity to offer a clock, accurate, efficient, guaranteed, at a remarkably low price and is sold at a figure that leaves you plenty of room for profits. Your jobber has the "America."

The Western Clock Mfg. Co.

La Salle, Ill.

NEW YORK 51 Maiden Lane

CHICAGO 131 Wabash Ave.



Claims for Superiority not supported by public approval and public demand for the product advertised, are worse than misleading, and necessarily barren of results. :-: :-: :-: :-: :-:

When we say the **BISSELL** sweeper occupies a distinct position in the trade, that it is beyond comparison, that it is the only carpet sweeper for which there is a general demand, the only sweeper ever advertised extensively to the consumer, and the only sweeper ever sold under a sound, sincere fixed price policy, we present facts entirely familiar to both the trade and consumer and clearly attested by the volume of business we do (fully 80% of the world's output of carpet sweepers). :-: :-: :-: :-: :-: :-: :-: :-: :-:

Write for our Christmas Offer, the most liberal we have ever made.

BISSELL CARPET SWEEPER CO.,

GRAND RAPIDS, MICH.

(Largest sweeper makers in the world. Established 1876.)

BRANCHES: New York, (Eastern Office, salesroom and Export Dept.) 25 Warren Street. London, Eng. (Office and Warehouse) 38 Wilson Str., Finsbury, E. C. Toronto, Canada, (Office and factory) 18-20 Pearl Street. Paris, France (Office and factory) 42 Rue des Vinaigriers

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Albert Lea, Minn.—Home Metallic Refrigerator Co. has been incorporated, capital stock, $25,000; incorporators, Leroy O. Greene, Louis DeVaux, John C. Rogers, Charles L. Towne and H. H. Dunn.

Boston, Mass.—Dyer Axle Nut Lock Co. has been incorporated; capital $5,000: incorporators, Edwin C. Stevens, Charles P. Dyer and Robert E. Buffum.

Buffalo, N. Y.—The Arrow Ventilator Co. has been incorporated to manufacture and sell ventilators. Capital $10,000. The directors are John C. Roth, John J. Welshofer and Jas. C. Cushing.

Chicago, Ill.—The Independent Pneumatic Tool Company, the recently organized opposition to the combine in pneumatic tools has begun its aggressive trade campaign. The company's works are at Aurora, Ill., and the main offices in the First National Bank Building, Chicago.

Detroit, Mich.—The Detroit Tool Co. has been incorporated with $5,000 capital stock. The incorporators are William D. Holmes, Jay W. Morrison and Harold N. Holmes.

Dover, Del.—The Cast Steel Neeme Beam Co. has been incorporated to engage in the manufacture of improved tools. The capital stock is $100,000.

Hartford, Conn.—The Capitol Foundry Co. has been incorporated for the purpose of manufacturing tools, implements, machinery and castings, with capital of $30,000. F. W. Stickler, F. H. Wilmot and A. F. Tanner of Waterbury are the incorporators.

Hoboken, N. J.—The Apex Cutlery Co., has been incorporated; capital, $100,000. Incorporators—Elizabeth V. Guinan, Herman R. Hoppe, Joseph L. Hoppe.

Hoopeston, Ill.—Green Corn Husker Co. has been incorporated with a capital of $25,000. They will make manufacturing implements and machinery; incorporators, Jay Briggs, John Kofel, Charles S. Crary.

Horseheads, N. Y.—The Thomas Hibbard Co. has been incorporated to manufacture Hardware and Hardware supplies; capital $9,000. Incorporators: Elmira and Alice M. Hibbard, Josephine Edington.

Indianapolis, Ind.—Advance Machine and Supply Co. has been incorporated to manufacture, buy and sell Hardware, tools, etc. Capial stock. $10,000. William Williams, George W. Williams, Lewis Wallace.

Kane, Pa.—The Kane Cutlery Co. has been incorporated. Capital $25,000.

Marion, Ind.—The Scott National Radiator Company has been organized and incorporated for $25,000. Among the officers of the company are: Rev. Elwood Scott, president; Dennis Haisley, vice-president; Elmer R. Scott, secretary, and Robert Smith, business manager.

New York.—The Salamander Grate Bar Co. has been incorporated to manufacture grate bars and furnace castings; capital, $2,500. Incorporators: Mary E. and George H. Clarke, Harvey R. Mitchell.

Omaha, Neb.—The Jubilee Mfg. Co. has been incorporated with a capital stock of $100,000; incorporators, A. F. Cole, L. W. Burdick and P. A. McKenna. The company will engage in the manufacture of self-heating sad irons, gasoline generators and vapor burners.

Oneida, N. Y.—The Coles Tool and Machine Company has been incorporated. Capital $10,000; directors Theodore Coles, F. N. Coles, J. B. Becker.

Philadelphia, Pa.—The M. T. B. Washington Manufacturing Co. has been incorporated, objects, to manufacture all kinds of cutlery, steel and iron goods; capital $25,000; incorporators, T. B. Washington, J. S. Tracy, Joseph H. Neal.

Toledo, O.—The Stimson Mercantile Equipment Company, producers of all kinds of meat scales, coffee grinders and so on, has been incorporated. The incorporators are Walter F. Stimson, E. H. Stimson, Peter Donnelly, B. C. Bowen and Arthur W. Weaver; capital $25,000. The company will handle the entire output of the Simpson Standard Scale Co., of Milan, Mich.

Utica, N. Y.—The National Heating Appliance Co. has been incorporated with $15,000 capital stock. The company will manufacture heating appliances patented by W. G. Sholes of this city. The directors are F. R. Switzer, F. M. Penney and W. H. Switzer. The heating appliance consists of a large plate, which is placed in the firebox of a stove or furnace, a few inches above the level of the coals. It is perforated and the gases of the coal are allowed to pass the perforations and are then consumed.

Winnipeg, Man.—W. C. Wilcox, Ltd., has been incorporated for the purpose of manufacturing all kinds of tools and machinery. Capital stock is $200,000. The incorporators are Wm. H. Meneray, W. C. Wilcox, Henry Veasey, Thomas Sharpe, Geo. A. Metcalf.

Yonkers, N. Y.—Stillman Safety Lamp & Heater Co. has been incorporated. Objects, manufacturing lamps, heaters and stoves; capital $150,000. Incorporators: Robert W. Jones, Thomas Roberts, George Jordan, New York City; Frederick G. Murken, Hoboken, N. J.; John H. Somerville, Edgewater, N. J.

Changes and Improvements.

Bowling Greene, Ohio.—The Standard Manufacturing company, late of Norwalk, has been added to Bowling Green's swelling list of industries. A new factory will be commenced at once. The new company manufactures all kinds of iron specialties, and will be manufacturers and sole agents hereafter for the Slocum small hoisting machine, a new device which will do small hoisting. The new company is re-organized with a capital stock of $50,000, of which $40,000 is paid up.

Franklin, Pa.—The Coleburn Machine Tool Company is making extensive improvements on its plant. An addition 100x30 feet, is being erected, which will be completed in about a month. The building will be used as a pattern shop and stock room with a view to making more room in the main building.

Hartford, Conn.—The Capewell Horsenail Co. has purchased the Maritime Nail Works at St. John, N. B., as the duty in Canada is prohibitive against the product of the Hartford factory, it has been necessary to secure plants in Canada. One was established in Toronto earlier in the year, and the new purchase will be used to supply the maritime provinces.

Hartford, Conn.—The Pratt & Whitney Co. has purchased a plant in Dundas, Ont., for the manufacture of small tools.

New Albany, Ind.—The American Range Co., which has been located at Cleveland, Ohio, will soon begin operations here. A. C. Pope will be at the head of the company.

Detroit, Mich.—The Rowley Scale & Supply Co.'s capital has been increased from $10,000 to $15,000.

Royersford, Pa.—The Buckwalter Stove Co. is erecting an extensive addition to its already immense plant. A building 80 feet by 120 feet will be added to the present moulding room, including a new and much larger cupola house and other minor buildings which may be required to properly equip the plant. This firm has just finished the erection of a large six-story brick addition.

Syracuse, N. Y.—The American Sawmill Machinery Co. of Hackettstown, N. J., and the J. G. Pierce Co., of Boston, Mass., have established a new warehouse here. Both companies manufacture wire nails.

Toledo, Ohio.—The Automatic Screen Co. has purchased the Detwiler Mill and will remodel it for a manufacturing plant.

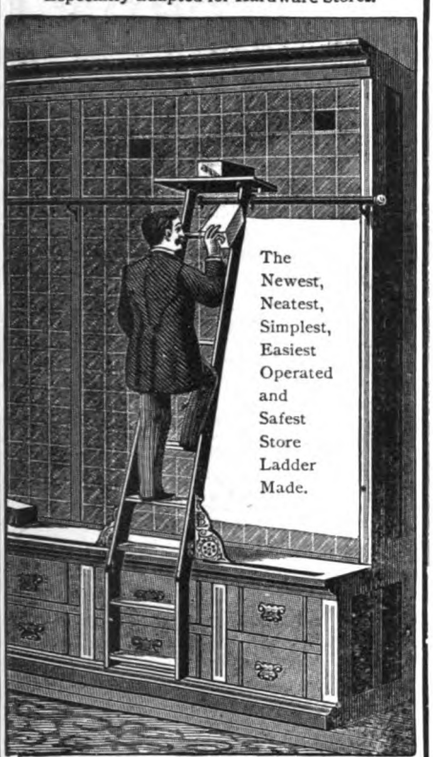
Walden, N. Y.—The capital of the Schrade Cutlery Company has been increased from $25,000 to $40,000. The officers of the company are: Pres. George Schrade; Vice Pres, Philip Hasbrouck; Sec., I. H. Loughran; Treas., J. Louis Schrade.

Worcester, Mass.—The Whitcomb-Blaisdell Machine Tool Company has acquired the property of the Draper Machine Tool Company, whose plant adjoins that of the Whitcomb Manufacturing Company now controlled by the Whitcomb-Blaisdell combination. The new owners of the property will assume possession at once, conducting the plant with few changes in the near future, as an integral part of the Whitcomb-Blaisdell Machine Tool Company's properties.

PATENTS
procured promptly and with care in all countries. Also trade marks and copyrights.
DAVIS & DAVIS
ATTORNEYS-AT-LAW.
WASHINGTON, D. C.
St. Paul Building, NEW YORK.

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The BICYCLE STEP LADDER.
Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO .ILL.

DEALERS

should insist on their jobbers supplying them with **Pelouze Family Scales** having the **New Silver Finished Dials.**

Capacity 24 pounds by ounces.

The best and handsomest finished scales on the market. While superior in many ways to other makes, prices are as low.
Send for complete Catalogue G; 40 styles: Counter, Family, Market, Candy and Postal Scales, Ice Scales, Spring Balances, etc.

Order through your jobber.

Insist on **Pelouze Scales** with **Silver Finish Dial.**

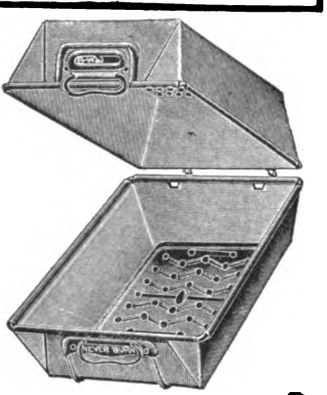
PELOUZE SCALE & MFG. CO.,
118-133 W. Jackson Boul., CHICAGO.



"NEVER-BURN"
TRADE MARK

Has steel rods beneath which raise it from the oven floor—give an air space for ventilation—prevent burning
The rods take all the wear—make the Never-Burn roaster outlast others

Made in Cleveland Ohio by The Bronson-Walton Co
New York John H Graham & Co

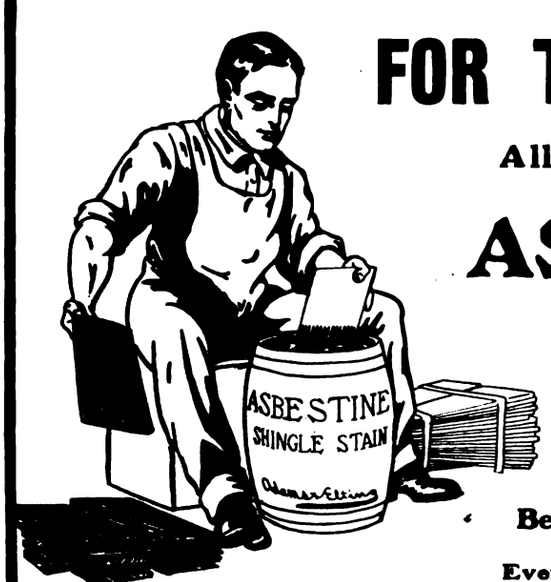


BOX STRAPPING OF ALL KINDS
BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
STANDARD METAL STRAP CO., 536-542 E. 38 St., New York

FOR THE WINTER'S TRADE

All dealers should carry in stock

ASBESTINE SHINGLE STAINS



Because they are money-savers to home owners.

Every man wants his house or barn or other buildings to be attractive. He also wants to get the best and longest service out of them. For these reasons he will be interested in

ASBESTINE SHINGLE STAINS

These stains improve the appearance of a building 50%.
These stains are made in all shades to harmonize with any color of paint used on the building.
These stains are for a protective covering over the shingles that prevent rotting and warping and will last for years
These stains close all cracks and nail holes and prevent a roof from leaking.
These stains render shingles impervious to weather and double the life of the roof.
These stains contain nothing poisonous that will dissolve, hence rainwater caught from a roof finished with them is perfectly safe for drinking and washing purposes. Write For Sample Fan.

ADAMS & ELTING CO., CHICAGO, U. S. A.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Arcola, Ill.—Retail Implement and Vehicle and Hardware Dealers' Information Bureau has been incorporated for the promotion of business; incorporators: T. G. Wiles, M. D. Thompson, F. K. Allen.

Lowell, Mass.—Crown Sporting Goods Co. has been incorporated to deal in sporting goods; capital $10,000. President, James J. Jolly, Danvers, Mass; treasurer and clerk, Abram E. De Normandie, Danvers, Mass.

Middletown, Conn.—Goshen Cart Company has been incorporated to manufacture vehicles; capital $6,000; directors, C. W. Post, Thomas Whatte, H. J. Miller, Jr.

New Brunswick, N. J.—Middlesex Motor Co. has been incorporated to manufacture automobiles, motor cars, bicycles and bicycle parts; capital, $50,000. Incorporators: H. Clark Saunders, Louis A. Voorhees and Charles A. White, all of New Brunswick, N. J.

New York, N. Y.—Parker Process Co. has been incorporated to manufacture Hardware, motors, dynamos, etc.; capital, $10,000. Incorporators; William H. Harrison, Clifford R. Wright, Ferdinand S. Crasley.

Changes and Improvements.

Asherville, N. C.—Penniman Bros. & Co., whose vehicle business was formerly conducted by the R. Cruzen Co., of Paxton, Ill., has been taken over by C. A. Nordgren, who for several years has been the owner of practically all the capital stock of the company.

Bradford, Pa.—Phillips & Hamilton, manufacturers of motor cycles, have dissolved partnership, the latter retiring from the business.

Briston, Conn.—The New Departure Mfg. Co., makers of coaster hubs and other cycle supplies, has now in operation a branch plant near Berlin, Germany.

Columbus, O.—W. C. Wetherholt, who for a number of years has been connected with the Columbus Sporting Goods Co., has formed a partnership with W. E. Evans under the firm name of W. E. Evans. Wetherholt & Co., their store being located at 63 Gay street, where a full line of sporting goods will be carried. Fine repair work on guns, fishing rods, etc., will be a specialty, Mr. Wetherholt being exceptionally expert in this line.

East Alton, Ill.—The Equitable Powder Mfg. Co., which is independent of the trust, has during the past few months expended $100,000 in the establishment of a manufacturing plant near Fort Smith, Ark. The site includes a tract of 240 acres purchased a year ago, and it was intended to have the plant in operation soon after the present year, but on account of the extremely severe weather of last winter work was unavoidably delayed for several months.

Fonda, N. Y.—The Johnstown Baseball Manufacturing Company has opened a branch factory here.

Jackson, Mich.—H. B. Crosier, dealer in sporting goods, has removed to a large store building, where he will carry on a more extensive business.

Kalamazoo Mich.—The William Shakespeare, Jr. plant, producing fine fishing tackle, is now settled and located in the new building at the corner of Rose and Water streets. Four floors, with an aggregate area of 10,000 square feet, are devoted to the production of the various Shakespeare specialties. A general line of rods is the result, including split bamboo, lancewood, greenheart—in fact, rods of all kinds and description, barring steel.

Meridan, Conn.—H. E. Loll, the popular sporting goods dealer, has rented a new store. In the new store there will be seen all sorts of toys for the Christmas trade, while the present store will be used for sporting goods only.

Meriden, Conn.—The Meriden Firearms Company is getting ready to enlarge their plant by building several new additions. About January 1 they will get out several new patterns of guns, some of them being of a more elaborate order than heretofore.

New York, N. Y.—Francis Bannerman, of No. 570 Broadway, will occupy, some time in November, the entire five-story building at No. 501 Broadway, near Broome street, as soon as the necessary repairs and changes adapting the building to his purposes can be effected. Mr. Bannerman has long made a specialty of all kinds of military goods from government auctions, etc., ancient armour, firearms and other implements of war.

Springfield, Mo.—Harry Teed and Frank Murphy have gone into the bicycle business.

Topeka, Kan.—L. B. Wyman has sold his automible and bicycle store to Charles Matthews and Paul Mulvane.

Waltham, Mass.—C. H. Metz, maker of motor cycles that bear his name, has consolidated his business with that of the American Motor Co., Brockton, Mass., who manufacture the Marsh machine, the Brockton concern assuming all of Metz's debts and book accounts. Metz acquires a substantial interest in the American Motor Co., and will have an active part in its management. The consolidation was brought about, he says, because of his lack of adequate facilities to take care of increased trade.

Wilmington, Del.—The DuPont Powder Co. is said to be negotiating for a tract of about 1,800 acres near Littleton, Col., on which it will erect an extensive powder plant and magazines.

Miscellaneous.

In the legislatures of the different States, this winter, a determined effort is to be made to carry through bills prohibiting the use of automatic shotguns in hunting birds. This movement is being organized by the New York Zoological Society and the League of American Sportsmen, who have appealed to the public for funds to carry on the work. Supporters of these measures allege that automatic shotguns, of which five new models have been put on the market recently, are a distinct menace to the wild birds of America. These guns have been prohibited in almost all European countries.

Little Falls, N. Y.—A petition in bankruptcy has been filed by Olin W. Tafft of Little Falls,, who has liabilities of $2,884.70, of which are secured and assets of $1,688.20. The local creditors are William Harrison, $169.29; Utica Cycle Company,$66.97; Roberts Hardware Company $39.94.

Now that the shooting season has opened in Oklahoma and Indian Territory there is a boom in paper suit cases. All the sporting goods houses have put in lines of these glued together articles. They are now a part of the well regulated hunters outfit. Under the Walmsley law, it is a misdemeanor to import quail and almost every other kind of bird into the state. The hunters, who have no mind for leaving great bags behind them, buy these cheap suit cases and use them for game bags. These they put under seats in railroad cars other than their own, prepared to disclaim them if any inquisitive deputy state game warden should happen to smell feathers. A cheap case does as well for the job as a sole leather affair, and, in view of the fact that they may have to be abandoned, is really very much better than the more expensive kind.

Fires and Explosions.

Derby, Conn.—Fire in the factory of the United States Rapid Fire Gun & Powder Co. did $1,000 damage.

Goes Station, Ohio.—An explosion causing a loss of about $3,000 occurred recently at the Miami Powder Co.'s plant. Fire started in the motor house adjoining the glazing mill, to which it communicated, and eventually reached the corning mill, exploding in all about three tons of powder. Several minutes elapsed between the discovery of the fire and the resultant explosion, permitting the employees to escape.

St. Joseph, Mo.—Fire which had its origin on the third floor of the three-story brick building at 216 South Fourth street, occupied by the Akhurst-Eberly Arms Company with a large stock of sporting goods, gutted the two upper floors of the building and resulted in losses estimated at $13,000. R. H. Akhurst, president of the company, said that he is unable to make an accurate estimate of the firm's loss until the stock on the first floor is overhauled. He is of the opinion that it will not be far from $13,000. The company carried about $20,000 insurance on stock.

WANTED — Superintendent for large stove works. Should possess technical knowledge, including electrical, which can be applied to development of each department, and thereby improve quality and reduce cost of manufacture. Applicants need not necessarily have been engaged in stove manufacturing business, but should have had experience in manufacture of finished iron products and thoroughly understand foundry and machine shop work, be able to look after buildings and equipment and handle large force of men. Executive ability must have been proven. Location, Eastern States. Age 35-45. Salary $2,500, up to start. Hapgoods, Suite 511, 309 Broadway, New York City.

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The "FOLLETT"
NUMBERING MACHINE
PRICE $5.00
STYLE OF IMPRINT
123456

Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

Sent to responsible parties on approval.

CUSHMAN & DENISON MFG. CO.
240-2 W. 23d St., New York City.

THE SCHWERDTLE STAMP CO.,
STENCILS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MARKING PLATES CHECKS
BRIDGEPORT, CONN.

SUPERIOR

IN MORE THAN NAME.

Superior Floor Spring Hinges

combine compactness with great strength and efficiency without impairing these advantages in any degree.

They occupy less floor space than other floor spring hinges and their construction is such that the tension is most easily adjusted *without* the use of *a special tension key*. A most important feature in making sales. The hinge works on Superior ball bearings which insure easy and noiseless action.



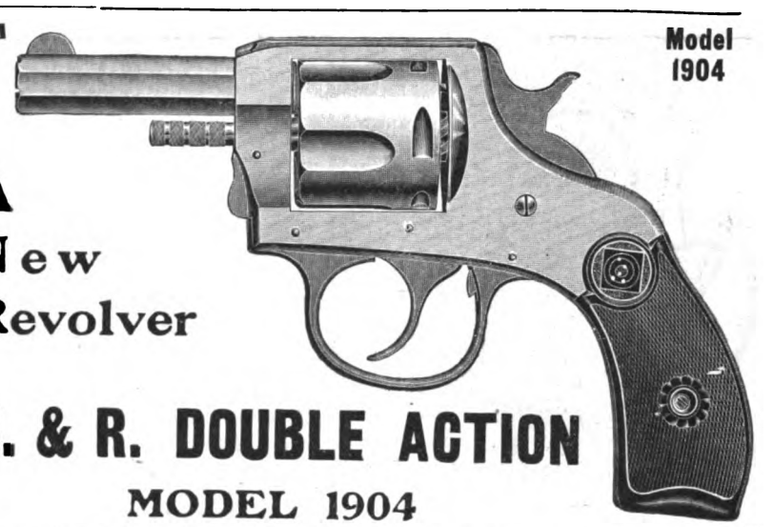
SUPERIOR DOOR HOLDERS



are so made that they adjust themselves to every inequality of the floor or carpet without injuring them in any manner.

Write us or ask your jobber for full particulars.

Superior Spring Hinge Co.
15 SO. CANAL ST.
CHICAGO, - ILL.



Model 1904

A New Revolver

H. & R. DOUBLE ACTION

MODEL 1904

38 CALIBER, also 32 CALIBER, 6 Shot.

A solid frame revolver following the pleasing lines of our famous H. & R Automatic, and which we are supplying in place of the American Double Action, as made by us for more than twenty years.

SPECIFICATIONS

32 caliber; 6 shot; 2½ inch barrel; weight 16 oz.; C. F. S. & W. cartridge; also S. & W. Long and Colt New Police cartridges.

38 caliber; 5 shot; 2½ inch barrel; weight 15 oz.; C. F. S. & W. cartridge.

FINISH—Nickel or blue. We can also furnish with 4½ and 6 inch barrels.

Catalog on Request.

Harrington & Richardson Arms Co.
Worcester, Mass., U. S. A.
MAKERS OF H. & R. SINGLE GUNS.

Like Killing Two Birds with One Stone

To Buy A BEMIS & CALL PATENT COMBINATION WRENCH



Adjustable "S" Wrench No. 48

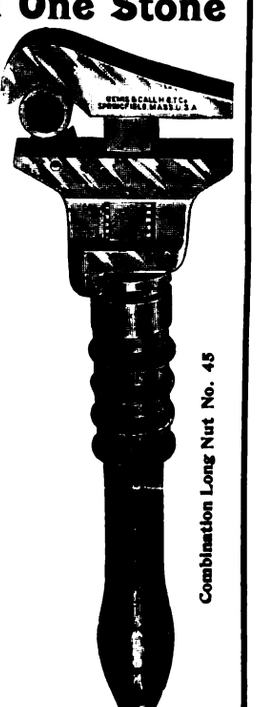
It is half a dozen wrenches in one; does any kind of work a nut wrench is expected to do, and covers the ground equally well for pipe work. Strong as the strongest—head, bar and shank all one piece steel forging—and the most convenient tool you can have in your kit.

IMPROVED ADJUSTABLE "S" NUT WRENCH

Its adjustable jaws gives it a great advantage over the ordinary "S" wrench. Sliding jaw is easily adjusted with one hand, and has a full bearing on the frame when open to its widest capacity.

It is strong and durable; operating nut of steel; sliding jaw a steel drop-forging. Particularly useful in confined and awkward places. We also make this style wrench for pipe work.

Inquire for our latest catalogue, shows sizes, prices and describes full line.



Combination Long Nut No. 45

Bomis & Call Hardware and Tool Company,
Springfield, Mass., U. S. A.

Barrett Glass Cutters



Best in quality. Unsurpassed as sellers. Get prices from W. L. Barrett, Bristol, Conn.

ALWAYS

Mention "HARDWARE" when Writing to our Advertisers

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BUFFALO
WIRE WORKS CO.
FORMERLY SCHEELER'S SONS
WIRE CLOTH
WIRE GOODS
Artistic Metal Works.
SEND FOR CATALOGUE.
BUFFALO, N.Y.
U.S.A.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines.*

Situation Wanted

SITUATION WANTED.—An experienced Hardwareman would like a situation as Salesman, or Assistant Buyer for some large house. J. E. Peters, 2100 Wabash Avenue, Chicago, Ill.

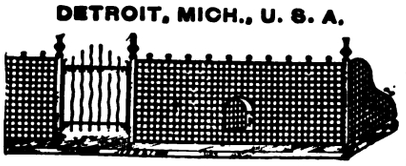
Side Line Offered.

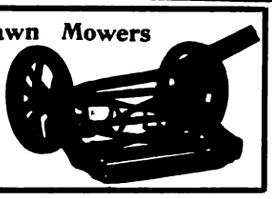
SALESMEN calling on Hardware Dealers can increase their income by carrying a copy of HARDWARE with them. A few minutes talk with the Hardware Dealer almost invariably gets his subscription. A liberal commission goes to the salesman—why don't you try it?

HARDWARE PUBLISHING CO.,
309 Broadway, New York

For Sale.

FOR SALE.—Hardware stock in Western Pennsylvania, town of 4,500 population, on the main line of Pennsylvania Railroad, 2½ hours from Pittsburgh. Established ten years. Industries, principally mining, brickworks and railroad center. Junction for branch railroad, tapping one of the biggest Bituminous coal districts in Pennsylvania. Stock will invoice approximately $4,000. For further information, address "Sell," care of HARDWARE.

J. E. BOLLES IRON AND WIRE WORKS
DETROIT, MICH., U. S. A.

Bank and Office Railings, Grilles, Elevator Cabs and Enclosures, Porch Railings, Window Guards, Electro Bronze Work, Ornamental Iron and Wire Work of all Descriptions.
Shipments made to all parts of the world. State your wants and SEND FOR CATALOGUE 20H

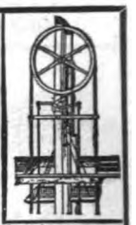
"Globe" Lawn Mowers
Our catalog tells all about them. Best mowers at any price.
GLOBE LAWN MOWER CO.
Reading, Pa.


HAROLD McCALLA
IRON AND STEEL
Of Every Description
Plain and Galvanized Bars, Hoops, Bands, Angles, Channels, Tees, Etc.
Shipments from stock or mill.
619 North Front St., PHILADELPHIA

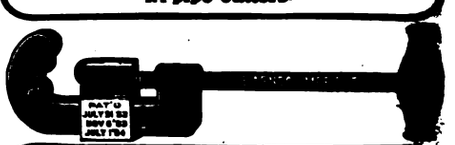
Miscellaneous.

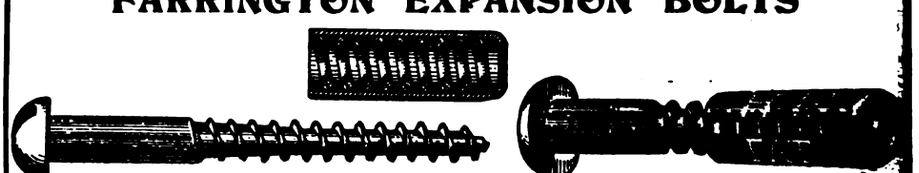
A GERMAN COMMISSION FIRM of high standing desires to UNDERTAKE for account of first-class firms the PURCHASE of every description of German and Continental Merchandise. Can offer favorable conditions provided large turnover is guaranteed. Have excellent mercantile experience, especially in the Iron, Steel, Metal and Hardware trades, and are in touch with the largest manufacturers. First class references exchanged. Address Felix Rauh, Solingen, (Germany).

PARKS & PARKS
TROY, N.Y.
MANUFACTURERS OF
HARDWARE AND HOUSEHOLD SPECIALTIES

Improved Quick and Easy Rising Steam, Electric and Hand Power
ELEVATORS
Send for Circulars.
Kimball Bros. Co.,
1013 Ninth St., Council Bluffs, Ia.
KIMBALL ELEVATOR CO., 120 Cedar St., New York.
39 Vincent St., Cleveland, O.


Robert Murray.
24 Duane St.,
New York City.
General Hardware
Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

GENUINE
BARNES' PIPE CUTTERS
get around the question of profits in pipe cutters.

The reputation they sustain for excellence makes them quick sellers.
Write us for catalog and prices.
BARNES TOOL COMPANY
New Haven, Conn.

FARRINGTON EXPANSION BOLTS

A New Device of Unlimited Utility.
Is the simplest, most effective and least expensive of all anchor or expansion bolts in common use. It depends for its expansive qualities upon the flexibility of a coil of wire, engaging the thread of a common wood screw. Write for Circular and Sample.
Inventor and Manufacturer
HARVEY FARRINGTON
45 Broadway, N. Y. City.
General Sales Agents
LOCKE & SMITH CO.
103 & 105 West 37th St., N. Y. City.

WHY HAVE OUR SALES FOR 1905 SHOWN AN INCREASE OF 32 4/10 % OVER THE CORRESPONDING MONTHS OF 1904
Because WE have The Goods

COOK'S PATENT LEVEL
Made of Wood, Iron and Aluminum Frames
Of all jobbers, or
The Carpenter Wants
DAVIS & COOK CO., Watertown, N. Y

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PENNSYLVANIA

SUPPLEE HARDWARE COMPANY

PENNSYLVANIA LAWN MOWERS

LEWIS AND CLARK CENTENNIAL EXPOSITION

DEPARTMENT OF PUBLIC WORKS

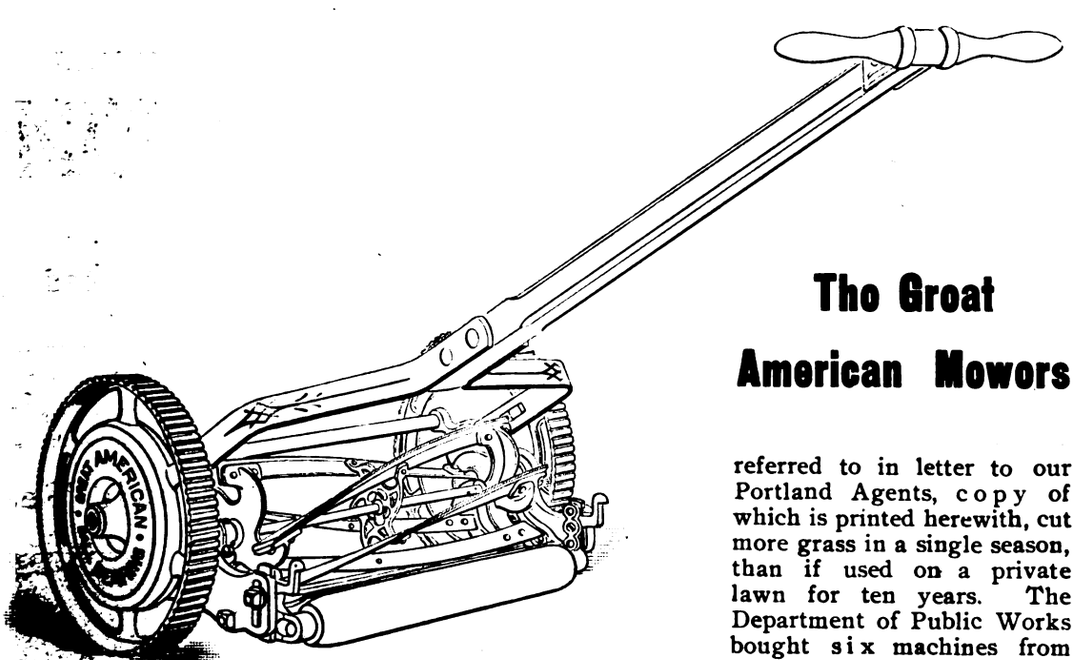
Portland, Ore., Sept. 2, 1905

HONEYMAN HARDWARE CO.,
Portland, Oregon.

Gentlemen:

The Great American Lawn Mowers purchased of you for use on the Fair Grounds have proven entirely satisfactory. They have been in use ten hours a day during the entire season, and have never required resharpening or cost one cent for repairs.

Yours truly,
JAMES PENDERGAST,
Head Gardener.



The Great American Mowers

referred to in letter to our Portland Agents, copy of which is printed herewith, cut more grass in a single season, than if used on a private lawn for ten years. The Department of Public Works bought six machines from each of the three leading Hardware houses in Portland. In less than a month the only Mowers in use were the Great American and these six did the entire work for the balance of the season. YOU CAN'T JUDGE A MOWER BY THE PRICE OR PAINT. Buy one with a reputation.

SUPPLEE HARDWARE COMPANY

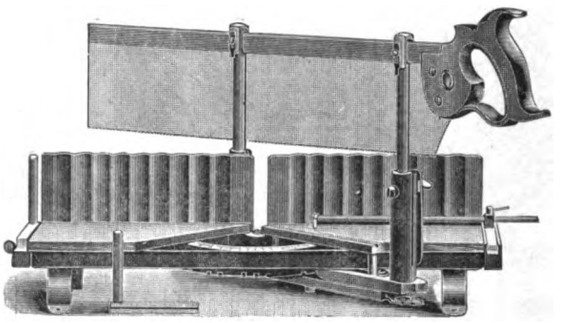
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Goodell Mitre Box

Made Entirely of Steel

Most desirable box on the market, being way ahead in quality and improvements.



No More Breaking

You couldn't buy a better mitre box for the money—nor sell so good a box for the same price.

Be convinced : Send for circular and prices.

GOODELL MFG. CO. Greenfield, Mass.

New York City representative, JAS. L. NEEFUS, 52 Dey Street.

Eastern Agent, JOS. F. McCOY CO., New York.

ALL WHO DRIVE IN WINTER



should have **Clark Heaters**

They are made for carriage, wagon or sleigh.

You can supply them at a good profit. **CLARK HEATERS are indestructible. They always sell and satisfy.**

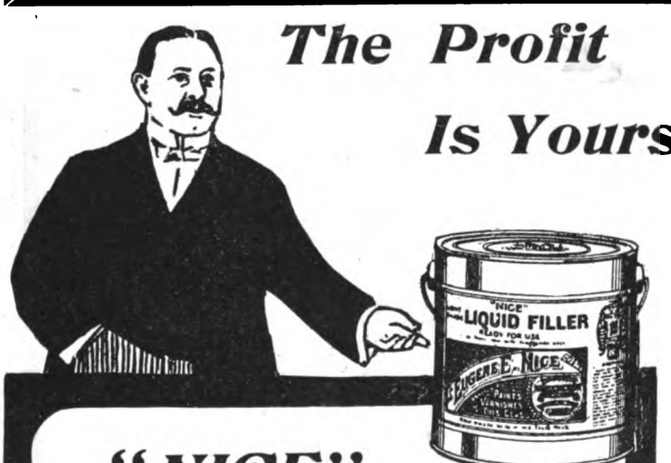


CLARK COAL is the greatest of all heat makers. Each cake is guaranteed to burn longer and give at least 25% more heat than any other coal ever made.

Write your jobber about these goods. Send us a postal for our new catalog showing 19 styles of heaters, from $1.75 up.

CHICAGO FLEXIBLE SHAFT CO., 106 LASALLE AVENUE, CHICAGO.

The Profit Is Yours



"NICE"

and "Yellow Seal" Liquid Wood Fillers

are so well established, their superior qualities so generally recognized by all Painters and other large users, that it is indeed a short sighted Dealer who fails to carry them in stock.

You Can Command The Filler Trade

of your section with these brands on your shelves and on every sale not only realize a good profit but secure a pleased customer.

Write us.

EUGENE E. NICE,
PHILADELPHIA.

ECONOMY

Vs.

Wastefulness

Wouldn't You mend an otherwise substantial chair if only worn out in the seat?

Of Course you would. Most every one of your present customers would do the same.

Universal Chair Seats





can be fitted to any seat-less chair with a pair of shears, by anybody.

They are better and cheaper than Cane or Leather---more durable than either.

A postal will fetch our profitable proposition. Mention Hardware.

Eureka Chair Seat Co.
SYRACUSE, N. Y.

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Standard Carriage Heaters

have attained their widespread popularity by reason of their

Attractive design and finish;

Superior method of ventilation,

And minimum cost of operating.

This season they will be still more popular; we are giving

Free to Dealers



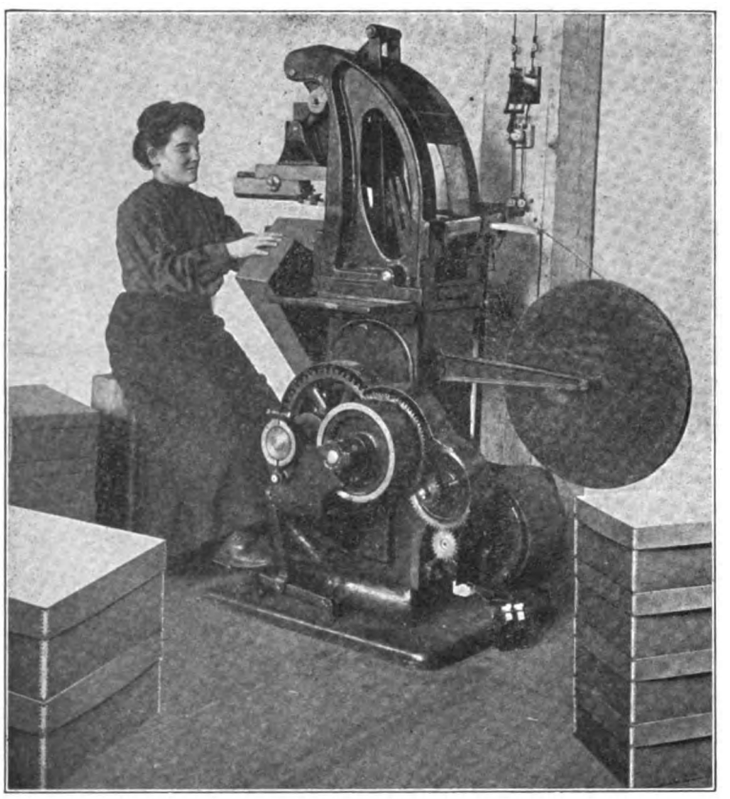
a handsome embossed metal rack, lithographed in colors, for displaying Standard Heaters on counters, in show windows, etc.

Don't fail to get our proposition at once.

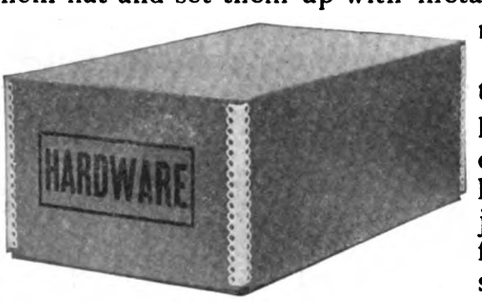
You will find these racks an invaluable aid in selling, as the goods are constantly before the notice of your customers.

The
STANDARD STAMPING CO.,

Marysville, Ohio.



The most economical way of handling paper boxes is to buy them flat and set them up with metal stay on our Automatic Machine. Machine is automatic, but not complicated. Any boy or girl can handle it—only one adjustment to change from one size box. to another



Our faith in machine and the plan is indicated by our offer of three months' trial. If the machine is returned, we take back any portion of the metal stay that may be left.

NATIONAL METAL EDGE BOX CO.,

N. E. Cor. 8th & Willow Sts., PHILADELPHIA, PA.

HIBBARD, SPENCER, BARTLETT & CO.,

STATE STREET BRIDGE

CHICAGO

Jobbers of Hardware Through Recognized Channels

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"To Swear By or To Swear At"

Metal Ceilings--Which?

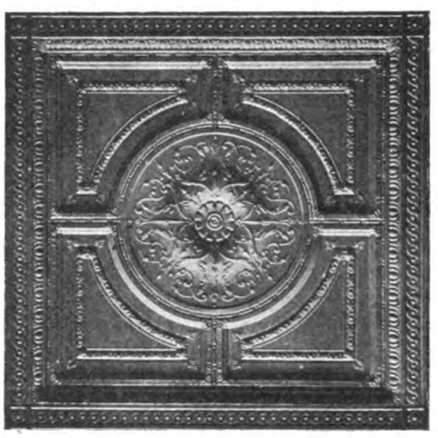
Turn anywhere--North--East--South--West--and you will find thousands of pleased customers swearing by Northrop Metal Ceilings because the

Original Northrop Metal Ceilings



Are unequalled in sharpness of stamping, simplicity of construction and architectural fineness.

Remember: If you'll send us the particulars about any room, we'll submit drawings and prices.



Name anything you wish in the way of metal ceilings, or walls for rooms of any size, shape, kind or purpose and the Original Northrop Metal Ceilings will fill the bill.

The latest and the best designs in metal ceilings are finely illustrated in our new catalog. You ought to have a copy.

Every Hardwareman ought to handle Northrop's Metal Ceilings because any mechanic can put them up.

NORTHROP, COBURN & DODGE CO., Manufacturers

40 Cherry Street, New York

MENTION HARDWARE

American Can Company

MAKERS OF

TIN CANS, BOXES ANB SIGNS

Galvanized and Japanned Containers

We invite the attention of the Hardware trade to our complete line of Oil Cans, Syrup Cans, Sap Pails, Fruit Cans, Lard Pails, Water Coolers and all kinds of kitchen tinware.

Write to our nearest office for prices

PRINCIPAL OFFICES,

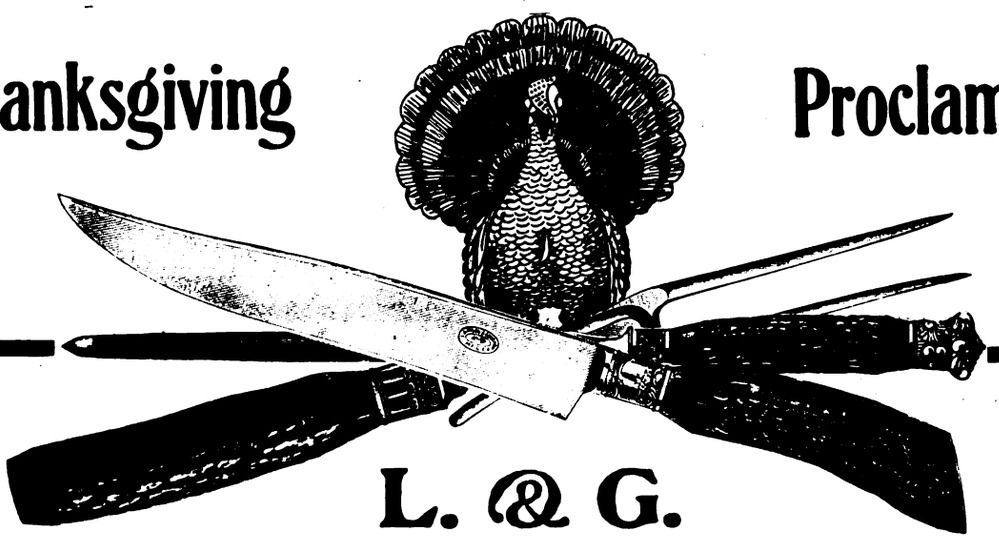
New York. Chicago. Baltimore, San Francisco.

LOCAL SALES OFFICES,

Boston	Pittsburg	Toledo	Kansas City	St. Paul
Philadelphia	Richmond	Cincinnati	Los Angeles	Milwaukee
Buffalo	Atlanta	St. Louis	Portland, O.	Indianapolis
	Detroit	Cleveland	New Orleans	

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A Thanksgiving Proclamation



L. & G.
Stag Handle Carvers

Have carved turkey for more than a half century for all sorts and conditions of men. For this we give due thanks.

Users everywhere—North, East, South, West—proclaim L. & G. Carvers and Carving Sets Best.
Same with scores of dealers who have handled them for 35 years. They will buy no others.
To appreciate fully how splendid and complete our line is send for our catalogue. Mention Hardware.

LAMSON & GOODNOW MFG. CO., Shelburne Falls, Mass., U. S. A.

New York Office, 45 Murray St.



You have never yet found job lots of STAR Hack Saw Blades on the market for the reason that they did not prove good enough to dispose of in the regular way. No such Star Blades have been made and we do not expect that there ever will be.

It is true that they have all the time become better and better, and probably will continue to do so in the future, as we are constantly experimenting and watching for opportunities to improve them.

Never since we commenced making blades have we been farther in the lead, both in quality and popularity, than right now. Our intention and expectation is to hold this position in future.

Hack Saws are put to hard usage and dealers will serve their own and their customers' interests by supplying the best made.

MILLERS FALLS COMPANY

28 Warren Street,
NEW YORK.

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It Makes No Difference

what particular kind of shooting you are interested in—sportsmen differ as to make of guns, advantages of various loads, etc., but sooner or later most of them come to the same opinion about ammunition—that

Peters Shells and Cartridges

have all the other makes beaten in the race for quality and results. See what they have recently accomplished in the three chief departments of "the game":

RIFLE

At Sea Girt, N. J., Aug. 24.—Sept. 9, LIEUT. TEWES won the Wimbledon Cup Match, the Grand Laflin & Rand Aggregate, the Seabury and N. J. Members' Matches; LIEUT. CASEY won the Inspector's Match, and LIEUT. SMITH the Reading Match—all using Peters .30 U. S. Gov't Ammunition.

In the Spencer and Seabury Matches LIEUT. CASEY made a total of 20 consecutive bull's-eyes.

In the Wimbledon Match seven of the first ten places were won with Peters Cartridges.

PISTOL

The Pistol Championship of the United States competed for Sept. 1-11, was won by J. A. DIETZ, of New York, scoring 465 out of a possible 500 with Peters .22 Stevens-Pope Armory Cartridges, Standard American Target, 8-In. Bull's-eye, distance 50 yards.

At Sea Girt, N. J., Aug. 24.—Sept. 9, THOMAS ANDERTON won the All-Comers, Any Revolver, and Jones Matches, and LIEUT. STEDJE the disappearing Target Match, all with Peters Cartridges.

SHOT-GUN

The Consolation Handicap at the Grand American, June 30, was won by JAS. T. ATKINSON, score **99 out of 100,** using Peters Ideal Shells.

First Amateur Average at the Cincinnati Tournament, Sept. 19-21, won by R. S. RHOADS, using Peters Shells.

First General Average at the Indianapolis Tournament, Oct. 9-10, won by L. H. REID with the phenomenal score of **392 out of 400,** using Peters Factory Loads.

THESE RECORD SPEAK FOR THEMSELVES. COMMENT IS UNNECESSARY.

New York: 98 Chambers St.
T. H. Keller, Mgr.

The Peters Cartridge Co. CINCINNATI, O.



A Bargain in Coffee Mills.

Our No. 5 Special at $2.25 per dozen.

A Strikingly Handsome Mill, Canister of Japanese design. Capacity one pound.

Grinding Parts, simple in construction, easily adjusted, adjustment maintained by tension spring.

A Large Cup, securely fastened hangs close to Mill, allowing no waste. **Cup graduated** by tablespoonfuls.

This Mill is Practically Air Tight, thus retaining the full strength of the Coffee.

Mills are Packed each separately in cardboard box and 1 dozen in strong new case.

A Limited Quantity only at this price. Something very appropriate for fall and winter **Bargain Days.**

This Bargain is only one of several we are prepared to make you. Write for particulars of others.

W. H. Glenny & Co., Spec. Mfg. Dept. Rochester, N. Y.

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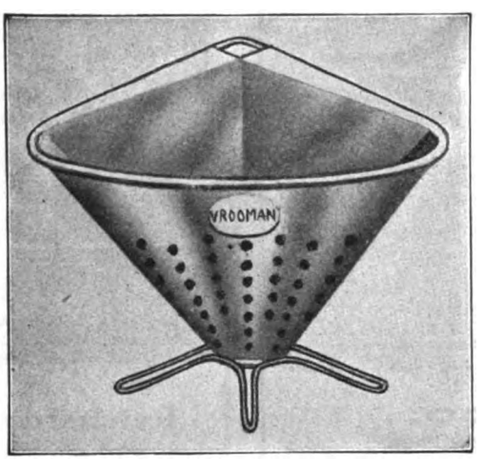
Vrooman's Peerless

VITREOUS ENAMELED STEEL
PATENT SANITARY

SINK STRAINER

THE FAVORITE ONE

MEANS
Economy
Cleanliness
Health
and
Happiness
=
Perfect
Practical





Keeps Sink Clean
=
House-keeper's Delight
=
Utility
Quality
Durability
Adaptability

NEAT AND VERY ATTRACTIVE

MADE IN TWO SIZES AND THREE COLORS

Beautiful Turquoise Exterior

WITH ABSOLUTELY PURE WHITE LINING

Exquisite Stone Gray

MOTTLED WHITE

ALSO PLAIN ENAMEL

Highost Grade Enamel Known to the Trade To-day

AS TO QUALITY AND APPEARANCE, WHETHER DOMESTIC OR IMPORTED

CAN BE USED IN ANY SINK WITH STAND

WILL LAST A LIFE TIME

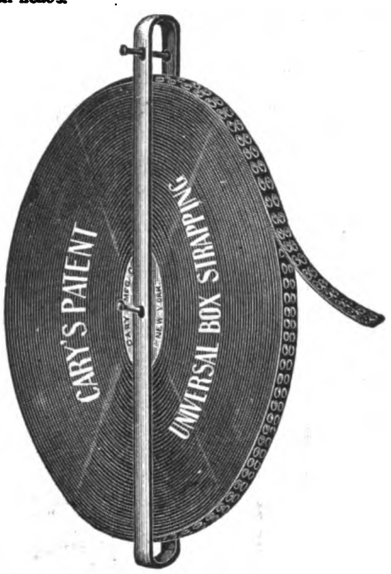
BEAR IN MIND VROOMAN STRAINERS DO NOT REMAIN LONG ON SHELVES

F. H. & E. B. Vrooman — 325 Dearborn Street, Chicago, Ill., U.S.A.

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CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

EVERYBODY--EVERYWHERE
IS CALLING FOR
"Ever-Ready" Safety Razors

The only $5.00 retail proposition on the market to-day that gives the customer a run for his money and allows the retailer a profit that is worth his while. **"Ever-Ready" sets contain twenty-four keen, perfect blades**--a dozen more than any other similar priced razor. "Ever-Ready" blades are as thin as paper and yet can be rehoned and resharpened at will—another incomparable feature.

Advertised at $5.00--
BIG PROFITS TO RETAILERS

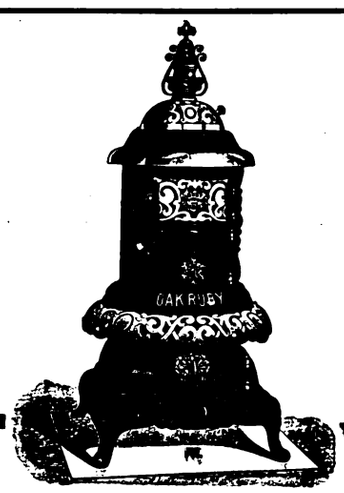
Get in your order to-day—through your nearest jobber or direct to the makers. If you're unacquainted and want to see first—make a postal request for samples and we'll do the rest.



"EVER READY"-THE RAZOR WITH A YARD OF BLADES

Reichard & Scheuber Mfg. Co.
66 Duane St., New York City

Makers of Yankee Safety Razors—Yankee Sets—Stropping Machines and Radio Magno Razors.



OAK RUBY
PARLOR STOVE

For Hard Coal, Soft Coal, Coke or Wood. Made in three sizes, with or without inside fire-pot.

Heavily nickel-trimmed it makes a most handsome appearance and makes it a ready seller.

Send for prices and discounts.

SOUTH ERIE IRON WORKS
ERIE, PA., U. S. A.

DON'T FAIL

TO MENTION "HARDWARE"

WHEN WRITING

TO

THESE ADVERTISERS.

PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, in barrels, ₱ gal	46c
Linseed, City, boiled, in bbls, " "	48c
Out of Town, on spot, ₱ gal	44c
Calcutta, raw, in barrels, ₱ gal	60c
Lard, prime city, ₱ gal	61@62c
Lard extra, No. 1	47@50c
Lard, No. 1	37@42c

Paints and Colors

Barytes, Foreign floated, ₱ ton	$17.50@19.00
Barytes, American floated, ₱ ton	$1.00@18.50
Barytes, crude, ₱ ton	$17.00@11.00
White Lead, American, dry, in bbls., ₱ lb	6c
White Lead, American, in oil, in lots of less than 500 lbs., ₱ lb. net	7c
In lots of 500 lbs. and over, ₱ lb	6½c
White Lead Eng., in oil, ₱ lb	9½c
Litharge Kegs, ₱ lb	5@5½c
Zinc, American dry, ₱ lb	4½@5c

Putty, Commercial—₱ 100 lb

In bladders	$1.65 @1.85
In bbls. or tubes	1.20 @1.40
In 1 lb. to 5 lb cans	2.00 @2.50
In 12½ to 50 lb cans	1.45 @1.85

Spirits Turpentine

In regular bbls	69½@70c
In machine bbls	70@70½c

Dry Colors

	₱ Lb
Blue, Chinese	30@c25
Blue, Prussian	29@c34
Blue, Ultramarine	5@15c
Sienna, Italian, burnt & powdered	3@6½c
Sienna, Italian, raw & powdered	3@6½c
Umber, Turkey, burnt	2½@3½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	5@15c
Green, Paris, in kegs	12½@14½c
Indian, Red, American	3@3½c
Indian, Red, English	4½@5½c

Colors in Oil

Black Ivory, best	16@30c
Blue, Chinese	28@32c
Blue, Prussian	27@30c
Blue, Ultramarine	14½@15c
Sienna, burnt	3@9½c
Sienna, raw	3@6½c
Umber, burnt	11½@12c
Umber, raw	11½@12c

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B.....52@55c
G. D.....per M 34@35c
F. L.....per M 40@42c
G. E.....per M 48@50c
Musket.....per M 62@63c

PRIMERS—

Berdan Primers $2.00 per M.....20&20%
B. L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
22 C. F., $5.50.....10&5%
38 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal., Rim, $2.75.....10&5%
B. B. Caps, Con. Ball, swgd.....$1.90
B. B. Caps, Round Ball.....$1.49
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all ganges.....60&10%
Climax, Club, Rival, 10 and 12 gge.65&10%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge.....25&10%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge.....20&5%
Climax, Union, League, New Rival, 10 and 12 gauge.....25&5%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).....20&5%
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Black Powder.....40%
Smokeless Powder, medium grade....40&5%
Smokeless Powder, high grade....40&10&10

SHOT—

Drop, up to B 25 lb bag.....$1.70
Drop, B and larger, per 25 lb bag.....1.95
Buck, 25 lb bag.....1.95
Chilled, 25 lb bag.....1.95
Dust Shot, 25 lb bag.....2.25

GUN WADS—₱ 1000—

B. E., 11 up.....$ 60
B. E., 9 and 10.....70
B. E., 8.....80
B. E., 7.....80
P. E., 11 up.....1.00
P. E., 9 and 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50
} 15%
Ely's B. E., 11 and larger.....$1.70@$175
Ely's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes

Iowa Farming Tools. ₱ doz.
Hawkeye.....$3.25
Western.....4.00

Anti-Rattlers

Fernald, Quick Shift, ₱ doz. pair, net..$2.00
Burton's, ₱ doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00
Kohler's: ₱ Gro.
Daisy, No. 4.....Net. $5.00
Perfect, No. 2.....Net. 7.20
Bolt Holder, No. 1.....Net. 9.00

Anvils

American "Horse-Shoe".....9¼c
Arm and Hammer.....8¼@8¾c
Eagle Anvils, ₱ lb, net.....7c@7½c
Peter Wright's.....10½c
Trenton.....9 to9½c
Columbian, all steel, ₱ lb, net.....9c

ANVIL AND VISE COMBINED—

Millers Falls (with drill).....$18.00, 15&10%

Augers and Auger Bits

Boring Machine Snells.....70%
Com. Auger Bits.....75@75&5%
Forstner Pat. Bits.....25%
Ford Auger Bit Co:
Auger Bits.....
Car Bits.....
Machine Bits.....
} 40@40&5%
C. E. Jennings & Co.:
D'ble Spur pattern car, No. 20..40&7½&10%
Nobles Double Spur, No. 22.....65&10%
No. 10, Extension Lip.....25&10%
Car Bits, No. 10.....65&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....60%&10%
Jennings' Pattern.....60&10%@70%
Snell's Auger and Car Bits.....60%
Extra.....60%
No. 1.....60&10%
Russell Jennings' Augers and Bits.....25&10&3½%

HOLLOW AUGERS—

Ames.....25&10%
Beeney's Adjustable.....$5.50&$6.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....25%

EXPANSIVE BITS—

C. E. Jennings & Co., Steers' Pat...33⅓&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, ₱ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@$3.25
German Pattern, net.....$4.50&5.75
Mayhew's Diamond ₱ doz. $1.25.....40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper and Straight Shank...60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Anger Bit Co.....4&5%
L'Hommedieu's.....15%
Snell's.....40%
Watrous'.....35&5%

Awl and Auger Handles

See Handles

Awls

Per Gro.
Handled Brad.....$2.75@3.00
Handled Scratch.....$3.50@4.00
Patent Peg.....31@34c
Sewing Com.....88@$1.00
Shouldered Peg.....65@70c
Shouldered Brad.....63@65c
Socket Scratch ₱ doz.....$1.00
Stanley Rule and Level Handled Brad.....45%

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ₱ doz. $7.50; No. 20, ₱ Doz. $10.....60&10%
Brad Sets:
No. 42, $10.50; No. 43, $12.50.....70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18....15&10%
C. E. Jennings & Co's. Adj. Tool Hdls..33⅓%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18.....30%

Axes

First quality, best brands.....$6.75to9.00
Ice, Bradley's.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....$9.25

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc.....50%
Broad and Bbl.....40&10%
Boy's Axes.....50%
D Simmons & Co.:
Broad.....
Shingling and claw.....
Lath, Hunters', etc.....
Picks and Mattocks.....
} 50&5%
Peck Edge Tool Co.:
Hatchets, shingling, etc.....50%
Broad and Bbl.....40&10%
Boy's Axes and Hatchets.....50%

Axle Grease

Dixon's "Everlasting" Graphite:
1 lb cans (36 in case).....15 ea.
2 " " " " .....25 "
10 " firkins(6 in case).....$1.20 "
25 " " .....2.75 "
50 " kegs.....5.00 "
100 " " .....9.00 "
200 " half bbls.....
575-600 lb " .....
} 8½¢lb

Balances, Spring

Chatillon's:
Light, class A.....40&10%
Circular Balances, class C.....50%
Ice Balances, class B.....50%
Straight Balances, Class A1 and A2...40%
Class D. E. F.....30%
Class G.....20%

Balances, Sash

Caldwell's.....50%
Pullman's.....50&10&e0

Beef Shavers

Enterprise:
Japanned, each, $8.00.....25@30%
Tinned, each, $10.50.....25@30%

Bells

HAND—

Hand Bells, polished brass.....60@60&10%
Pure bell metal.....60%
Silver chime.....33⅓@35%
White metal.....60%

DOOR—

Trip, Gem.....50&10%
Gong, Abbe's.....45%
Gong, Yankee.....55%
Gew Departure:
N Rotary.....50@10%
Push.....50%

COW—

Common wrought.....75%@75&10%
Kentucky.....70@70&10%
Kentucky, Sargent's list.....70%
Texas Star.....50%
Western, Sargent's list.....70@70&10%

Bellows

Blacksmiths'.....65&10@70%
Hand.....25&10%
Moulders'.....25&10%

Belting Rubber

Boston Belting Co:
"Boston".....50%
"Imperial," seamless stitched.....45%
Niagara.....60%
New Jresey Car Spring & Rubber Co:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Seymour Smith & Sons.....25&10%
Miller's Falls.....15&10%
Weston's.....40

Binder Twine

Per Pound
Sisal.....10c
Standard.....10c
Standard Manila.....11c
Manila.....12c
Pure Manila.....13c

Bit Holders.

Angular.....45%
Extension:
Barber's, ₱ doz. $15.00.....45@50%
Ives' ₱ doz. $20.00.....60&10%

Blind Adjusters

Columbian.....33⅓%
Domestic, ₱ doz. $3.00.....33⅓%
Excelsior, ₱ doz. $10.00.....50&10&2%
North's.....10%
Zimmerman's.....50%@50&10%

Blind Fastenings and Tenons

Security Gravity, ₱ gr.....$9.00
Zimmerman's.....50@50&10%

Blocks, Tackle

Eddy's.....50&10%@60%
Hartz' Steel.....40&10%50&5%
Iron Strapped, Japanned Sheaves...70&10%
Iron Strapped, Lig Vitae Sheaves.....60%
Rope Strapped, Japanned Sheaves...65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50&10%

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....60%
Wrought Barrel.....80@80&10%
Wrought Barrel Bolts, Griffin's.....75&10%
Wrought Square.....70@70&10%
Wrt Shutter, St'nrd list...50&10%@50&10&5%
Wrought Spring, Sargent's.....70&10@75%

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ⅝x6 and smaller.....75%&5%
Larger and longer.....70%
Phila. Eagle, $3.00 list May 24, '99.....80%
Bolt ends, list Feb. 14, '95.....70&2½%
Bolt ends, with C and T nuts.....70%
Machine, ⅜x4 and smaller.....75&5%
Machine, larger and longer.....70&5%

TIRE—

American Screw Co:
Bay State, plain, list Dec. 28, '99.....72½%
Bay State, fluted.....72½%
Eagle Phila.....82½%
Norway, Phila.....80%
Common.....75&10@80%
Norway, Phila.....80%
Portchester, Norway.....80%
Phila.....80%

STOVE AND PLOW—

Plow.....60&10&10@70%
Stove.....80&10@85%

MISCELLANEOUS—

Sink.....80%

Bone Mills

Enterprise.....25@30%
Stearns.....40%

Borers, Tap

Enterprise.....20@25%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....80&10%
No. 10.....25&10%
Common ring.....20&10%
Ives.....25&10%

Boring Machines

WITHOUT AUGERS—

Upright. Angular.
Jennings'.....35&5%
Miller's Falls.....$7.50, 15&10%
Snell's, Rice's Pat....$2.50, $2.75
Ajax.....40%
Phillips.....$4.00 net

Bow Pins

Hotchkiss.....60&10%

Boxes, Mail

Heller's.....40&5%

Box Hooks

Humason & Beckley's.....60&10&10%

Box Openers

Humason's.....₱ doz. net $5.00
Bemis & Call's.....65%

Box Scrapers

Bradley's.....20%

Box Strapping

Cary Mfg. Co's., in case lots:
"Universal".....20&10&10&10
Standard Metal Strap Co's.:
Eclipse.....20&10&10&5%

Braces

Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
Ives':
Barbers'.....60&5%
Barbers' Ratchet.....60@60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108@114½.....50&5&10%
No. 208½@214½.....50&5&10%
Lancaster Mach. & Knife Works.....50%
Gen. Spofford's.....60%

Brackets

Griffin's Folding.....70&10%
Griffin's Pressed Steel.....80%
Bradley's Patent, full cases.....80&10&10%
Bradley's, in broken cases.....80&10%

Bracket Saw Frames

Miller's Falls Co.....25&10%

Bracket Sets

Miller's Falls Co.....33⅓&10%

Bright Wire Goods

Standard list, June 24, 1908.....90&30@90&40%

Bull Rings

Humason, Beckley & Co's.....80%
Rea's 2½ in. net, ₱ doz.....$1.50
Sargent's.....80%
Seymour Smith & Sons.....60%

Bull Punches

Humason & Beckley's, ₱ doz. net....$3.05

Butchers' Cleavers

Bradley's.....40%
Foster Bros., flat heads.....30%
Foster Bros., round heads.....30%
Lancaster Mach. & Knife Works....33⅓40%
L. & I. J. White.....30%
Plumb's.....33⅓%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star.....15@15&10%
C. E. Jennings & Co.....30&10%

Butter and Cheese Triers

Ordinary Black Handle.....25%
Humason & Beckley's.....40%

Butt and Rabbet Gauges

Stanley's.....25&10%

Butts

BRASS—

Wrought Brass, list September, 1898....20%

CASTIRON—

Fast Joint, broad.....40&10@50%
Fast Joint, narrow.....40&10@50%
Loose Joint.....70&5@75%
Loose Joint, Japanned.....70&5@75%
Loose Joint, Jap. with Acorns....70&5@75%
Loose Pin.....70&5@75%
Mayer's Hinges.....70&5@75%
Parliament Butts.....70@70&5%

WROUGHT STEEL—

Table and back flaps.....75%
Narrow and broad.....75%
Inside Blind.....75%
Loose Pin.....75%
Loose Pin, Ball and Steeple Tip.....75%
Japanned, Ball Tip Butts.....79&10%
Bronzed, Wrt. Nar. and Inside Blind Butts.....55&10%
} Ex 10%@10&10%

Calipers

Bemis & Call:
Wing.....60%
Double.....65%
Inside and outside.....65%
Straight leg.....65%
Call's Pattern, inside.....55%

Can Openers

American.....₱ gross, $1.75@$2.00
Goodell's Acme.....₱ gross, 6.00
Hopper's.....₱ gross, 15.00
No. 5, iron handle.....₱ gross, $2.00@2.25
Phenix.....40%
Sardine Scissors.....75&10%
Sardine Scissors, forged steel..₱ doz., $4.50
Sprague, Nos. 1, $2.00; 2, 2.25; 3, 2.50...75&10%
Universal, ₱ doz.....50%

Cartridges

See Ammunition.

Casters

Bed.....70@70&10%
French or Philadelphia Iron wheel.....75%
Plate.....60@60&10%
Payson's Furniture.....70&10&10%
Payson's Truck.....70&10%
Standard, Ball Bearing.....45%

Cattle Leaders

Humason, Beckley & Co's.....70%
Sargent's.....70&10%
Welton's.....70&10%

Chain

American Coil, Straight Link:
Inch ₱ 100 Lbs.
3-16.....$7.50
¼.....5.35
5-16.....4.40
⅜.....3.70
7-16.....3.55
½.....3.45
9-16.....3.40
⅝.....3.35
¾.....3.30
⅞.....3.25
1 to 1¼.....3.25
Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain.....35&5%

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Chains

Galvanized Pump chain, ₱ lb.....5@5½c
Ger. coil, list July 24, '97...60&10@60&10&10%
Ger. Halter chain, list July 24, '97..60&10&10%
Jack chain, Iron.....60&10@60&10&5%
Jack chain, Brass.....60&10@60&10&10%
Oneida Wire Dog chains.....45@60&5%

Trace Wagon and Fancy Chains:
New list.....60@60&10%
Bridgeport Trace chains.....65%
Stake chains.....65%
Heel chains.....30%

COW TIES—

American.....45@50%
Niagara.....45&5@50&10&5%
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....50%
Sisal.....30&10%

Chain Guards

Aluminum S. & N. Co.....50%

Carpet Stretchers

Montross' "Excelsior," ₱ doz., $6.00....20%
Bullard's.....33⅓%
Cast iron, Steel points, ₱ doz.....80c
Sockets, ₱ doz.....$1.75

Carpet Sweepers

	₱ Doz.
Bissell's Cyco Bearing:	
"Parlor Queen"	$30.00
"Elite"	29.00
"Boudoir"	27.00
"American Queen"	27.00
"Ideal"	25.00
"Gold Medal"	24.00
"Premier"	24.00
"Superior"	24.00
"Prize"	24.00
"Welcome"	24.00
"Grand Rapids," nickel	24.00
"Grand Rapids," Japan	22.00
"Standard," nickel	22.00
"Standard," Japan	20.00
"Crown Jewel," nickel	21.00
"Crown Jewel," Japan	19.00
"Crystal"	36.00
"Grand," length of case, 17 inches	36.00
"Club," length of case, 24 inches	54.00
"Hall," length of case, 28 inches	60.00
"Junior," nickel, length of case 12½ inches	22.00
"Junior," Japan, length of case 12½ inches	20.00
"Misses"	9.00

Sterling Carpet Sweepers:

Model A, Nickel trimmings	25.00
" H, Japd. "	21.00
" " Nickel "	23.00
" C, " "	21.50
" D, Japd. "	19.50

Carpet and Rug Beaters

	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10, Wire, Glavanized	1.50	18.00

Cherry Stoners

Enterprise.....25to30%
Goodell's Family, net ₱ doz.....$5.00
Rollman's, net., ₱ doz.....6.00

Chisels

SOCKET FRAMING & FIRMER—

Standard Makes.....70&10@75%
L. & I. J. White.....80@80&5%
C. E. Jennings & Co., No. 70.....25&10%
Jennings & Griffin Mfg. Co.....65&2&10%

TANGED & MISCELLANEOUS—

W. & S. Butchers'.....$4.75@5$5.00to£
C. E. Jennings & Co.....25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels.....25&10%
Tanged Gouges.....25&10%
Tanged Firmers.....33⅓&10%
Tanged Gouges.....33⅓%
L. & I. J. White.....25&5%

COLD CHISELS—

Good quality, ₱ lb.....13&16c
Snell's best C. S.....50&10%
Cronk's.....50%

Cleaners, Sidewalk

	₱ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers

HORSE—

Chicago Flexible Shaft Co's.:	Each.
Lightning Belt Clipping Mach.	$15.00 15%
New '98, Chicago	8.75 15%
1902 Chicago	10.75 15%
Twentieth Century	5.00 20%

Cocks, Brass

Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks....70&10@75%

Coffee Mills

Box and Side.....50&10@60%
Enterprise Mfg. Co.....25@30%
Lane Bros. Co.....30%

Compasses, Dividers, &c

Athol Calipers and Dividers.....40%
Bemis & Call Co's.:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers...75@75&10%
Stevens' "Ideal".....25&10%
Stevens' "Leader".....25&10%

Coopers' Tools

Bradley's:
Hoop Drivers.....25%
Rivet Sets.....20%
Cold Chisels.....20&5%
Punches.....15%
Vises.....15%
Inshaves.....30%
Barton's.....20@20&3%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@30&10%

Corkscrews

Detroit Cork Screw Co.....33⅓%
Humason & Beckley Mfg. Co.....50&10%
Samson, ₱ doz.....$10.00

Corn Hooks

	₱ Doz.
Kretzinger Cut-Easy	net $3.00

Corn Knives and Cutters

Bradley's.....net
Wadsworth's.....net $1.50

Countersinks

Mayhew's Diamond.....40@45%
Smith's.....25%
Snell's.....40%
Wheeler's Patent.....50%

Cow Ties

See Chain.

Crayons

Sargent's List.....20%

Dixon's:	₱ Gro.
Eclipse.....7 in., $3.75; 9 in.,	$4.88
Emerald	5.00
Oriole	5.01
Rainbow	3.12
Solid	7.50
Tailors, black, $5.62; red and blue	9.00

Curry Combs

Kohler's.....40%
The Metal Stamping Co.....40%
Southington Cutlery Co's.....25&10%

Cutlery

Foster's Pocket.....30%

Diggers

See Post Hole, etc.

Dividers

See Compasses, Dividers, etc.

Dog Collars

Walter B. Stevens & Son:
Brass.....40%
Embossed Gilt.....30&10%
Leather.....40%
Union Hd'wre Co., new list.....50@50&10%

Door Checks

Bardsley's.....40%
Columbia.....50&10%
Eclipse.....60&10%
Home.....50&10%
Pullman's Screen, ₱ doz. net.....$4.50

Door Holders

Empire.....50%

Door Springs

Columbian Steel.....20%
" Faultless.....50%
Gem (Coil), list Oct. '96.....20%
Pullman, Perfect.....20%
Pullman Coil.....20%
Star (Coil), list Oct. '96.....30%
Torrey's Rod, 39 in., ₱ doz. net.....$1.25
" 48 in., " " " " 1.50
Victor, Coil.....50&10&10%
Chicago Coil Springs.....40&10%
Reliance Coil Springs.....40&10%

Drain Cleaners

Iwan's Adjustable.....55%
Iwan's Stationary.....45%

Drawer Pulls

Drawer Pulls, Griffin Mfg. Co., list..75&10%
Sargent's list.....60

Drawing Knives

Standard Makes.....70&10@75%
Adjustable Handle.....25@25&10%
Bradley's.....40&5%
Jennings & Griffin.....60%
Watrous.....16⅔&10%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks

Automatic Boring Tools, Goodell's
40&5@40&10%
Blacksmiths'.....60%
Breast, Goodell's.....25@30%
Breast, Miller's Falls, each $3.00....15&10%
Stearns' bench.....30%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00,
Adjustable, No. 10, $12.00.....33⅓%

TWIST DRILLS—

See Augers and Bits.

Egg Beaters

Holt-Lyon Co.:	₱ Doz.	₱ Gro.
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz, $6.60	1.15	13.00
No. 1, Tinned	1.40	16.80
No. B, Japanned, hotel size.	1.85	22.00
No. 6, Japanned, Dasher flared	1.65	19.80
No. 2, Tinned, hotel size	2.00	24.00

Taplin Mfg. Co.:	₱ Gro.
No. 60 Improved Dover	$ 6.0
No. 75 Improved Dover	6.5
No. 100 Improved Dover	7.0
No. 102 Improved Dover, Tinned	8.5
No. 150 Improved Dover, Hotel	15.0
No. 152 Improved Dover, Hotel T'd	17.0
No. 200 Improved Dover, Tumbler	8.0
No. 202 Imp'd Dover, Tumbler T'd	9.5
No. 300 Imp'd Dover Mammoth ₱ doz	2.0

Escutcheons

Wood.....25%

Farriers' Knives

	₱ Doz.
"Challenge"	$8.00
Popes	3.00
Wilkinson's, net	3.00
Wostenholm's	3.25

Faucets

Iron Petroleum.....70@70&10%
John Sommer's "Peerless," Tin Key....40%
"Boss," Tin Key.....50%
"Victor," Metal Key.....50&10
"Duplex," Metal Key.....60%
"I. X. L.," Corked Lined.....50%
"Reliable," Cork Lined.....60&10%
"O. K.," Cork Lined.....60%
"Chicago," Cork Lined.....60%
"Perfection," Cedar.....40%
"No Brand," Cedar.....50%

SELF MEASURING—

Enterprise ₱ doz. $36.00.....40&10%
Lane's.....$40.10&2%

Files

DOMESTIC—

New list, Nov. 1, 1899:
American.....75&10@75&10&10%
Arcade.....75&10@75&10&10%
J. Barton Smith.....75&10@75&10&10%
Diston's.....75%
Diston's Superfine.....50%
Eagle.....75&10@75&10&10%
Great Western.....75&10@75&10&10%
Kearney & Foot.....75&10@75&10&10%
McClellan.....75&10@75&10&10%
Nicholson.....70&10@75&5%
Nicholson's X. F. Files.....40@40&10%
Royal.....80@80&10%

IMPORTED—

Stub's.....Stub's list, 30@33⅓%

Filters

Acorn.....50%
Fulper's Natural Stone.....$3.50@$18.50
Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list.....60@60&10%
Kirby & Limerick, low list (50c. base)...10%

Fishing Tackle

Bishop's.	₱ Doz.
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:
Great American.....60&20%

Fruit, Wine & Jelly Presses

Enterprise.....20@25%

Fry Pans

Standard list.....75&10%

No.	1	3	3	4
₱ doz.	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8
₱ doz.	$6.00	$7.00	$8.00	$9.00

Gauges

Bemis & Call's Steel.....50%
Clapboard.....25&10%
Diston's Mortise.....70%
Marking Mortise, etc.....60%
Stanley's.....35%
Starrett's Surface, Center and Scratch.
25&10%
Wire, Morses.....25%
Wire, P. S. & W., low list.....33⅓%

Gimlets

"Diamond" Gimlets, ₱ gro.....$4.00@$4.25
Double Cut.....40&10 &50%
Metal Head.....50&10%
Wood Head.....50%

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40&10%

Glue Pots

See Hollow Ware.

Graters

Enterprise.....25@30%

Graphite, Lubricating

Dixon's Pure Flake:
632— 1 lb. cans.....20c. ea
633— 5 lb. screw top tin cans.....85c. ea
634— 10 lb. screw top tin cans.....$1.60 ea
644— 25 lb. boxes.....15c. lb
645— 50 lb. boxes.....14½c. lb
646—100 lb. kegs.....14c. lb
647—350 lb. barrels.....12c. lb

Grindstone Fixtures

Cronk's.....50%
Forest City.....30@30&10%
Sargent's Patent.....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....60&10%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₱ doz.....$6.50

Halters

Covert Mfg. Co.:
Jute Rope Halters.....50%
Sisal Rope.....30&10%
Web Halters.....35&5%

Hammers

HANDLED HAMMERS—

Cheney's:
Adze Eye and Plain.....40&10&10%
Blacksmiths and Riveting.....50&10%
Machinists and Engineers.....60&5%
Magnetic tack, Nos. 1, 2, 3, $1.25 $1.50 $1.75.....50%
Maydole's.....33⅓&5@40&10%
Sargent's new list.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....33⅓&7½%
Engineers and B. S. Hand.....50&12½%
Quaker City Hammers.....40&5%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS & SLEDGES—

Under 3 lb 50c lb.....30&10@35%
3 to 5 lb 40c lb.....30&10@35%
Over 5 lb 30c lb.....35%
Wilkinson's Smiths.....9½c@10c ₱ lb

Hammock Ropes

Covert Mfg. Co.:
Jute.....40&5%
Sisal.....20%

Hand Cultivators

Ulrich Mfg. Co.:
Osborne's, ₱ doz.....$15.00

Handles

WOOD—

Auger, assorted, ₱ gro.....$2.75
Auger, large, ₱ gro.....3.25
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 32⅛.....40%
Axe, Pick, etc.....60&5%@60&10%
Bliss Mfg. Co.:
Chisel, File, Brad Awl, Auger, Soldering Iron } 25@33⅓
Brad Awl, ₱ gro.....$1.75@$2.00
Chisel, Worcester, leather capped. ₱ doz. net.....$1.50
File, assorted, ₱ gro.....$1.40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro.....$2.25@$2.75
Hammer, Hatchet.....60&10%
Hoe, Rake and Fork.....45@50
Rollis Hdw. Co. Hafts, $9.00.....40&10%
"Simplicity" File Hdls, ₱ gro...$ .90&1.80
Saw and Plane.....40&10&10%
Shovel and Spade, Wood D Handle.....40%
Shovel and Spade, Long Handles..40&5@50%

CROSS-CUT SAW HANDLES—

Atkins.....40&5%
Champion.....45@45&10%
Diston's.....50%

Hangers, Barn Door

Old Pattern.....60&10%
New England.....66⅔@70
Chicago Spring Butt Co.:
Fraction.....25%
Oscillating.....25%
Big Twin.....25%
Lane's:
Covered.....60&2%
Hinge Pattern, net.....$6.08 ₱ doz.
Standard.....60&5%
Special, No. 25.....$3.50
" " 30.....3.90
" " 40.....5.00
" " 20.....6.25
Track for same, ₱ 100 ft. net.....3.75
Cronk's:
Nos. 1, 1½, 2 and 3.....60&10%
Nos. 11, 12.....70%
Nos. 23, 21½, 22.....60%
Nos. 23, 50.....60&20%
No. 44.....60%
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr..60&10%
Myers' Stay-on.....60&5%
Wilcox's New Century.....50&10&10%

Hangers, Garment

Pullman's.....₱ gro. net $9.00

Hangers, Parlor Door, Etc

Lane's:
Standard.....net $3.20
Ball Bearing....." 4.15
No. 105....." 3.85
New Model....." 2.85
New Champion....." 2.25

Hardware Shelving

OAK CABINETS—

J. D. Warren Mfg. Co.:
No. H 438, 40 drawers, no partitions, run. ft., $8.60; net each.....$20.00
No. 1656, 58 drawers, no partitions, run. ft., $4.38; net each.....36.67
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each.....54.28

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.85; net each.....15.40
No. 1702, open base with center shelf. run. ft., $2.25; net each.....18.75
No. 1705, with two adjustable center shelves, run. ft., $2.75; net each....22.92

NAIL BIN BASES—

No. 1732, 12 spaces, 150 lbs. each, run. ft., $2.71; net each.....22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each.....25.84
No. 1772, 8 nail spaces and 4 assorted oak drawers above nail bins, run. ft., $3.86; net each.....30.88

Hasps and Staples

Cronk's.....50%
McKinney's "Perfect", $1.10 ₱ doz.....50%
Wrought.....90@90&10%
Wrought, Stanley.....80%
Wrought, Griffin.....80%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:
Myers Unloader, double steel track..$7.00
Myers Unloader, wood track.....7.00
Comb. Car, Double steel T.....7.00
Comb. Car, wood track.....7.00
Rev. Car, Double steel track.....7.00
Rev. Car, wood track.....7.00
Myers Unloader, cable.....7.00
Myers Unloader, single rail.....7.00
Sure Grip Sling Car, steel or wood track.....12.00
Dbl. Rail steel track, complete, ₱ ft..
Single Rail steel track, complete, ₱ ft .20
D. H. Fork steel, regular, each.....1.80
Nellis Fork, each.....3.00
Double Grapple Fork, each.....7.00
Sprouts, Shear Fork, each.....1.50
Walker Fork, each.....2.50
Common 6 in. wood sheave pulley, Fig. 453, ₱ doz.....3.20
Faultless steel frame K. P. pulley, Fig. 435, ₱ doz.....4.00
Faultless Steel Frame, 6 in. plain pulley Fig. 485, ₱ doz.....3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz.....4.60
Reed Wood Frame pulley with hook, Fig. 434, ₱ doz.....4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz.....3.50
Floor pulley, wood sheave, Fig. 486, ₱ doz.....4.50
Hanging Hooks for double steel track, ₱ doz.....1.40
Hanging Hooks for single steel track, ₱ doz.....1.40
Hanging Hooks for wood track, 10 in., ₱ doz.....1.00
16 in., ₱ doz.....1.30
Floor Hooks, ¾ in., ₱ doz.....1.40
Malleable Rafter brackets, ₱ doz.....70
Wrought Rafter brackets, ₱ doz.....70
Rope Hitch, ₱ doz.....3.20
Discount on above 50%

Hay and Straw Knives

Auburn Hay, com. and spear point..40&10%
Iwan's Hay, sickle edge, ₱ doz., net...$9.50
Iwan's Hay, imp. serrated, ₱ doz., net 10.00
Kohler's Hay, sickle edge, ₱ doz., net 10.00
Auburn Straw.....40&10%
Weymouth, pat.....65&5%
Wadsworth's.....40&5%

Hedge Trimmers

Wadsworth's:
No. 1, ₱ doz., net.....$8.00
No. 2, ₱ doz., net.....6.00

Hinges

WROUGHT IRON HINGES—

Screw Hook and Strap	6 to 12 in., ₱ lb....3½c
	14 to 20 in., ₱ lb....3½c
	22 to 36 in., ₱ lb.... 3c

STRAP AND T HINGES—

New list, Dec. 20, 1904:
Light Strap Hinges.....70%
Heavy Strap Hinges.....75&5%
Light T Hinges.....65%
Heavy T Hinges.....60%
Extra Heavy T Hinges.....70&10%
Hinge Hasps.....50%
Corrugated Heavy Strap.....70&5%
Corrugated Ex. Heavy T.....70&10%
Extra 10%

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SPRING HINGES—

Bommer Brothers:
- Bommer Spring Hinges 40%
- Bommer B. B. Floor Hinges 40%

Bardsley's Patent Checking 15%

Chicago Spring Butt Co.:
- Chicago Spring Butts 25%
- Triple End Spring Butts 50%
- Chicago Ball Bearing Floor Hinge 50%
- Garden City Fire Engine House Hinge 25%
- Chicago Saloon Door Hinge 25%

Columbian:
- Steel Hinges 60%
- Floor Hinges 60%
- American 30&5%
- Gem 30%
- Oxford 30&5%
- Acme, Steel 35%
- " Brass 25%

Niles Mfg. Co 30%

GATE HINGES—

Clark's, Nos. 1, 2, 3 50&10@60&10%
N. E., ₱ doz., $7.80 60%
N. E., Reversible, ₱ doz., $5.60 60%
N. Y. State, ₱ doz., $4.90 60%
Western, ₱ doz., $4.20 60%

BLIND HINGES—

Parker 70&10@70&10&10%
Sargent's, Nos. 1, 8, 5, 11, 18 75%
W. H. Co's., No. 2 Mortise Gravity 60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.20 ₱ doz. sets 30&10%

Hitching Cords

Covert Mfg. Co 45&2%
Hitchers Stall 35%

Hollow Ware

ENAMELED—

Lalance & Grosjean Mfg. Co. list Nov. 1, '01:
- Agate Nickel Steel Ware 50&20%
- Pearl Agate Ware 50&20%
- Blue and White Ware 60&15%
- All White Ware 50&20%
- Regal Steel Ware 60&10%
- Peerless Ware 70&10%

Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1896 40&10%

Iron Clad:
- Peppered Ware, high list 70%
- Mottled Ware, high list 75%

STOVE HOLLOW WARE—

Blacklock:
- Ground 55@60&10%
- Plain or Unground 60@65&10%
- Country Ware ₱ 100 lbs. net $2.75@$3.00
- Enameled Ware 50@55&10%

WHITE ENAMELED WARE—

Maslin Kettles 70%
Tinned Boilers and Saucepans 40%
Enameled 50%

GLUE POTS—

Tinned 35%
Enameled 40%

SILVER-PLATED HOLLOW WARE—

4 mo. or 5% cash in 30 days.

Hartford Silver Plate Co 40&5%
Holmes & Edwards Silver Co 40&15&5%
Meriden Britannia Co 40&10%
Rogers & Brother 40&5%
William Rogers Mfg. Co 40&10%

Hooks

BUSH—

Jennings & Griffin's 33⅓&5%
Wadsworths 60%

CAST IRON—

Ceiling, Sargent's list 50&10@60%
Chandelier 60@60&10%
Clothes Line, Sargent's list 50&10&10%
Coat and Hat, Sargent's list 50&10@60%
Coat and Hat, Stowell's 70%
Harness, Sargent's list 50@50&10%
Lamp 60@60&10%
Picture 60&10%
Screw Hat 60&10@70%
Wardrobe 60&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₱ doz $1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise 40%
Humason & Beckley, new list 35&10%

WIRE—

Atlas, new list, single cases 75%
Ten case lots 75&10%
Wire Coat and Hat, Acme 60@60&10%
Wire Coat and Hat, Gem 60&10%
Wire Ceiling, Gem 60&10%

MISCELLANEOUS—

Belt 80&10%
Covert Mfg. Co.:
- Safety Gate and Scuttle Hooks 35&5%

Grass, Wadsworth's 60%
Gronk's, Grass, ₱ doz $3.00
Hooks and Eyes, Brass 60&10&10%
Hooks and Eyes, Mal. Iron 70&10%
Cotton, box and hay 60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	1	
A. C	25c	25c	23c	21c	21c	40&5%
American, all sizes, net						9½c
Nos.	6	7	8	9	10	
Anchor and New Haven	23c	21c	20c	19c	18c	40% @40&5
Nos.	6	7	8	9	10	
Ausable	23c	23c	23c	24c	23c	50&10%
C. B. K	25c	23c	23c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	23c	23c	25c	24c	23c	40&10&50%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	23c	23c	25c	24c	23c	40&10&50%
Lyra, all sizes, net						9½c
Maud S	25c	23c	23c	21c	21c	50%
Neponset, Nos. 5 to 10, ₱ lb						12c
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
New Hutnam	19c	18c	17c	16c	16c	10&10%
Vulcan	23c	21c	20c	19c	18c	25&10%
Western, net						8½c

Horse Shoes

F. O. B. Pittsburgh:
- Horse and mule, Iron, ₱ keg $4.00
- Steel, ₱ keg 3.75

Horse Ties

Covert Mfg. Co.:
- Cotton 45%
- Hemp 45%
- Sisal 30%

30&10%

Hose, Rubber

Boston Belting Co.:
- "Boston" 50%

Niagara 60%

N. J. Car Spring & Rubber Co.:
- Extra Para 40&10%
- Reliable 50&10%
- Staple 60&10%

Standard 70&10%

Hose Bands

Star Hydrant 80&80%
Steam 70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross $9.00 net
Crown net
Gem Ice Shave net
Sargent's Ice Awls 55%
Snell's 50%
Star net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise, No. 33, ₱ doz. $6.00 25@30%
No. 84, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain 20@25%

Knives

Kimball's:
- Bread Knives, ₱ doz. $1.50 20%
- Butcher Knives 25%
- Shoe Knives 25%

Cronk's Chopping 33⅓%
Dunlap Kitchen and Bread Knives 25%
Foster Bros., butcher, &c 30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives net

Knives, Hay and Straw

Wadsworth 40&10%

Knife Sharpeners

Pike's: 40%
- Nat. Grit Carving Knife Hones ₱ doz $3.00
- Solid Stone Carving Knife Hones ₱ doz $2.50
- Quick Edge Pocket Knife Hones ₱ doz $3.00
- Mounted Kitchen Sandstone ₱ doz $1.50

Knobs

Bardsley's wood, door, shutter and base 10@15%
Base, rubber tip, 2¼ in bead, ₱ gro. $1.15@$1.25
Door Mineral 65@70c
Door Por. Jap'd 70@75
Door Por. Nickel $2.10@$2.20

Lanterns

C. T. Ham, Class A, B, C and D 40&10%

Latches

	₱ Doz.
Cronk's barn door, net	$2.00
Lane's Barn Door	40&10%

Lawn Mowers

Champion 75&10%
Clipper Improved 50&10&10&5%
Enterprise 40&10%
Genuine Philadelphia Mowers:
- Styles M, S, C, K, T 70&10%
- Style A (all steel) 60&10%
- Style E, low wheel 60&10%
- Style E, high wheel 70&10&5%
- Drexel, low list 40&10%
- Gold Coins, low list 40&10%

New Departure, high wheel 70&10%
New Departure, low wheel 75%
Pennsylvania 60&10

Lawn Sprinklers

Enterprise 25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

Nos.	1	2	3	
Per Dozen	$12.00	$15.00	$24.00	30%

Kohler's:
- Daisy, net, ₱ doz $7.50
- Mystic 6.00
- Rainmaker 4.80
- Dew Drop 1.20

Lawn Swings Easy

Ulrich Mfg. Co., ₱ doz $75.00

Leads

Covert Mfg. Co.:
- Cotton 45%
- Hemp 45%
- Jute 50%
- Sisal 30&10%

Lead Pipe, Etc

	₱ Lb.
Bar Lead	5¼@6c
Block Tin Pipe	35@37½%
Lead Pipe, full lenghts	5 to 5¼
Lead Pipe, tin lined	12½c
Sheet Lead, full rolls	6¼c

Lemon Squeezers

Berger Bros., ₱ doz. .8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Flush, ₱ doz $9.80
Little Giant 50@50&5%
Porc. lined, Iron, ₱ doz $1.75
Porc. lined, Wood, ₱ doz $1.25
Wood, common, ₱ gro., No. 0, $5.25 @$5.50; No. 1, $6.25@$6.50

Levels

C. E. Jennings & Co's.:
- Hexagon 25&10%
- Iron Bench, new design 25&10%

Hollis Hardware Co.:
- Adj. Steel 7 in., $24.00 40%
- 12 in., $27.00 40%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish 40%
Cotton Chalk, 20 feet 40&10%
Cotton Trot 20%
Samson Cot., Nos. 4, $2.20; 4½, $2.75 20%
Silver Lake braided, ₱ gro., Nos. 0, $6.00; 1, $6.50; 2, $7.00; 3, $7.50 20%
Wire Clothes:

	18	19	20
1000 feet	$2.20	$2.00	$1.65
75 feet	1.80	1.70	1.30

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co 40%
R. & E. Mfg. Co 40%
Reading Hardware Co 40&10%
Sargent & Co 40&10%

CABINET—

Eagle Lock Co 33⅓%
Corbin 33⅓%
Yale 33⅓%

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00 40%
Ames Sword Co 40%
Brown's brass 25%
Brown's chain 25%
Champion 40%
Eagle 40%
Slaymaker's:
- General line 35&10%
- Scandinavian 90%
- " steel keys 50%

Smith & Egge bicycle 50%
Wrought Iron 75&10&80%
Yale Lock Co 60%

TRUNK—

Corbin's 25&10%
Eagle 40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory 45@5&50%
Lignumvitæ 45@5&50%
Bliss:
- Carpenters, Tinners, Box, Carvers 33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden 33⅓%
Regular Goods 70&10%@75%

Meat Cutters

American 30%

Nos.	1	2	3	4	5
Each	$5	$7	$10	$25	$50	$60

Dixon's, ₱ doz 30&10@40%

Nos.	1	2	3	4	
Each	$14	$17	$19	$30	

Enterprise 25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.75	$6	$4.50	$6

Little Giant 33⅓@40%

Nos.	305	310	312	320	322
Each	$35	$48	$44	$72	$68

Woodruff's, ₱ doz 30&10@40%

Nos.	100	150
Each	$15	$18

Beef Shavers (Enterprise) 25@30%

Meat Juice Extractors

Enterprise 25&30%

Metals, Anti-Friction

	₱ Lb
Magnolia Metal Co.:	
Defender	18c
Cosmic	10c
Magnolia, Anti-Friction	25c
Mystic	15c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00 40%
Sargent's 60@60&10%

Mitre Boxes

C. E. Jennings & Co 30&10%
Seavey's, ₱ doz., $30 40%
Stanley Rule and Level Co.:
- Nos. 340 to 460 30%
- Nos. 50 and 60 35%

Motors

COFFEE MILL—

Specialty Novelty Co., each $5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Asen list, July, 1899 90, 90&10%

PICTURE—

Niles' Patent 40%
Porcelain head, combination list 60&10%
Porcelain head, Sargent's list 60%

Nail Nippers

'Gem," ½ gross lots, ₱ gross $21.00
" less quantity, ₱ dozen 2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net $7.50
Black Hawk, ₱ dozen 9.00
Cyclops 50&10%@50%
Cronk's, ₱ dozen, net $12.00
Eureka, No. 74, ₱ doz., net $8.50
Eureka, No. 75, ₱ doz., net $8.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00 30&5%
Lightning, ₱ doz., $18.00 20%
Morris No. 1, list $20.00 50%
National, ₱ doz., $24.00 10%
Pelican, ₱ doz., $ 9.00 40@40&10%
Rollis Hardware Co., No. 1, $18.00 50&10%

Nail Sets

	₱ Gro
Hunters, Cup Point, knurled	$10.00
Hunters, Cup Point, plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25
Snell's:	
Octagon, ₱ gro	$5.25
Corrugated	6.75
Knurled	6.75@7.50

Nippers

Acme 50%
Smith's cutting 50%
Todd's cutting 50%

Nut Crackers

	₱ Gro
Acme, Japanned, $30.00	40%
Acme, Nickel Plated, $3.00	20%

Nuts

Cold Punched:

Mfrs. or U. S. Standard.	Off List
Square, blank	$5.00
Hexagon, blank	5.50
Square, blank, C. T. & R	5.20
Hexagon, blank, C. T. & R	5.90

Hot Pressed:

Mfrs. U. S. or Nar. Guage Standard	
Square, blank	5.50
Hexagon, blank	5.90
Square, tapped	5.40
Hexagon, tapped	5.80

Oils

Linseed, city, raw, in barrels, ₱ gal 54c
Linseed, city, boiled, in barrels, ₱ gal 56c
Out of town on spot, ₱ gal 58c
Calcutta, raw, in barrels, ₱ gal 60c
Lard, prime city, ₱ gal 58@58c
Lard, Extra, No. 1 48@49c
Lard, No. 2 36@38c

Oilers

Brass and copper 50&10
Tin or steel 65&10
Cushman & Denison's: ₱ Doz
- Gem $ .50
- Leader .60
- Perfect oilers 1.50
- Star pocket oilers .75

"Paragon," brass 45@50%
"Paragon," zinc 60&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust 70@70&10%
Zinc and tin 65@65&10%
American Tube & Stamping Co.:
- Spring bottom cans 70@70&10%
- Railroad oilers, etc 60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes': 40%

Hindostan, large axe	8c	₱ lb
" small "	10c	" "
Queer Creek Axe	20c	" "

OIL STONES—

Pikes':

Lily White Washita	60c	₱ lb
Rosy Red "	60c	" "
Extra "	50c	" "
No. 1 "	40c	" "
No. 2 "	30c	" "
Lily White " round edge slips	90c	" "
No. 1 Washita, round edge slips	70c	" "
Washita Pen Knife pieces	70c	" "
No. 1 Hard Arkansas stone 3 to 5½ in. long	$2.80	" "
No. 1 Hard Arkansas stone 5½ to 8 in. long	$3.50	" "
No. 1 Soft Arkansas stone 3 to 5½ in. long	$1.50	" "
No. 1 Soft Arkansas stone 5½ to 8 in. long	$1.70	" "
Soft Arkansas, round edge slips	$3.50	" "
Hard Arkansas, round edge slips	$4.00	" "
Hard Arkansas Pocket Knife pieces	$4.00	" "

33⅓

Pikes':
- Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes 40%
- India Oilstones, all grades and sizes 33⅓%

Queer Creek Oilstones	20c	₱ lb
Chocolate Oilstones	50c	" "
Regular Hindostan	8c	" "
Small Hindostan	10c	" "

40%

Packing, Steam

RUBBER—

Boston Belting Co.:
- Phoenix, net ₱ lb 50c
- Plumbago 50%

Pure Packing, "Excelsior" 50%
Extra 60%

MISCELLANEOUS—

	₱ Lb
American Packing	8c@10c
Cotton Packing	16c@25c
Italian Packing	9½c@12c
Jute	4½c@5c
Russian Packing	8½c@11c

Padlocks

See Locks.

Parers

APPLE—

Advance	₱ doz	$ 4.00
Baldwin	" "	4.00
Bonanza Improved	each	6.50
Daisy	₱ doz	4.00
Dandy	each	7.50
Eureka Improved	"	20.00
Family Bay State	₱ doz	15.00
Improved Bay State	" "	36.00
Little Star	" "	5.00
New Lightning	" "	7.00
Reading, 72	" "	3.25
Reading, 78	" "	6.25
Rocking Table	" "	6.20
Turntable, '98	" "	6.00
White Mountain	" "	5.00

POTATO—

	₱ Doz
Saratoga	$7.00
White Mountain	6.00

Pencils

Dixon's: ₱ Gro
- Carpenter's $2.17@$8.75
- Carpenter's, blue or red lead 4.00@7.50
- Office 1.87@7.50
- Lumber 6.87
- Colored lumber 9.00
- Black artists 9.37

Colored 4.38@7.50
Assortment boxes 1.81@2.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 23, 1899 70&10@75

Pipe Hangers, Conductor

Iwan's, Perfection wire 50

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.) 40%
Bench, first quality 40&10%
Bench, second quality 50&10%
C. E. Jennings & Co 30&10
Molding 33⅓&5

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IRON PLANES—
C. E. Jennings & Co., Iron....50&10@5%
Sargent's....60@60&10%
Standard Tool Co....50@60&5%
Stanley Rule & Level Co.:
Bailey's....40%
Miscellaneous....35%

PLANE IRONS—
Buck Bros....30%
Butcher's....$5.00@5.25 to £
C. E. Jennings & Co....16⅔&10%
Stanley R. & L. Co....35%
L. & I. J. White....20&5@20%

Pliers and Nippers
Button....79&10@75%
Cronk & Carrier:
Pliers.
No. 1....60&10%
" 20, net....$9.00
" 40....75%
" 50....80%
" 65....40%
" 70....50%
" 80....40%
" 85....40%
Wm. Johnson's Gas Pliers....66⅔%
Smith's Side Cutting....25%

Plow Bolts
See Bolts.

Plumb Bobs
Keuffel & Esser Co....33⅓%

Plumbs and Levels
Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's....70%
Machinists'....25%

Pocket Levels
Stanley's....45%
Duplex....35%

Poachers
See Egg Poachers.

Police Goods
Tower & Lyons....25%

Polish Metal
Presoline Liquid, new list....40%
Prestoline Paste....40@40&10%
U. S. Metal Polish Paste, 3 oz boxes,
₱ doz....$ .50
₱ gross....4.00
¼ pound boxes, ₱ dozen....1.25
1 pound boxes, ₱ dozen....2.95
U. S. Liquid, 8 oz cans, ₱ dozen....1.25
₱ gross....12.00
Barkeeper's Friend Metal Polish
₱ dozen....1.75
₱ gross....18.00

Polish, Stove
Black Eagle benzine paste, 5 lb cans,
₱ lb....10c
Black Eagle, liquid, 10 oz. cans,
₱ doz....75c
Black Jack paste, ¼ lb cans, ₱ gross....9.00
Black Kid paste, 5 lb can, each....65c
Ladd's Black Beauty, ₱ gross, $10.00....50%
Joseph Dixon's, ₱ gross, $5.75....10%
Dixon's Plumbago, ₱ lb....8c
Fireside, ₱ gross....2.50
Gem, ₱ gross., $4.50....10%
Japanese, ₱ gross....3.50
Jet black, per gross....3.50
Peerless Iron enamel, 10 oz. cans ₱ doz....1.50
Wynn's:
Black silk, 5 lb. pail, each....70c
Black silk, ¼ lb. box, ₱ doz....1.00
Black silk, 5 oz box, ₱ doz....75c
Black silk, ¼ pint liquid, ₱ doz....1.00

Poppers, Corn
Square.	₱ Doz	₱ Gro
1 qt.		$ 9.00
1¼ qt.		11.00
2 qt.		13.50

Post Hole Diggers
Disston's Samson Digger, ₱ doz. $34....25%
Kohler's:
Little Giant....₱ doz., net $12.00
Hercules...." " 9.50
Invincible...." " 9.00
Pioneer...." " 7.20
Universal...." " 13.00
New Champion...." " 5.50
Rival...." " 7.50
Ryan's....₱ doz., $20.00....25%
Iwan's:
Split handle....net ₱ Doz $7.00
Perfection...." 8.00
Rockford Tack & Nail Co.:
Rockford brand....₱ doz., " 6.50
Atlas pattern...." " " 7.50

Post Hole Augers
Iwan's Patent improved....40&5%
Perfection....₱ doz., net $8.25
Split handle...." " 7.50
Vaughan's, 4 to 9 in....." " 6.00

Potato Hooks, Etc
Hoe Down Hooks....75&10&2%
Hop Hooks....60&10&2½%
Potato Hooks....70

Powder
See Ammunition.

Presses
See Fruit and Jelly Presses.

Primers
See Ammunition.

Pruning Hooks and Shears
Cronk's Pruning Shears, all styles....33⅓
Disston's Combined Pruning Hook and Saw, ₱ doz., $18.00....25@25&10%
Disston's Pruning Hook, ₱ doz., $12.00....25@25&10%
Smith's:
Pruning Shears....60&10%
Rockdale Pruners....33⅓
Standard Tree Pruners....75%
E. S. Lee & Co's. Pruning Tools....40%
P. S. & W. Co's. Shears....40%
Waters' Tree Pruners....75&10%

Pulleys
Awning....60@60&10%
Axle....50&10@60%
Brass screw....45&10%
Ceiling....60@40&60%
Clothes line, Japanned....60%
Common Sense....60%
Dumb Waiter....60@60&10%
Empire Sash Pulley....60%
Fox all steel....50%
Grand Rapids," all steel....50%
Hay Fork, swivel eve., ₱ doz., 4 in., $3.75; 6 in., $5.00....55%
Hay Fork, Hartz, 4¼ in., ₱ doz., $6.00....50&10%
Hay Fork, 5 in., solid, $5.70....50%
Hot House....50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₱ doz., $12.00....40%
Side, Anti-Friction....60%
Shade rack....45%
Upright....50&10@50&10&10%

Pumps
Cistern, best grades....60@60&10%
Pitcher Spout, best grades....75@80%
Power Pumps, Myers'....50%
Spray Pumps, Myers....50&10%
Spray Pumps, Kohler's:
Daisy, net ₱ doz....$ 7.50
Mechanical, net ₱ doz....7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 328, 3 in. Shallow Well Pump....13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump....15.00
No. 5, Fig. 307, 3 in. Deep Well Pump....15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump....17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump....15.00
No. 32, Fig. 523, 3 in. Deep Well Pump....17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump....14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump....17.00
No. 70, Fig. 333, 2¾ in. Deep Well Pump....15.00
No. 72, Fig. 333, 3 in. Deep Well Pump....15.00
No. 102, Fig. 448, 3 in. Lift Pump....9.00
No. 108, Fig. 448, 3½ in. Lift Pump..11.00
No. 128, Fig. 510, 3 in. Lift Pump....7.00
No. 131, Fig. 510, 3½ in. Lift Pump..8.50
No. 225, Fig. 389, Windmill Pump..12.50
No. 235, Fig. 403, Windmill Pump..16.00
No. 240, Fig. 406, Regulator Pump..28.00
No. 302, Fig. 477, Spray Pump, complete....11.50
No. 350, Fig. 547, Knapsack Spray Pump....10.00
Discount 50% f. o. b. Ashland.
No. 368, Fig. 513, Low Down Tank Force Pump, net....5.00
No. 320, Fig. 492, Bucket Spray Pump, net....2.00

Punches
Bemis & Call Co's.:
Cast Steel Drive....50%
Morrill's....50%
Niagara Hollow....45%
Niagara Solid....55%
Saddlers' or Drive, good....60@65%
Snells' Tinners'....40&5%

Rail
Barn Door, Light, Inches... ¼ ⅝ ¾
₱ 100 feet....$1.40 1.95 2.60
Barn Door, "None Better" No. 1, ₱ ft....3¾c
Barn Door, "None Better" No. 2, ₱ ft....4c
B. D. for N. F. Hangers:
Angular, ₱ ft., 6c....70%
Double Flange, ₱ ft., 8c....70%
Cronk's:
₱ Ft
O. N. T. style, No. 13....2¾c
Double braced....3c
Lane's:
O. N. T. 1 in., ₱ 100 ft., net....$2.75
O. N. T. 1¼ in., net....3.00
O. N. T. 1¾ in., net....4.00
Hinge Hanger, 1 in., ₱ 100 ft....3.50
1¼ " " " "....3.98
Stowell's Wrought steel....25%
Sliding Door, Bronzed Wrought iron, ₱ ft....6½c
Sliding Door, Steel, Brass Plated, ₱ ft....5½c
Sliding Door, Wrought brass, 1¾ in ₱ lb. 36c....25@30%
Victor Track Rail, 7c ₱ ft....60&10&2½%

Rakes, Etc
Cronk's:
Malleable....70%
New Champion....75%
Victor....80%
Anti-Clog Lawn....75%
Never Break Garden....75&10%
Queen City Lawn....40%
Kohler's:
Net
Lawn Queen, 20....$3.45
" " 24....3.60
Jumbo Lawn, 36....5.25
Paragon (wood head)....2.75
Steel Garden, 10th....2.24
" " 12th....2.40
" " 14th....2.64
" " 16th....2.88

Rasps, Horse
Disston's....75%
New Nicholson Horse Rasp...70&10@75&5%
See also Files.

Razors
Electric....List Net
Boracic....60%
Fox....50%
J. R. Torrey Razor Co....20%
Wostenholm & Butcher, $10.00 to £....10%

Razor Hones
Belgian German and Swaty, all sizes...50%

Registers and Ventilators
HOT AIR—
New list, July 1, 1903:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated....70&10%
White Porcelain....60%
Solid Brass and Bronze Metal....50%

Revolving Chimney Tops
Iwans' Volcano....50&5%

Rifle Cleaners
Bishops':
Small Bore Rifle Cleaner, ₱ doz....$3.00

Rings
See Bull and Hog Rings.

Rivets and Burrs
COPPER—
Belt with Burrs....50&10@50&10&5%
Hose with Burrs....50&10@50&10&5%
IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners....75&5%
Miscellaneous....75&5%

Rivet Sets
Regular list....70%

Rollers, Stay
Cronk's:
Nos.	50	55	56	60	65
₱ Dozen	$1.00	.60c	.75c	.75c	.90c

Rope
Cotton Rope: ₱ Lb
Best ¼ in. and larger....16¾c
Medium....14¾c
¼ in. and larger....—
Common....10¾c
Jute Rope:
A grade....6c
C grade....5¾c
Manilla Pure:
7-16 in. and larger....12c
⅜ in....12¾c
¼ and 5-16....13c
Sisal, Pure:
7-16 in. and larger....10c
⅜ in....10¾c
¼ and 5-16 in....11c

Root Cutters
Lane's....25%

Rules
Athol, Steel....33⅓%
Boxwood....60&10@60&10&10%
Ivory....35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood....35&10%
" steel....33⅓&10%
Lufkin's:
steel....50&10%
Lumber....60%
Miscellaneous, Stanley's....60%

Sad Irons
DOVER ASBESTOS—
Polishing....50%
Pressing....50%
Laundry....45%
Sleeve....50%
Tourist....50%
Toy....50%
Blacklock:
Plain black in cases, ₱ 100 lbs....$2.75
Bronze finished in cases, ₱ 100 lbs....3.15
Aluminum finish, in cases, ₱ 100 lbs. 2.95
Full nickel, in cases, ₱ 100 lbs....3.75
COLD HANDLED—
Enterprise Mfg. Co. of Pa. ....20&5&5%

Safety Fuse
See Fuse.

Safety Lifts
Burr Mfg. Co., steel....70&10%

Sand and Emery Paper and Cloth
Baeder, Adamson & Co's. list:
Emery cloth....50&10@60%
Garnet paper....25%
Flint and emery paper....50&10@60%

Sash Balances
Caldwell Mfg. Co....50%
Pullman....50&10@60%
Victor bronze....75%
Victor steel....70%

Sash Chain
Competition....50&10%
Giant....40%
Monarch B. C. Co....70%
Pullman bronze....70%
Pullman cop steel....70&10&10%
Royal metal....65&5%
Steel B. C. Co....70&10%
Steel, copperplated....70%
Victor bronze....70%
Victor steel....75%

Sash Cord & Weight Fastener
Ives....40%

Sash Cord
Cable Laid Italian, ₱ lb....16@18c
Cable Laid Russia, ₱ lb....15c
Common India, ₱ lb....10@10½c
Patent Russia, ₱ lb....14c
Patent India, ₱ lb....12½@13c
Silver Lake:
A Quality, drab, ₱ lb....40c
A Quality, white, ₱ lb....35c
B Quality, drab, ₱ lb....35c
B Quality, white, ₱ lb....30c

Sash Fasteners
Imperial....33⅓%
Sash rollers....70%
Ives casement fasteners....40%
Champion....50%
Monitor, steel....25%
Shutter sheaves....60%
Window screen sash lifts....62%

Sash Locks
Champion meeting rail....50%
Champion side....60%
Ives' patent:
Bronze and Brass....62½
Crescent....50&10,
Iron....62½
Window ventilating....60%
Robinson pat. ventilating sash lock..40%
Wrought bronze and brass....55%
Wrought steel....55%
Payson's signal....80%
Pullman patent ventilating....25%

Sash Weights
Ton lots at factory (Eastern)....$25.00

Sausage Stuffers or Fillers
Enterprise Mfg. Co....25@25&7½%
National Specialty Mfg. Co....30%

Saws
Atkins:
Band to 14 in. wide....80%
Band ⅛ to 3-16 in. wide....50%
Butcher....40&10%
Pruning and Compass....40%
Circular....50%
Cross Cut....35&5%
Gang....50%
Hand, Panel and rip....40%
Wood....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws....25%
Disston's:
Circular, solid and inserted tooth....50%
Band 3 in. to 16 in. wide....60%
Band ⅛ in. to 1¾ in....60%
Cross cuts....50%
Narrow cross cuts....55%
Mulay, mill and drag....50%
Framed wood saws....35%
Wood saw blades....35%
Wood saw rods....4%
Hand saws, Nos. 12, 99, 9, 16, D100, D85, 120, 76, 77, 8....22%
Hand saws, Nos. 7, 107, 107½, 3, 1, 0, 00, combination....30%
Compass, keyhole, pruning, dovetail, &c....35%
Butcher saws and blades....35%
C. E. Jennings & Co's.:
Butcher....30&10%
Hand Panel, rip & other saws..30&2½&10%
Peace:
Cross cuts....50%
Hand panel and rip....30%
Richardson:
Circular and mill....50%
X cuts....50%
Hand saws....30%
Star, Butcher....25%

HACK SAWS AND FRAMES—
Chatillon....30%
Diamond Saw & Stamping Works:
Sterling hack and saw blades....35%
Sterling hack saw frames....20%
Disston's:
Concave blades....25%
Keystone flex. back and mach. blades..40%
Hack saw frames....30%
Griffin's:
Complete....40&10%
Saw blades....35&5&10%
Star, saws and blades....22%

Saw Filer
Disston's D8 Clamp and Guide, $30.00 ₱ doz....30%

Saw Frames
C. E. Jennings & Co....20%
Richardson's Wood....net

Saw Sets
Atkins,
Criterion saw sets, ₱ doz....$6.00
Excelsior saw tools, " " 6.00
Disston's Monarch, Nos. 1 & 10 & Star....30%
Hart's patent lever....20%
Kohler's:
"Giant Royal," ₱ doz. net....$8.50
"Royal," ₱ doz. net....5.00
Morrill's:
Nos. 1, $15.00; 10, $15.63; 11, $15.63....50%
Cross cuts, Nos. 3 & 4, $20.63; 5, $30.00..50%
Richardson's....25%
Seymour Smith & Son, hammer, ₱ doz. $4.75
Stillman's, ₱ doz....1.00
Taintor's Positive, $18.00 ₱ doz....60%

Scales
Chatillon's:
Eureka....40%
Favorite....40%
Grocers' triple scales....50%
Family, Turnbull's....30@30&10%
Hatch:
Counter....40%
Tea....40%
Union Platform, plain....$1.80@$2.00
Striped....$2.00@$.20
Pelouze....50%

Scale Beams
Chatillon's No. 1....30%
Chatillon's No. 2....40%

Scrapers, &c
Adj. Box scrapers (S. R. & L. Co.) $6.00...45%
Box, 1 handle, ₱ doz....$2.00
Box, 2 handle, ₱ doz....$3.00@$4.00
Foot....55&5@60&5%
Ship, Common, ₱ doz., net....$2.40
Ship, R. I. Tool Co....10%

SIDEWALK—
Kohler's steel No. 7, ₱ doz....$2.50

Screens
DOOR—
Phillips.	₱ Doz
Style F, ⅛ in.	$10.00
Style O77, ¼ in.	7.50
Style X Y, ⅛ in.	10.50

WINDOW AND FRAMES—
Phillips:
Flyer pattern....60&10@60&10&3%
Air Line pattern....60&10%
Perfection....60&10@60&10&5%
Screen frames....70&5@60&10%

Screw Drivers
Brace Screw drivers....35&10&5%
Buck Bros....30%
Screw Driver Bits....27½
Champion....40%
Disston's Flat Blade, electric, telegraph and cabinet makers....70%
Electric spiral, No. 01, ₱ doz., net....$6.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet....40&10%
Fray's hollow hdle sets, No. 3, $12.00....50%
C. E. Jennings & Co., No. 285....40&10%
Jennings & Griffin....66⅔%
Sargent & Co's.:
No. 1 forged blade....50&10@50&10&5%
Nos. 20 and 40....66⅔%
Screw Driver bits (Snell's) ₱ doz....60c
Stanley R. & L. Co's.:
No. 64, varnished handles....60&10%
No. 86....70&10%
Victor....55%
Defiancio....70%
Snell's No. 5....75%
No. 10....80%
Nos. 20 and 30....70%
Tower & Lyon:
Champion....40%
Magazine....25%
Machinists'....40%
Belsley's patent....33⅓%

Screws
WOOD SCREWS—
List July 22, 1903.
Drive screws, diamond point....87½&10%
Iron, bright flat head....87½&10%
Iron, bright round and oval head....85&10%
Brass, flat head....85&10%
Brass, round head....80&10%
Bronze, flat head....77½&10%
Bronze, round head....75&10%
Nickel Plated, iron flat head....77½&10%
Nickel Plated, iron round head....77½&10%

MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head...50@50&10%

COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '99....75&12½%
Hand Rail....70&10@75%
Lag screws, list Oct. 1, 1890.
Cone Point....75&1

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BENCH, HAND, ETC—
Bench, iron, ₱ doz....1 in., $2.50@$2.75
1¼, $3.00@$3.25; 1¾, $3.50@$3.75
Bench, wood, beech....30@30&5%
Hand, wood....30@30&5%
Jack Screws, Miller's Falls, roller bearing....50&10%
Jack Screws, Miller's Falls, without roller bearing....40&10&10%
Jack Screws, P. S. & W....50@50&5%
Jack Screws, Sargent's....70&10%

Scroll Saws
Cricket....10&10%
C. E. Jennings & Co....25%
Lester, complete, $10.00....15&10%
Rogers, complete, $4.00....15&10%

Scythes
₱ Doz
Wadsworth's:
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, grain; weed and bush....40%

Scythe Rifles
3-Coat, ₱ gro., $10.00 } 40%
4-Coat, ₱ gro., $12.00 }

Scythe Stones
	₱ Gro	
No. 1, Indian Pond	$ 7.00	40%
No. 2, " "	4.50	
White Mountain	9.00	
Black Diamond	12.00	
Lamoille	11.00	
Green Mountains	6.00	
Leader Red End	4.50	
Willoughby Lake	9.00	
Extra Quinnebog	7.00	
Pike's Corundum	24.00	
" Emery	15.00	

Seeders
Raisin, Enterprise....25@30%

Shears
Acme (cast)....40@40&5%
Ætna, Steel Japanned....80&20%
Ætna, Steel Nickeled....70&20%
Barnard Lamp Trimmers....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers....63¾%
N. P. Bent Trimmers....66⅔%
Japanned Straight....70&10%
Japanned Bent....70&10%
Cronks
Nickel Plated....60&10%
Japanned....60&20%
Heinisch's:
Straight Trimmers, etc.60&10@60&10&10%
Tailors' Shears....40%
Tinners' Snips....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned....70%
Nickeled....60%
Standard Cutlery Co.:
Japanned....70&10%
Nickeled....60&10%
Star Brand:
Nickel Scissors....60%
Nickel Shears....60%
Japan Shears....70%
Tailors' Shears....40&10%
Pruners....70%
Tinners' Snips....40&10%

Shears, Hedge
Wm. Wilkinson & Sons....50%

Sheaves
SLIDING DOOR—
Corbin's list....60&10&2%
Hatfield's Pattern....70&10@80%
Stowell's Anti-Friction....50%
Patent Roller....60&10@60&10&5%
SLIDING SHUTTER—
Sargent's list....70%

Shells
See Ammunition.

Ship Tools
L. & I. J. White....25%

Shot
See Ammunition.

Shovels and Spades
Association List, Nov. 15....40%
F. E. Kohler Co....net prices
Avery Stamping Co....net prices

Shutter Bars
Ives'....45%

Shutter Bolts
See Bolts, Shutter.

Sifters, Flour
Hunter's Genuine, ₱ gross....$10.50@$11.50

Skate Sharpeners
Eureka....₱ doz.. $1.75; ₱ gro., $18.00

Slaters' Tools
Plumbs....80%

Slaw and Kraut Cutters
Disston's:
Slaw, vegetable, corn grater, turnip shredder....40%
Kraut cutters, 24x7, 26x8, 30x9....55
Kraut cutters, 36x12, 40x12....40%
Enterprise Mfg. Co....25@30%
Tucker & Dorsey:
1 knife, ₱ gro....$18.@$20.00
2 knives, ₱ gro....$22.50@$30.00
Kraut cutters....40%
Woodrough & McParlin....40%

Sledges and Heavy Hammers
See Hammers.

Slicers
Vegetable, Enterprise....25%

Smiths' Bellows
See Bellows.

Snaps, Harness, &c
German, new list....40@40&10%
Sargent's:
Patent Guarded....66⅔%
Covered Spring....50@&5%
Covert Mfg. Co.:
Covert Breast strap, bkle snaps....45%
Yankee Breast strap, bkle snaps....17½%
Breast strap protector....45&2%
Double for bits or trace carrier....45%
Trojan snaps....45%
High grade snaps....45%
Jockey snaps....35%
Derby snaps....30&2%
Rope snaps....35&5%
Yankee snaps....30&2%

Scythe Snaths
National Snath Co....45@50%
Grain cradles....40&12½%

Spoke Shaves
Bailey's (Stanley R. & L. Co.)....50&10%
Razor Edge....35%
Iron, ₱ doz....50&10%
Miller's Falls....15&10%
Seymour Smith & Sons, iron....20%
Wm. Johnson's:
Wood, best....30%
Wood, second quality....33⅓%

Spoons and Forks
Boardman's:
Nickel silver, catalogue "D"....net list
SILVER PLATED FLAT WARE—
L. Boardman & Son, cat'lge "D" net list
International Silver Co.:
"1847"....40&10%
"Anchor"....60%
"Eagle"....50&10%
"Star"....50&10%
Rogers, Smith & Co....50&10%
Rogers & Hamilton....40&10%
Holmes & Edwards....50&10&10%
Germau silver, unplated....60@60&5%
KNIVES AND FORKS, NO. 12—
₱ Doz. Net
"1847"....$3.50
"Anchor"....3.25
"Eagle"....3.25
"Star"....3.25
Rogers, Smith & Co....3.25
Rogers & Hamilton....3.25
Holmes & Edwards....3.00

Springs
See Door Springs.

Spring Balances
See Balances.

Spring Hinges
See Hinges.

Squares
Disston's Try sq're & T bevels, new list..70%
Try square and T bevel....60&10&10@70%
Winterbottom's Try and Mitre:
Iron Handle....40%
Wood Handle....50%
Nickel-pl'ted, new list, Jan. 5, '00.70&10&10%
Steel and Iron....70&10&10%

Staples
Barbed blind, ⅛, ¾, & ⅞ in., ₱ lb....6½c
FENCE—
Same price as Barb Wire, see trade report.

Stay Rollers
Cronk's, No. 50, net ₱ doz....$1.00
" " 55 " " " 60c
" " 56 " " " 84c
" " 60 " " " 84c
" " 65 " " " 80c
Lane's, Nos. 1, 2 and 3....40%

Steels
Chatillon's "Dicks"....30%

Stocks and Dies
BICYCLE—
Holroyd & Co....40&10%
BLACKSMITH'S—
Butterfield's....35&40%
Gardner....33⅓&10%
Holroyd & Co....50&10&5%
Holroyd's R'd Adj. screw plates....50%
Reece's new screw plates....25%
Lightning screw plate....25%
PIPE MAKERS—
Holroyd & Co....80&10%@80&10%

Stones
See Oilstones.

Stops
See Bench Stops.

Store Door Handles
See Handles.

Store Ladders
Lane's....10%
Myers' Noiseless....50%

Stove Bolts
See Bolts.

Stove Polish
See Polish, Stove.

Sweepers
See Carpet Sweepers.

Tackle Blocks
See Blocks.

Tacks, Brad, &c
List January 15, 1899.
American cut tacks....90&25%
S. S. cut tacks....90&30&5%
Carpet Tacks:
American blued....90&25&5%
American tinned....90&25&5%
Swedes Iron Tacks:
S. S....90&30&10&5%
Bill Posters' and Railroad Tacks:
S. S....90&45&5%
Common and Patent Brads....80&10&5%
Gimp Tacks:
S. S....90&45&5%
Hungarian Nails, steel....80&20&5%
Lace Tacks:
S. S....90&45&10%
Looking Glass Tacks....65&5%
Trimmers' Tacks:
S. S....90&30&10&5
Trunk and Clout Nails:
Steel, black....80&10%
Steel, tinned....80&10%
Upholsterer's Tacks:
S. S....90&40&5%
MISCELLANEOUS—
Double Point, in dozens....90&6tens
Shade, in dozens....90&10&10%
Shade, in bulk....80%

Tack Pullers
Columbia, No. 1, ₱ doz., net....$5.00
" " 2, " " " 1.00
Little Jack, ₱ doz., net.... 1.00

Tapes, Measuring
Eddy's:
American Asses' skin....40&10@50%
Leather Case....25@25&10%
Star steel....40@40&10%
Steel....30@5@35%
Chestermans....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic steel, lower list....35@35&5%
Pocket....35@35&10%
Lufkin's steel and metallic....30@33⅓%

Tap Borers
See Borers, Tap.

Taps
American Screw Co.:
Machine screw....70%
Holroyd & Co's.:
Blacksmiths....60&10%
Machine screw....75&10@80%
Machinists's Hand:
1-16 to 1¼ in. inc....65&10%
1⅜ to 2 in....50&10&5%
2⅛ to 3 in. inc....33⅓&10%
3⅛ to 4 in. inc....20%
Pipe, ⅛ to 1¼ in....80&20%
Pipe, 2 to 3 in....80&15%
Pipe, 3½ and 4 in....66⅔&15%

Tap Wrench
Rollis Hdw. Co., $6.00....50%

Thumb Latches
See Handles.

Ties, Wall and Veneer
The Metal Stamping Co., Niagara...20&10%

Tinware
Stamped, Japanned and Pieced..net prices

Tire Bolts
See Bolts.

Tobacco Cutters
National Specialty Co....40%
Enterprise Mfg. Co....25@30%

Toilet Clippers
See Clippers.

Trammel Points
C. E. Jennings & Co., "Eureka"....25%
Disston's....70%
Sargent's....40&10%
Stanley's....45%

Transom Lifters
Payson's solid grip, Nos. 643 and 644, ₱ 100, net....$33.00
Payson's:
Balance, Iron list....70&10&10%

Traps
FLY—
Balloon....₱ doz. $1.25, ₱ gro., $12.00
Globe....." " 1.25, " " 12.00
Harper....." " 1.40, " " 13.50
GAME—
Enterprise Mole....15&10%
Hawley & Norton....65%
Newhouse....45@45&5%
Victor....70&10@70&10&5%
MOUSE AND RAT—
Hotchkiss:
Metallic Mouse....50%
Improved Rat....50%
New Rat....50%
Mouse, round wire, ₱ doz., $1.00....10%
Mouse, wood, choker, ₱ doz. holes....9c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ea. $1.21; ₱ doz....$13.25
No. 3, Rat, ₱ doz., $6.50; case of 50.. 5.75
No. 3½, Rat, ₱ doz., $5.25; case of 72. 4.70
No. 4, Mouse, ₱ doz., $3.85; " " 150 3.00
No. 5, " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₱ Doz
Superior Rat Trap....$15.00
Yankee Mouse Trap.... 5.50
Yankee Rat Trap.... 11.00

Trouser Hangers
Pullman No. 1, ₱ gro....$ 9.00
" 4, " " 24.00

Trowels, Mechanics
Brade's Brick....80%
Disston's:
Brick and Pointing....30%
Plastering....25%
"Standard Brand" and Garden....35%
C. E. Jennings & Co.:
Brick....30%
Plastering....25%
Pointing....30%
W. & McP. Plastering....25%
"Rose" Brick, Plst'rng & Moulding..25&5%

Trowels, Garden
Kohler's:
Mal. Hdl. Jap., ₱ gross, net....$5.00
" Tinned, ₱ gross, net.... 6.20
Wood Hdl., ₱ gross, net.... 4.50
Disston's....35%

Vegetable Slicers
Enterprise Mfg. Co....25%

Vises
Oval slide....60&10%
Solid box....60&10@60&10&10%
Columbian Hdw. Co.:
Nos. 110 and over....50&5%
Nos. 100 and under....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel....40&45%
Coachmakers'....40%
Armstrong's:
Combination....50%
Plain and Hinge....60%
Bonney's Champion....40&10
Holland's....40%
Howard's....40%
Little Giant Bench....25&3½%
Lowell Hand....33⅓%
Massey:
Perfect....20%
Clincher....35@40%
Wood-working....15@20%
Planer....15@20%
Comb. Pine....40%
Millers' Falls:
Mechanics'....10%
Oval Glide....60&10%
Ball Clamp....45&10%
Hand....15&10%
Moore's....20%
Prentiss....20&25%
Sargent's....40%
Smedliker's....80@33⅓%
Stephen's....30@33⅓%
Trenton....40@40&5%
Wright's Pipe....40%
SAW FILERS
Bonney's No. 1 & 3....40%
Wentworth's....40&10@50%

Wads
See Ammunition.

Wagon Jacks
Covert's Auto Screw Jacks....80&2%
Mfg. Co's. steel....45%
Automobile....45%
Lane's steel....30&10%

Washer Cutters
Otis A. Smith's....20&10&10%

Water Motors
Rosenberg's, single, F. O. B. Balto....40%
" in Doz. Lots, Frt. Pd..40&10%

Weights, Hitching
Covert Mfg. Co....40&2%

Well Wheels
Japanned, 8 to 14 in....net

Weed Extractors
"Pastime," ₱ doz., net....$1.75

Window Cleaners
Barnes Mfg. Co....40%
Bosley's Peerless....60%
Bosley's X. L. C. R....70%
Clayton's....25&10%
Phœnix....60%

Window Stop Adjusters
Ives' new list....35%
Taplin's "Perfection"....35%

Wire Gauges
See Guages.

Wire and Wire Goods
Brass wire....20%
Bright Wire Goods:
New list June 24, 1903....90&30@90&40%
Cast steel wire....50%
Copper wire....25%
Annealed & Tin. on spools....70&10&10%
Brass and Cop. on spools....60@60&10%
Spooled wire, ass'd for retailing.70&10&10%
Market Wire, Bright or Annealed:
Nos. 6 to 9....80&5%
Nos. 10 to 18....80%
Nos. 19 to 26....80&10%
Nos. 27 to 31....80&5%
Galvanized:
Nos. 15 to 26....75&5%
Coppered:
Nos. 6 to 14....75&10%
Nos. 15 to 18....75&10%
Tinned:
Nos. 6 to 14....77½%
Nos. 15 to 18....75&5%
Cast steel....65%
Charcoal iron....60%
Gun screw....65%
Picture wire, list of Oct. 2, 1900....85&10@85&10&10%
Stub's steel wire....$6.00 to£ 33⅓%

Wire Clothes Lines
See Lines.

Wire Cloth, Netting, &c
Galvanized wire netting....80&10@80&15%
Painted screen cloth, good quality, ₱ 100 sq. ft....$1.20@$1.25

Wire Rope
Bright....45&2½%
Iron, galvanized....87½&2½%

Wire Rope Clips
Crosby....25%

Wire Stretchers
W. C. Heller's grip, ₱ doz....$1.50

Wrenches
Agricultural....75&10@75&10&10%
Alligator....70&10%
Baxter's....70@70&10%
Machinists....50%
Solid handle....50&10@60%
Bemis & Call's:
Briggs pattern....80&10%
Improved Pipe, bright....60%
Patent Combination black....40&5%
Patent Combination bright....40%
Bicycle:
Club....40%
Superior....40%
Featherweight....40%
Protection....40%
Boardman's....40%
Coes':
Genuine....40&10&5&5%
"Mechanics"....40&10&10&5&5%
Coes' pattern, wrought bar....60&5@60&10%
Donohue's engineer....40&10%
Eagle pipe....50&10%
Gem....30%
Stillson pipe....60&10%
Acme....60@60&10%
Bull Dog....70%
Hercules....70%

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HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Agricultural Implements
Geneva Tool Co., Geneva, Ohio
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O.

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anti-Rust Tin Ware
Reed Mfg. Co., Newark, N. Y.

Anvils
Alfred Field & Co., New York

Arbor Presses
Chandler & Farquhar, Boston

Augers and Auger Bits
John H. Graham & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.

Automobiles
J. Stevens Arm & Tool Co., Chicopee Falls, Mass.

Automobile Forgings
Thomson Drop Forge Co., Plantsville, Conn.

Awls
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Axes and Edge Tools
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease
Frazer Lubricator Co., New York
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York

Babbitt Metal
Magnolia Metal Co., New York

Balances, Sash (Spring)
Pullman Mfg. Co., Rochester, N. Y.

Bank Railings
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Barb Wire
Fuller Bros. & Co.. New York

Barn Paints
E. E. Nice, Philadelphia, Pa.
Geo. W. Pitkin Co., Chicago, Ill.

Bath Room Fixtures
Buffalo Mfg. Co., Buffalo, N. Y.
Novelty Mfg. Co., Waterbury, Conn.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co.. Geneva, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs
John H. Graham & Co., New York

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
Gendron Wheel Co., Toledo, Ohio
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands
F. E. Meyers & Bro., Ashland, Ohio

Bicycle Step Ladders
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries
Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Boiler Feeders
N. A. Watson, Erie, Pa.

Bolt and Screw Cases
J. D. Warren Mfg. Co., Chicago

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburg, Pa.

Bolts, Wrought Barrel
Griffin Mfg. Co., Erie, Pa.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Straps
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Boxes (Paper)
National Metal Edge Box Co., Philadelphia, Pa.

Braces, Carpenters
John H. Graham & Co., New York
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.

Brackets
E. E. Josef Mfg. Co., Buffalo, N. Y.

Brackets, Folding
Griffin Mfg. Co., Erie, Pa.

Brackets, Shelf
Griffin Mfg. Co., Erie, Pa.
Piqua Bracket Co., Piqua, Ohio

Brad Awls
Hurwood Mfg. Co., Bridgeport, Conn.

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass and Composition Castings
Magnolia Metal Co., New York

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Brass Novelties
Novelty Mfg. Co., Waterbury, Conn.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
The Wm. Bayley Co., Springfield, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales
John Chatillon & Sons, New York
Osgood Scale Co., Binghampton, N. Y.

Butchers' Tools
John Stortz & Son, Philadelphia, Pa.

Butts, Door
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinets, Bolt
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Massachusetts Tool Co., Greenfield, Mass.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Can Openers
John H. Graham & Co., New York
A. F. Meisselbacher & Bro., Newark, N. J.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carpet Beaters
Holt-Lyon Co., Tarrytown, N. Y.

Carpet Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.
Streator Metal Stamping Co., Streator, Ill.

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing
Frank Miller Co., New York

Carriers, Hay
F. E. Meyers & Bro., Ashland, Ohio

Cash Registers
National Cash Register Co., Dayton, O.

Catalogue Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Cement Rollers
John Stortz & Sons, Phila., Pa.

Chafing Dishes
Buffalo Mfg. Co., Buffalo, N. Y.

Chain Hoist
Jos. F. McCoy Co., New York.

Chains
Covert Mfg. Co., West Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chains, Cow
Covert Mfg. Co., West Troy, N. Y.
Oneida Community, Kenwood, N. Y.

Chains, Halter
Oneida Community, Ltd., Kenwood, N. Y.

Chains, Sash
Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.
Goodell & Co., Antrim, N. H.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Cold
Hurwood Mfg. Co., Bridgeport, Conn.
John Stortz & Son, Philadelphia, Pa.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clamps, Rug and Carpet
E. E. Josef Mfg. Co., Buffalo, N. Y.

Cleavers
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Clocks Alarm
Western Clock Mfg. Co., La Salle, Ills.

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars
A. J. Phillips Co., Fenton, Mich.

Coat Hanger (Folding)
Leader Mfg. Co., Hartford, Conn.

Coat, Hat and Ceiling Hooks
John H. Graham & Co., New York

Coffee and Spice Mills
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila, Pa.
W. H. Glenny & Co., Rochester, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y.

Coil Springs (Door)
Pullman Mfg. Co., Rochester, N. Y.

Coke Forks
Geneva Tool Co., Geneva, O.

Conductor Pipe
Am'can Steel Roofing Co., Middletown, O

Contractors' Plows
Syracuse Chilled Plow Co., Syracuse, N. Y.

Contractors' Tools
John Stotz & Sons., Philadelphia, Pa.

Cooking Utensils (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Hooks
Geneva Tool Co., Geneva, O.

Corn Sheller, (Hand)
The Wm. Bayley Co., Springfield O.

Corundum Wheels
Pike Mfg. Co., Pike, N. H.

Cotton Hoes
Geneva Tool Co., Geneva, O.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Counters, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin
J. D. Warren Mfg. Co., Chicago, Ill.

Countersinks
C. E. Jennings & Co., New York

Cover Lifters, Stove
Fanner Mfg. Co., Cleveland, O.

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Curry Combs
John H. Graham & Co., New York

Cuspadors
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
J. Stevens Arms & Tool Co.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dairy Scales
Osgood Scale Co., Binghampton, N. Y.

Dampers
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleve., O.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.
Pullman Mfg. Co., Rochester, N. Y.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.

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Dormant Scales
Osgood Scale Co., Binghamton, N. Y.

Drawers, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Drawer Pulls
Griffin Mfg. Co., Erie, Pa.
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
C. E. Jennings & Co., New York
Keuffel & Esser Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Drawing Knives
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)

Dripping Pans
The Bronson Walton Co., Cleveland, O.

Drop Forgings
Thomson Drop Forge Co., Plantsville, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa

Duplicating Machines
Felix P. J. Daus Duplicating Co., N. Y.

Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
L. & I. J. White Co. Buffalo, N. Y.

Egg Beaters (Dover)
Holt Lyon Co., Tarrytown, N. Y.

Electric Bells and Supplies
John H. Graham & Co., New York

Elevator Enclosures and Bars
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Elevators
Kimball Bros. Co., Council Bluffs, Iowa
O'Neill Elevator Co., Philadelphia, Pa.

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.

Enamel Ware (Turquoise)
Reed Mfg. Co., Newark, N. Y.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Export Agents
John H. Graham & Co., New York

Fans (Ventilating, Ceiling)
The A. Rosenberg Co., Baltimore, Md.

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Faucets, Metal
John H. Graham & Co., New York

Faucets, Wood
John Sommer's Son, Newark, N. J.

Fences (Stel Picket)
Glen Mfg. Co., Ellwood City, Pa.

Fences (Wire)
Glen Mfg. Co., Ellwood City, Pa.

Fences, Wire and Iron
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Stewart Iron Works, Cincinnati, O.
Van Dorn Iron Works Co., Cleveland, O.

Field Hoes
Geneva Tool Co., Geneva, O.

Files
G & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.
N. A. Watson, Erie, Pa.

Filters, Water
N. A. Watson, Erie, Pa.

Fire Arms
Alfred Field & Co. New York
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Pots
Clayton & Lambert Mfg. Co., Detroit, Mich.

Fishing Floats
J. M. Mast Mfg. Co., Lititz, Pa.

Fishing Tackle
Clark, Horracks Co., Utica, N. Y.
The Horton Mfg. Co., Bristol, Conn.
J. M. Mast Mfg. Co., Lititz, Pa.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Flintstone Enamel Steel Ware
Reed Mfg. Co., Newark, N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila., Pa.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Furnace Shovels ("Tropic")
Avery Stamping Co.. Cleveland, Ohio.

Galvanized Hoops, Bars & Bands
Harold McCalla, Philadelphia, Pa.

Galvanized Ware
Reed Mfg. Co., Newark, N. Y.

Galvanized Wire
Fuller Bros. & Co., New York

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
W. H. Glenny & Co., Rochester, N. Y.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges
The H. H. Mayhew Co., Shelburne Falls, Mass.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.

Glass Cutters
W. L. Barrett, Bristol, Conn.
Fletcher, Terry & Co., Forestville, Ct.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Glue
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O
Geneva Tool Co., Geneva, O.

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grates
Blacklock Foundry, South Pittsburgh, Tenn.

Grist Mills (Hand)
The Wm. Bayley Co., Springfield, O.

Gummers, Saw
Henry Disstons Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Hack Saws
Diamond Saw & Stamping Co., Buffalo, N. Y.
West Haven Mfg. Co., New Haven, Conn

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Halter Chains
Covert Mfg. Co., West Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y.

Hammers
Henry Chenney Hammer Co., Little Falls, N. Y.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York
Franklin Specialty Co., Reading, Pa.

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Hand Carts
Syracuse Chilled Plow Co., Syracuse, N. Y.

Handles, Tool
Berger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.
Richards Mfg. Co., Aurora, Ills.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.
W. H. Glenny & Co., Rochester, N. Y.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Richards Mfg. Co., Aurora, Ills.
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Cabinets
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York

Hardware Shelving
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties
Alfred Field & Co., New York
Enterprise Mfg. Co. of Pa., Phila.
Robert Murray, New York
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Franklin Specialty Co., Reading, Pa.
E. E. Josef, Mfg. Co., Buffalo, N. Y.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., West Troy, N. Y.

Hatchets
Franklin Specialty Co., Reading, Pa.

Hasps and Staples
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Header Forks
Geneva Tool Co., Geneva, O.

Heaters (Carriage)
Standard Stamping Co., Marysville, O.

Hinges
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Hoist (Chain)
Jos. F. McCoy Co., New York.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware
Blacklock Foundry, South Pittsburgh, Pa.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York

Horse and Cattle Ties
Covert Mfg. Co., West Troy, New York
Oneida Community, Ltd., Kenwood, N. Y.

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Holders, Pillow Sham and Dust Pan
E. E. Josef Mfg. Co., Buffalo, N. Y.

Household Specialties
W. H. Glenney & Co., Rochester, N. Y.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
John H. Graham & Co., New York
North Bros., Mfg. Co., Philadelphia

Ice Creepers
Blair Husking Glove Co., Bucyrus, O.
Edwin B. Stimpson & Son, New York

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Franklin Specialty Co., Reading, Pa.

Ice Tools
W. H. Glenny & Co., Rochester, N. Y.
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.
John Stortz & Son, Phila., Pa.

Injectors
N. A. Watson, Erie, Pa.

Injectors, Excelsior
N. A. Watson, Erie, Pa.

Inverted Light
Wiederhold Light Co., New York, N. Y.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron and Steel
Harold McCalla, Philadelphia, Pa.

Iron Works
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

"Japalac"
Glidden Varnish Co., Cleveland, O.

Job Lots
Chas. Weiland, New York, N. Y.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.

Ladders, Folding
Udell Works, Indianapolis, Ind.
Berger Bros. Co., Philadelphia

Lamps, Bicycle
John H. Graham & Co., New York

Lanterns
Hurwood Mfg. Co., Bridgeport, Conn.
R. E. Dietz & Co., New York, N. Y.

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Lawn Fences
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Rakes
Geneva Tool Co., Geneva, Ohio

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh, New York
Globe Lawn Mower Mfg. Co., Reading, Pa.
Philadelphia Lawn Mower Co., Philadelphia, Pa.

Lawn Tools
Geneva Tool Co., Geneva, Ohio

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialy Co., Erie, Pa.
John H. Graham & Co., New York
John Sommer's Son, Newark, N. J.
Leader Mfg. Co., Hartford, Ct.

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Light (Inverted)
Wiederhold Light Co., New York, N. Y.

Lighting Systems
American Gas Machine Co., Albert Lea, Minn.

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks and Knobs
John H. Graham & Co., New York

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lubricators
Geo. W. Cole Co., New York, N. Y.

Machinists' Tools
Barnes Tool Co., New Haven, Conn.
Henry Disston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mail Boxes
Vermont Slate Co., Zanesville, Ohio
Smith Bros. Mfg. Co., Indianapolis, Ind

Mallets
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New York

Manufacturers' Agents
John H. Graham & Co., New York
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Manure Hooks
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City, New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa., Phila.

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Measuring Tapes
Alfred Field & Co., New York
John H. Graham & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Metal Ceilings
Northrup, Coburn & Dodge Co., New York, N. Y.

Metal Side Walls
Northrup, Coburn & Dodge Co., New York, N. Y.

Mills, Coffee and Spice
The Wm. Bayley Co., Springfield, O.
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nail Sets
John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Sawyer Tool Mfg. Co., Fitchburg, Mass.

Needles
Alfred Field & Co., New York

Nippers
Alfred Field & Co., New York
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburgh, Pa.

Office Railings
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans (Safety)
Vermont Slate Co., Zanesville, Ohio

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, O

Ovens, Gas Stove
Schofield & Co., Freeport, Ills.

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
E. E. Nice, Philadelphia, Pa.
Geo. W. Pitkin Co., Chicago, Ill.

Paint Specialties
Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.

Paper Boxes
National Metal Edge Box Co., Philadelphia, Pa.

Paper Clips
Cushman & Dennison, New York

Paviors' Tools
John Stortz & Sons, Phila., Pa.

Patents
Davis & Davis, New York

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Perforated Metals
Edwin B. Stimpson & Son, New York

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Planters' Hoes
Geneva Tool Co., Geneva, O.

Plated Ware
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York

Plates, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers
Hurwood Mfg. Co., Bridgeport, Conn.

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
Alfred Field & Co., New York
John Chatillon & Sons, New York

Pocket Knife Tool Kit
U. J. Ulery, New York, N. Y.

Polish, Stove
Black Satin Polish Co., New York, N. Y.
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Stove Polish Co., Chicago, Ills.

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Geo. W. Huffman, Indianapolis, Ind. and New York

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John H. Best, Galva, Ill.

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Pelouze Scale & Mfg. Co., Chicago, Ill.

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F. E. Myers & Bro., Ashland, Ohio

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F. E. Myers & Bro., Ashland, Ohio.

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Chandler & Farquhar, Boston
The H. H. Mayhew Co., Shelburne Falls, Mass.

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Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

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Champion Safety Lock Co., Geneva, O.

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Rochester Radiator Co., Rochester, N. Y.

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The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Stewart Iron Works, Cincinnati, O.

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Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

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Magnolia Metal Co., New York

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Kampfe Brothers, New York
Gem Cutlery Co., New York
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C. E. Jennings & Co., New York
Wiley & Russell Mfg. Co., Greenfield, Mass.

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John Sommer's Son, Newark, N. J.

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Udell Works, Indianapolis, Ind.

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Berger Bros. Co. Philadelphia

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Harrington & Richardson Arms Co., Worcester, Mass.

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Geneva Tool Co., Geneva, O.

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The H. H. Mayhew Co., Shelburne Falls, Mass.

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Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

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F. H. Smith Mfg. Co., Chicago, Ill.

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C. C. & E. P. Townsend, New Brighton, Pa.

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Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

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National Sheet Metal Roofing Co., Jersey City, N. J.

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North Bros. Mfg. Co., Phila, Pa.

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Stanley Rule & Level Co., New York

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American Tube & Stamping Co., Bridgeport, Conn.

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Bommer Bros., Brooklyn, N. Y.

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Harold McCalla, Philadelphia, Pa.

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Geneva Tool Co., Geneva, O.
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Alfred Field & Co., New York
Geneva Tool Co., Geneva, O.
Hurwood Mfg. Co., Bridgeport, Conn.
C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia, Pa.
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Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
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American Tube & Stamping Co., Bridgeport, Conn.

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Berger Bros. Co., Philadelphia
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Stewart Iron Works, Cincinnati, O.

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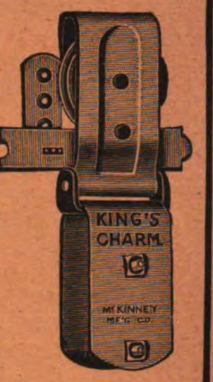
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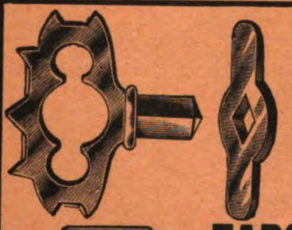
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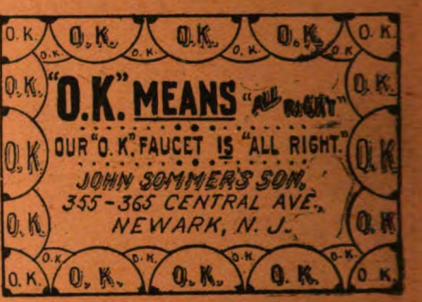


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VOL. XXXII
NO. 4

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NOV. 25
1905

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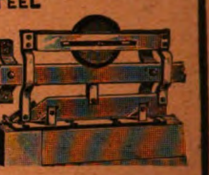
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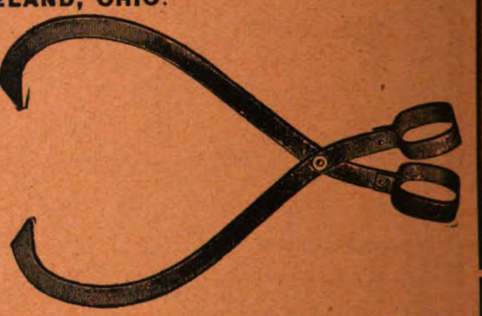
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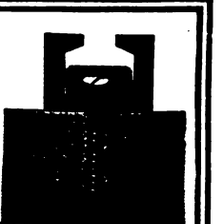
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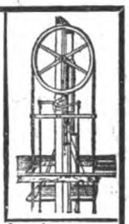
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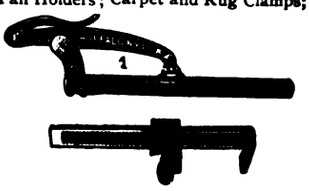
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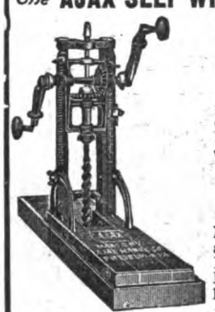
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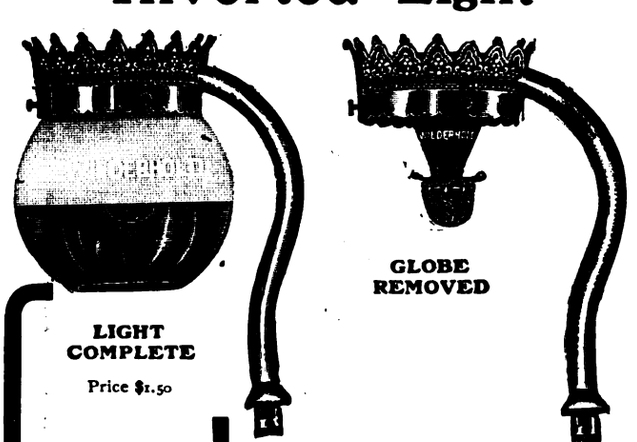
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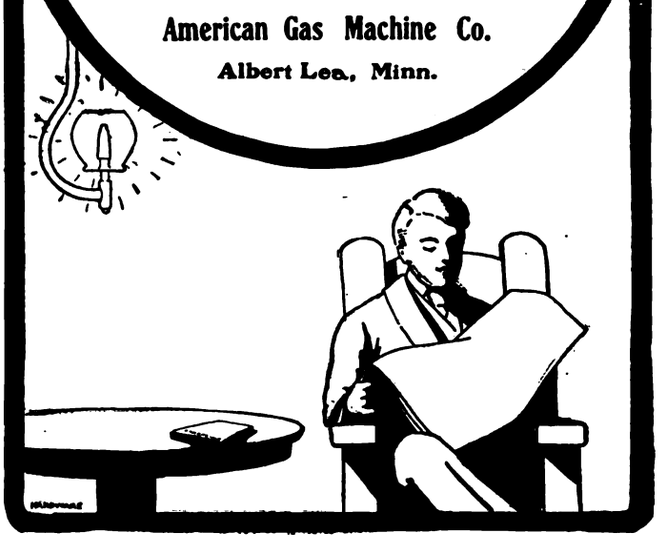
The AJAX SELF WITHDRAWING WOOD BORING MACHINE

does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.
AJAX MFG. CO.,
Pittsburgh, Pa.
Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

78 YEARS. ESTABLISHED 1825. 78 YEARS.
CELEBRATED HEINISCH SHEARS,
ACKNOWLEDGED THE BEST.

Tailors' Shears, Trimmers, Scissors, Tinners' Snips, Etc.
R. HEINISCH'S SONS CO.,
F. A. VORDERMEIER,
NEW YORK MANAGER.
155 CHAMBERS ST.
MAIN OFFICE AND FACTORY,
NEWARK, N. J.

When you write to these advertisers say
"Saw your ad. in HARDWARE"

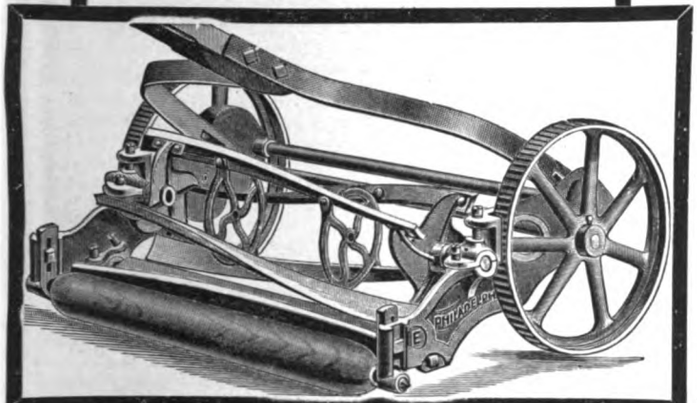
The Wiederhold Inverted Light

LIGHT COMPLETE
Price $1.50
GLOBE REMOVED
The Best--Because
It never flashes back, blackens mantels nor smokes. Does not flicker.
It's ornamental, durable and gives
50 Per Cent. More Light
at less cost for gas and mantels. Fits any fixture—burns all kinds of gas.
Mark: Its Rays Are Downward.
We want a representative in every town. Write us.
The WIEDERHOLD LIGHT CO.
96 Warren St., New York

In the Home
The American Automatic Lighting System
gives that steady, white and restful light so necessary for perfect reading. Hardware Dealers in all sections of the country are selling these lights to householders, merchants, farmers, churches, etc.
The "Automatic" system is the safest, simplest, most economical and reliable on the market. Wherever introduced they sell rapidly and satisfactorily.
Catalogs and estimates sent on receipt of store dimensions.
American Gas Machine Co.
Albert Lea, Minn.


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GENUINE

Philadelphia Lawn Mowers



STYLE E, HIGH WHEEL

A Point of Excellence

in this style is its solid frame: The Box caps to cylinder cutter and the cutter itself can be removed without disturbing frame.

Made of iron and steel. Has 4 blades, 10 inch wheel, 6½ inch cylinder train of 3 gears, double ratchet.

ANOTHER:

Philadelphias are the Mowers "with a go." They sell when other kinds fail to sell. They have the name for bestness.

Be convinced, get our catalog to-day.

Philadelphia Lawn Mower Co.

3101–09 Chestnut St., Philadelphia, Pa.

SUPERIORITY



L. & I. J. White Co.'s Edge Tools have been marketed for nearly three quarters of a century.

It requires, therefore, no second glance to determine their superiority over any others on the market.

Thousands of skilled mechanics use them to-day because their fathers used them before them.

If you are not handling White's Edge Tools—is not that a good reason why you should?

Get our catalog to-day.

The L. & I. J. White Co.

BUFFALO, N. Y., U. S. A.



OAK RUBY

PARLOR STOVE

For Hard Coal, Soft Coal, Coke or Wood. Made in three sizes, with or without inside fire-pot.

Heavily nickel-trimmed it makes a most handsome appearance and makes it a ready seller.

Send for prices and discounts.

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ERIE, PA., U. S. A.



A Round Century

In the Pottery business, and constantly "improving with age," we guarantee all our goods to be equal, if not superior to any in the market.

Our annual output over one million gallons. To appreciate the fulness of our line you ought to have our catalog. Get it to-day.

FULPER POTTERY CO., Flemington, N. J.

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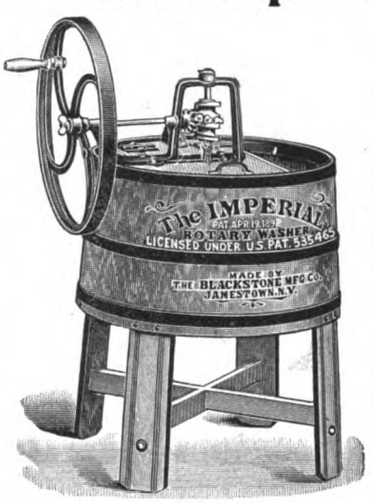


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substantiates our every claim for

The Imperial Rotary



It excels because it is excellent in every respect:
Construction,
Capacity for good work,
Easy operation,
Noiselessness.

Its sliding cylinder on square post makes it the strongest Rotary on the market. All Steel Roller Bearings give it speed and make it noiseless.

Tub extra large.

All castings in Gold and Aluminum Bronze.

Handsomely finished.

Our catalogue tells of the rest of our line.

Get it to-day.

Blackstone Mfg. Co.
Jamestown, N. Y.

Every Hardware Dealer

recognizes that an advertised article i four t mes easier to sell than an unadvertised one.

We have appropriated this season a good many thousand dollars for advertising our products in the large papers and magazi' es of national r putation. You are certain to have calls for:

The Hartmann Stockade Wire Fence
The Hartmann Steel Picket Fence
The Glen Steel Folding Mat

If y ur stock on these goods is low just drop us a line. You can't help selling them and run no risk in stocking up.

GLEN MFG. CO.
160 Mill St.
ELLWOOD CITY, - PA.



THE SMILE

THAT WONT COME OFF

Is always worn by the THRIFTY HOUSEWIFE who uses a

WHITE LILY WASHING MACHINE

WRITE FOR EXCLUSIVE AGENCY

WHITE LILY WASHER CO.

TOLEDO, OHIO DAVENPORT, IOWA

The World's **Standard**

"Pullman" Coil Door Springs



Price guaranteed to date of ship ment.

We are booking orders now for Spring De- l.very.

Malleable Iron Hooks
No. 209 Japanned Screw Eyes

PULLMAN MFG. COMPANY
Rochester, N. Y.

AGENCY **JOSEPH RODGERS & SONS, LTD.**

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, Ltd.

SHEFFIELD, ENGLAND

Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

ALFRED FIELD & CO., 93 Chambers St., New York

Polygon Conductor Pipes Won't Burst.

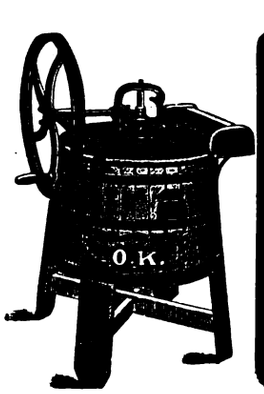
The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,

THE American Steel Roofing Co.

Middletown, O.



DON'T WAIT

until some other Hardware Merchant is selling all the O. K. Washing Machines in your vicinity.

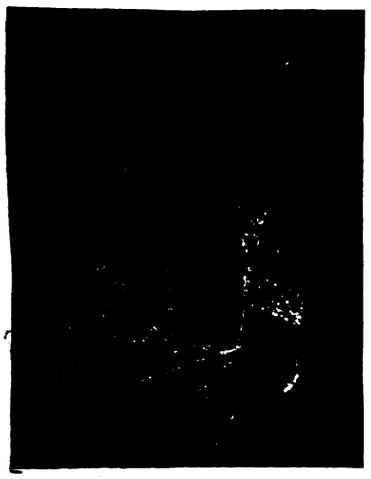
Take up their sale now,—before some of your competitors,—and you'll have the prestige of being first to sell the O. K. Washing Machine.

The O. K. Washers are a little better, and a little different from other Washing Machines.

Our little booklet tells all about them. Free on request.

H. F. BRAMMER MFG. CO., Davenport, Iowa

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Blacklock Andirons

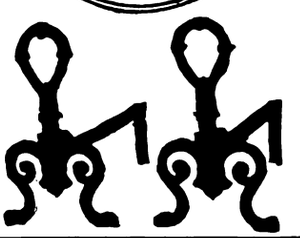
Add "the finishing touch" to any fire place. They are very popular. They sell. Their reputation will add "the finishing touch" to your business this Fall if you handle them.

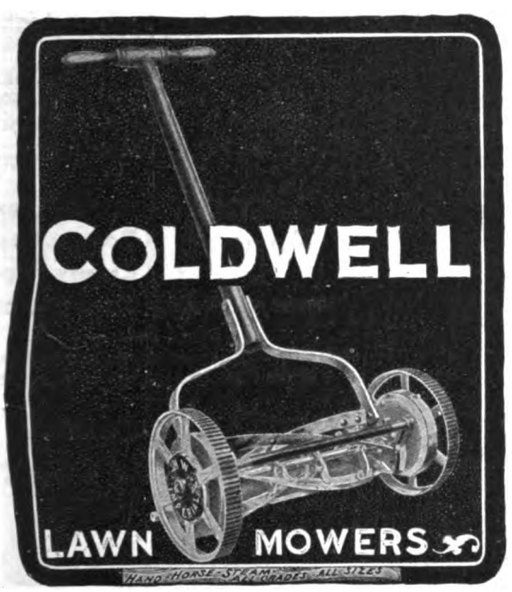
We make a variety of them, from severely plain patterns in wrought iron, dead black finish to the most ornate and showy models, finished in gold or aluminum bronze.

They are an all-the-year round ornament and sell

In Season and Out of Season

BLACKLOCK FOUNDRY · SOUTH PITTSBURG, TENN. ·





COLDWELL LAWN MOWERS

Hand, Horse, Motor Power

1906

Catalogue Now Ready

COLDWELL LAWN MOWER CO.
NEWBURGH, N. Y.

DISSTON

Discriminating buyers know the majority of Saws sold and used are

DISSTON SAWS

and that this fact is conclusive evidence of superior worth.



The brand "DISSTON" has stood for all that is BEST in Saws for the past sixty-five years, and its reputation will be maintained in the years to come.

HENRY DISSTON & SONS, INC.
PHILADELPHIA, PA.

BEET FORKS



BALL ENDS or BLUNT POINTS

6 TINES
7 TINES

American Fork & Hoe Co.

Send for Beet Tool Catalog.

CLEVELAND, O., U. S. A.

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DIXON'S SILICA-GRAPHITE PAINT
DIXON'S PIPE JOINT COMPOUND
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JERSEY CITY, N. J.

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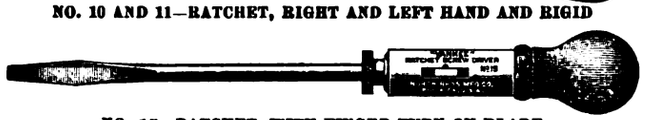
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ARE THE NEWEST, CLEVEREST AND QUICKEST SELLING

Ask Your Jobber About Them.

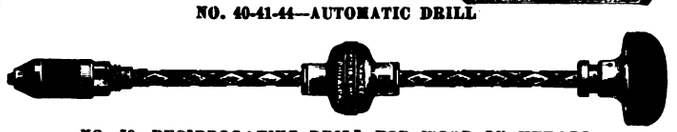

NO. 10 AND 11—RATCHET, RIGHT AND LEFT HAND AND RIGID


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Send for "Yankee" Tool Book


NO. 40-41-44—AUTOMATIC DRILL


NO. 50—RECIPROCATING DRILL FOR WOOD OR METALS

NORTH BROS. MFG. CO.
New York Agents, John H. Graham & Co., 113 Chambers Street. PHILADELPHIA, PA.

ESTABLISHED 1836.

ALFRED FIELD & CO.

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Joseph Rodgers & Sons, Limited, Best Cutlery in the World.
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T. U. S. Shear Co. Operative Society Ltd., Best Sheep Shears in the World.
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Webster & Horsfall, Best Steel Wire in the World.
W. K. & C. Peace, Best Lawn Scythes and Grass Hooks.
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WAX WIRE
AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTER MAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

You have no risk on the quality. We make only the best.



Sand Papers in Reams and Rolls
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HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

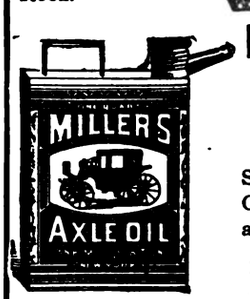
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143 MILK STREET, BOSTON.
102 LAKE STREET, CHICAGO.

FRANK MILLER'S
Carriage Requisites

FRANK MILLER'S CARRIAGE TOP DRESSING

Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





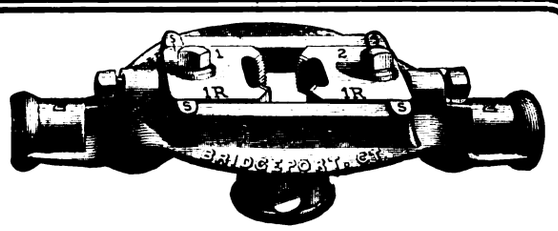
FRANK MILLER'S AXLE OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

THE FRANK MILLER CO.,
349 & 351 WEST 26TH STREET,
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The ARMSTRONG TRADE MARK

on our Adjustable Stock, No. 2, and dies for threading brass pipe, is proof positive of qualities that make it a good seller. We can furnish these stocks with pipe dies or bolt dies, or both.

Will take ⅛ to 1 in. pipe dies; ½ to 1¼ in. bolt dies Send for catalog.

THE ARMSTRONG MFG. CO., Bridgeport, Conn.

NEW YORK OFFICE: 139 Centre St.



A Long (K)Night In HARDWARE

¶ For years retail hardware men have been groping in the dark, looking for some efficient way to increase their business—some of them have found it!

Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

¶ It enables you to sell goods to a *German*, a *Scandinavian* or *any* other foreigner who, even though he cannot speak English can *point* to what he wants.

¶ It improves the appearance of your store *100 per cent;* enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

¶ Send dimensions of your store and let us supply you—FREE—with a color plate made to scale showing how *your* store will look when equipped with The Best Shelving in the world for your purpose.

¶ Remember the shelving is made on the unit plan—If you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

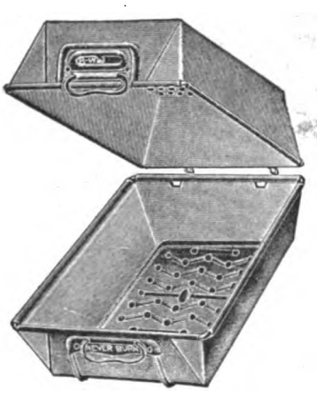
J. D. WARREN MANUFACTURING CO.
900 Masonic Temple, Chicago

"NEVER-BURN"
TRADE MARK

Has steel rods beneath which raise it from the oven floor—give an air space for ventilation—prevent burning

The rods take all the wear—make the Never-Burn roaster outlast others

Made in Cleveland Ohio by The Bronson-Walton Co
New York John H Graham & Co



THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Notary, Lodge and Corporation Seals.
Send for Catalogue. BRIDGEPORT, CONN.

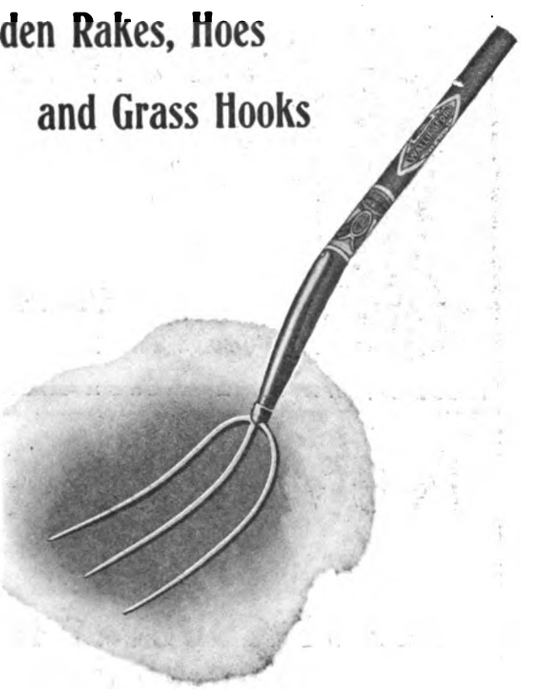
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Manufacturers of

Hay and Manure Forks



Garden Rakes, Hoes and Grass Hooks



Catalogue on Request.

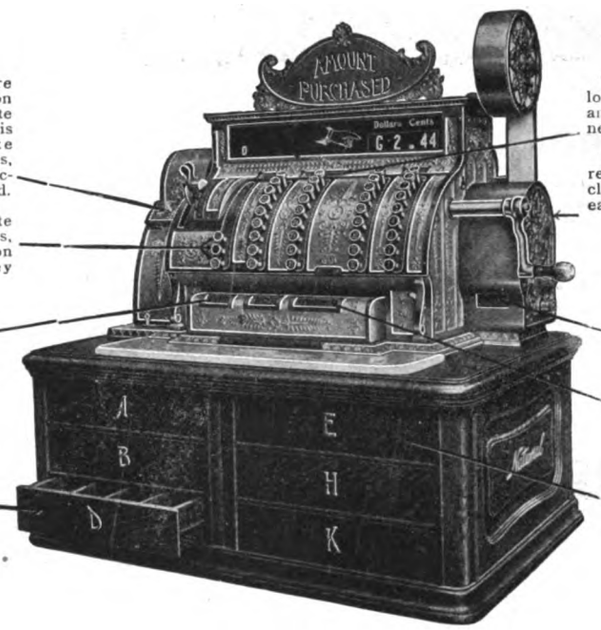
SELLING AGENTS

JOHN H. GRAHAM & CO., 113 CHAMBERS STREET NEW YORK

118 to 122 Holborn, London, E. C., England. 123 California St., San Francisco, Cal. Copenhagen (Freeport).

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WE MAKE CLERKS ACCURATE



Each clerk's sales are added separately on this counter. Separate counters under this hood give separate totals of charge sales, money received on account and money paid.

A new and complete system for credit sales, money received on account and money paid out.

This counter shows how many customers each clerk waited on during day.

If there is a mistake of fifty cents in this drawer, or a counterfeit coin or bill, you know that "D" clerk made the mistake.

This counter, under lock, tells proprietor any minute how business is running.

Under lock is private record of each sale and clerk who figures in each transaction

A receipt printed automatically goes to every customer. Shows amount, kind and clerk who made transaction. This receipt enforces proper record of every cent taken in by each clerk.

This counter shows total number of customers waited on during the day.

This drawer belongs to clerk "E." Each clerk has his own individual cash-drawer.

Cash Registers for every line of business and one price for all

.....*Cut off here and mail to us today*.....

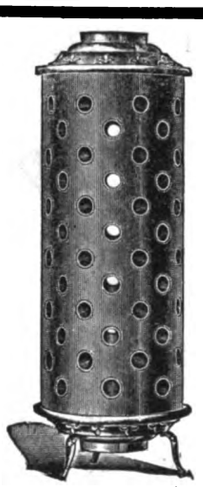
NATIONAL CASH REGISTER COMPANY DAYTON OHIO

I own a _____ *store. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.*

_____ *Name*

_____ *Address*

_____ *No. Clerks*



SAVE ONE-HALF YOUR FUEL

by using the

ROCHESTER RADIATOR

Satisfaction guaranteed or money refunded. Over 100 000 of them in use. Fits any stove or furnace. For Hard or Soft Coal or Wood or Gas. Price from $2.00 to $12.00. One square inch of radiating surface directly over the hot current is better than six in a drum, or a side heater with perpendicular tubes. We guarantee our radiators not to interfere with or choke the draft. They are easily cleaned. Write for descriptive catalogue and prices.

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4,866 sq. ins.

New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE LATHING,

"JERSEY" POULTRY NETTING AND FARM FENCING,

PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,

and every kind of

IRON, STEEL, BRASS and COPPER WIRE CLOTH.

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NOTICE



Every "Pony" Riveter Is Guaranteed

to be made of malleable iron, and free from imperfections of workmanship or material.

Ask your Jobber for the "PONY"

F. H. SMITH MFG. CO.

Carroll Ave. and St. Johns Ct.

CHICAGO, U. S. A.

You can win the whip trade in your town by installing a

Best Portable Revolving Whip Rack and Display Stand





The Best Stand not only displays the whips in the most saleable manner, but preserves all their strength and elasticity. It is made throughout of steel and iron, handsomely enamelled in Blue with Gold trimmings.

The Revolving Shelf affords a most advantageous means of displayidg Oils, Grease, Dressing, Liniment, Combs, Brushes, etc.

Capacity of stand ½ to 1½ gross of whips. Height adjustable from 8 ft. to 9 ft. 10 in. Weight 80 lbs. Boxed 100 lbs.

Increases Sales 100 per cent.

Carlsbad, N. M., 5-23,-'05

Mr. John H. Best, Galva Ill.

DEAR SIR:— We hardly think we could say too much in favor of your Portable Revolving Whip Rack and Display Stand. We think *our whip trade* has been *increased* at least *one hundred per cent* by putting in your rack, if not more.

Yours truly,
Carlsbad Mds. Co., A. R. O'Quinn, Mgr.

Write to-day for Catalog

JOHN H. BEST,
1905 10th St., GALVA, ILL.

Pats. May 1, 1900 Oct. 2, 1900

A Bargain in Coffee Mills.



Our No. 5 Special at $2.25 per dozen.

A Strikingly Handsome Mill, Canister of Japanese design. Capacity one pound.

Grinding Parts, simple in construction, easily adjusted, adjustment maintained by tension spring.

A Large Cup, securely fastened hangs close to Mill, allowing no waste. **Cup graduated** by tablespoonfuls.

This Mill is Practically Air Tight, thus retaining the full strength of the Coffee.

Mills are Packed each separately in cardboard box and 1 dozen in strong new case.

A Limited Quantity only at this price. Something very appropriate for fall and winter **Bargain Days.**

This Bargain is only one of several we are prepared to make you. Write for particulars of others.

W. H. Glenny & Co., Spec. Mfg. Dept. Rochester, N. Y.

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Delighted

Customers are the best proof of the quality and service of the **RED-E-FOR USE RAZOR STROPS.** The smooth keen cutting edge they put on a Razor puts the user in a satisfied frame of mind—and a satisfied customer is your best business friend.

Whenever you sell one of

GIBFORD'S RED-E-FOR-USE RAZOR STROPS

you have made more than a handsome profit. You have made that man your customer as long as you give him goods of a like quality.

Consider the care used in every step of the manufacture of **RED-E-FOR USE RAZOR STROPS** and you will understand why they prove so satisfying to customers and such profitable business builders for the retailer.

Write to-day for our descriptive catalogue.

Test their worth with an order on your jobber.

GIBFORD MFG. CO.
ADRIAN, MICH.



DON'T

Take chances on cheap Rubber Belting. It's a costly experiment. Try the

VOORHEES



RUBBER BELTING

From the very first we gained customers by the merit of our goods. We hold them to-day.

A trial order of Voorhees Belting will make you a customer.

VOORHEES RUBBER MFG. CO.
JERSEY CITY, N. J.



Federal Bench Shear

Strong, compact and well made. Cuts sheets or bars to 3-16 in. thickness. Stands 8 in. high. Weighs 30 lbs. Send for circular.

CHANDLER & FARQUHAR CO.,
131 Congress St.,
BOSTON, U. S. A.

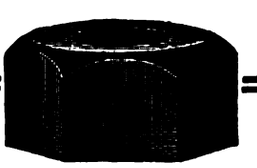
ADAM'S STEEL & WIRE WORKS.

Wire Fencing,
Ornamental Steel Fencing,
Window Guards,
Wire Signs,
Jail Work, etc.



Send for Catalogue.

ADAM'S STEEL & WIRE WORKS, JOLIET, ILLS.



Cold Punched NUTS

HIGH GRADE
GOOD LOOKING
ACCURATE

Semi-Finished NUTS

GARLAND NUT & RIVET CO.
PITTSBURGH, PA.



The name **MYERS** on Pumps and Hay Tools fixes their rank, indicates their quality and "separates them from the Goats," figuratively speaking.

That's why "all Hats Come Off" when the **MYERS** come in sight and why ***The Glass Valve Takes Competition Off its Feet.***



THE MYERS AND STAY-ON PUMPS, HAY TOOLS DOOR HANGERS

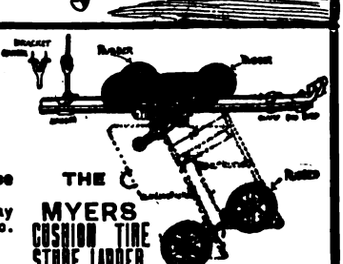
MEET ALL REQUIREMENTS.

Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.

Ask your Dealer for the Best Known Hay Carriers, Forks, Stayon Door Hangers, etc.

Write for Descriptive Circulars to

F. E. MYERS & BRO., Ashland, O.



THE MYERS CUSHION TIRE STONE LADDER.

RIVETS & WIRE NAILS.



O. O. & E. P. TOWNSEND,
New Brighton, Penn.

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REED'S Patented

ANTI-RUSTING TINWARE



Look to the Reed Label

on every Reed Wash Boiler. That label is our positive guarantee of their remarkable strength and anti-rusting qualities.

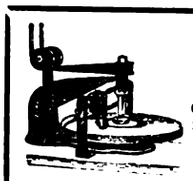
They have won for themselves the name of being the Best on the Market to-day. Same with the rest of our Anti-Rusting Tinware.

Have you our catalogue and prices? You ought to have a copy for ready reference. Get it to-day.

Mention HARDWARE.

Reed Mfg. Co., Newark, N. Y.

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Patent Clipper Grinder

For sharpening Horse and Barbers' Clippers, Meat Choppers, Dies, Chisels. Send for catalog and price to

JOHN VAN BENSCH TEN
200 Catherine St.
Poughkeepsie, N. Y.

Just a trial—but a just trial—is all we ask. It will substantiate all we claim for

Mayhew Tools

We know of no better line of tools that can be handled at a good profit. Send for catalogue and prices.

H. H. MAYHEW CO. Shelburne Falls, Mass.



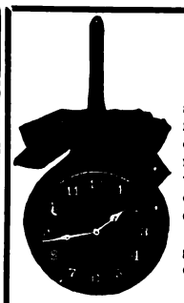
WALKER'S Self-Pulling CORK SCREWS



Every one tested and guaranteed.

Manufactured only by

ERIE SPECIALTY CO., Erie, Pa.



FRYING-PAN CLOCKS

are most artistic timepieces, ornamental as well as useful. They come in two sizes—10 inches with raised brass figures and 6 inches with painted figures, and with one day, one day with alarm and eight day movements.

Also 60 Day, Calendar, Program, Electric and Synchronized clocks.

Send for catalogue No. 586.

THE **Prentiss Clock Improvement Co.**

Dept. 58. 49 Dey Street. N. Y. City.

The "ORIGINAL JENNINGS" AUGERS and AUGER BITS



Genuine have "RUSSELL JENNINGS" stamped in full on the Round of each Bit.

For Sale by all Hardware jobbers

The Russell Jennings Mfg. Co., Deep River, Conn.

BOARDMAN'S

SPOONS, FORKS ETC

QUALITY GUARANTEED.

MANUFACTURERS OF

FLAT TABLE WARE

SILVER PLATED, ALSO NICKEL SILVER (Without Plate)

HIGHEST GRADE ONLY.

SEND FOR CATALOGUE and PRICES

LUTHER BOARDMAN & SON.
EAST HADDAM, CONN.
ESTABLISHED 1840.

Custom Made

FLY SCREENS

Fine Goods. Reasonable Prices.
Good Profits to Dealers. No Investment.
Agency Outfit Free.

The A. J. Phillips Co., Fenton, Mich.
23 Years Experience. 3½ Acres Floors.

HAROLD McCALLA

IRON AND STEEL

Of Every Description
Plain and Galvanized Bars, Hoops, Bands, Angles, Channels, Tees, Etc.
Shipments from stock or mill.
619 North Front St., PHILADELPHIA

WRITE FOR DISCOUNT—INCLUDING DELIVERY

Sells "On Sight" and Stays Sold.



Show this Level together with the ordinary style, and note the result.

COOK'S PATENT LEVEL

Made of Wood, Iron and Aluminum Frames

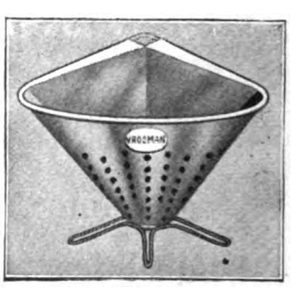
Of all jobbers, or DAVIS & COOK CO., Watertown, N. Y.

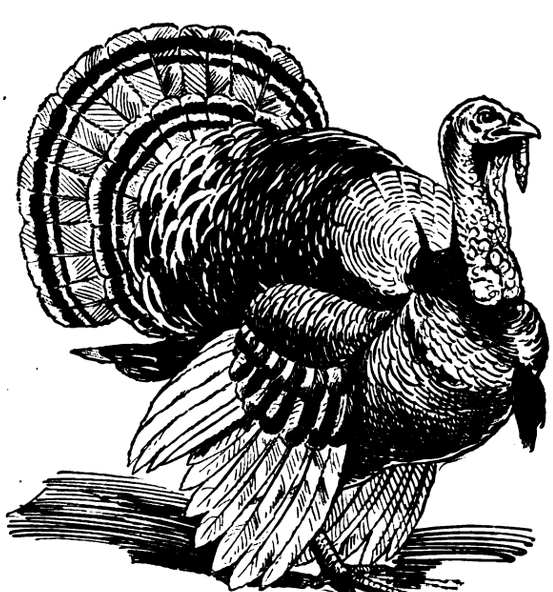
Vrooman's Peerless

VITREOUS ENAMELED STEEL

SINK STRAINER

THE FAVORITE ONE





It is **NOW** in order for Dealers and Jobbers to buy

VROOMAN'S

Enameled Steel Sink Strainers

FOR THE HOLIDAY TRADE.

Its Utility and Superiority are well known.

NOW made in attractive colors.

Beautiful TURKoise Exterior

WITH ABSOLUTELY PURE WHITE LINING

ALSO ABSOLUTELY PURE WHITE

Inside and outside.

It is ever appropriate as a present

It is ever appreciated by the happy recipient.

WILL LAST A LIFE TIME.

Order from your Jobber NOW or from . . . . *F. H. & E. B. Vrooman*

325 Dearborn Street, CHICAGO

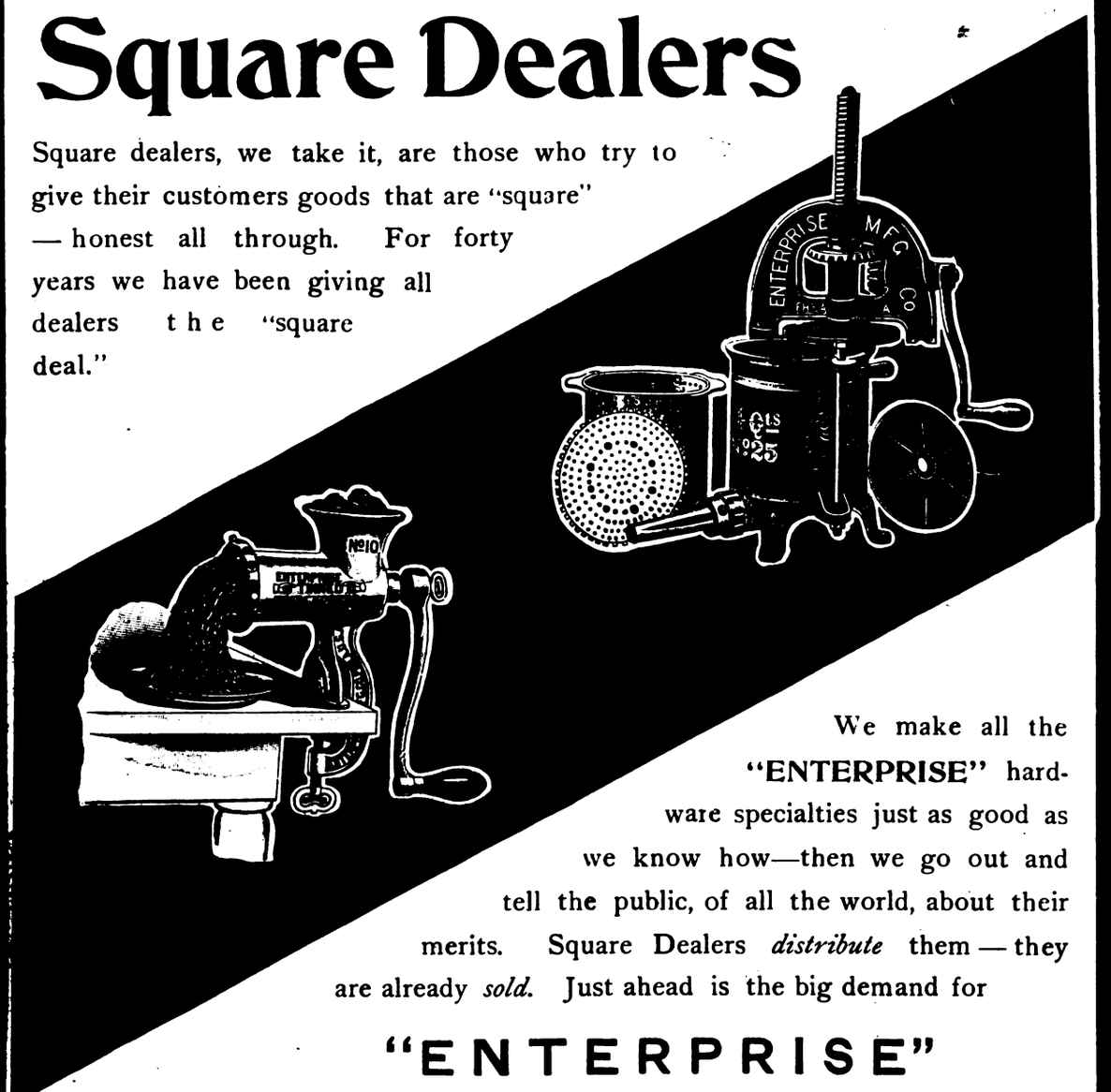
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— FOR —

Square Dealers

Square dealers, we take it, are those who try to give their customers goods that are "square" — honest all through. For forty years we have been giving all dealers the "square deal."



We make all the "ENTERPRISE" hardware specialties just as good as we know how—then we go out and tell the public, of all the world, about their merits. Square Dealers *distribute* them — they are already *sold.* Just ahead is the big demand for

"ENTERPRISE"

Meat and Food Choppers and "ENTERPRISE" Sausage Stuffers, Lard and Fruit Presses. They are being widely advertised now to the public. Write for our literature about them, including our new catalogue of all the "ENTERPRISE" specialties. Get ready for the biggest season you have ever seen on "ENTERPRISE" goods. We are ready. Get your share.

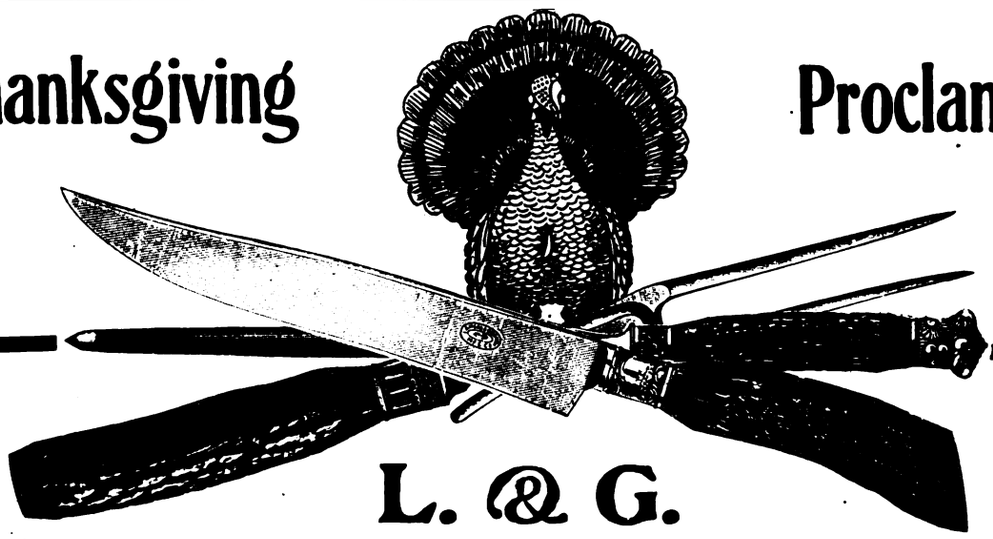
Increase your sale of "Enterprise" Meat and Food Choppers by using our new booklet: "The Cook, Her Critic and—". We will send you a supply of these on request.

The Enterprise Manufacturing Co. of Pa.

New York Office, 10 Warren St. **Philadelphia, U. S. A.** **San Francisco Office, 105 Front St.**

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A Thanksgiving Proclamation



L. & G. Stag Handle Carvers

Have carved turkey for more than a half century for all sorts and conditions of men. For this we give due thanks.

Users everywhere—North, East, South, West—proclaim L. & G. Carvers and Carving Sets Best. Same with scores of dealers who have handled them for 35 years. They will buy no others.

To appreciate fully how splendid and complete our line is send for our catalogue. Mention Hardware.

LAMSON & GOODNOW MFG. CO., Shelburne Falls, Mass., U. S. A.

New York Office, 45 Murray St.

JUST A TRIAL



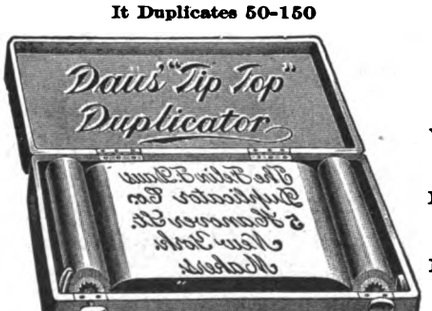
A JUST TRIAL

Is all we ask. It will substantiate all our claims for

DAUS' "TIP-TOP" DUPLICATOR

It Duplicates 50-150

Letters — Invoices — Menus — Circulars — Music



Thousands of pleased customers testify to this fact.
Saves time, and money on your print bills.

Price $5. Ten Days' Trial Free!

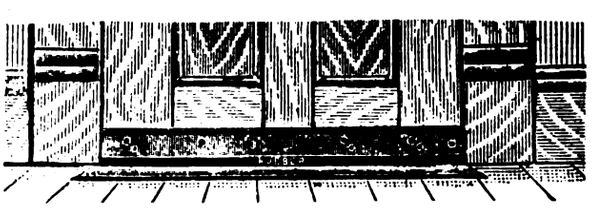
THE FELIX P. J. DAUS DUPLICATOR CO.

111 JOHN ST., NEW YORK, U. S. A.

SENGLAR'S WEATHER STRIP

PATENTED

Keeps cold, water, snow, out of room by closing space between door and sill. Keeps in the heat. Can be



used for railroad coaches.
Send for samples and prices.

JOS. S. SENGLAR,

716 Julia St. St. Louis, Mo.

No Better Time
No Better Place Even

TO BUY

FISHING TACKLE

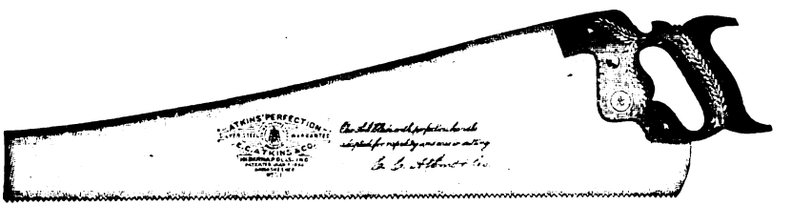
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CLARK-HORROCKS CO.,

Utica, N. Y.

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YOUR REPUTATION



Is your most valuable asset. You make your reputation by the quality of the goods you sell and by satisfying your customers. When you sell an Atkins Silver Steel Saw you can depend upon hearing from it in a most agreeable way and you take no chances of jeopardizing your reputation. The sale of one Atkins Saw leads to another and so on indefinitely. They are a splendid line to handle.

Catalog and Discounts on application.

E. C. ATKINS & CO.,

LEADING SAW AND TOOL MANUFACTURERS

EASTERN BRANCH:
64 READE ST., NEW YORK CITY.

INDIANAPOLIS, IND.

The Bullard
Automatic Wrench

The best combination Pipe, Monkey and Ratchet Wrench. Has no flaws, or faults. Strongest where other wrenches are weakest. Does quicker and better work than similar wrenches. Sells quicker, too.



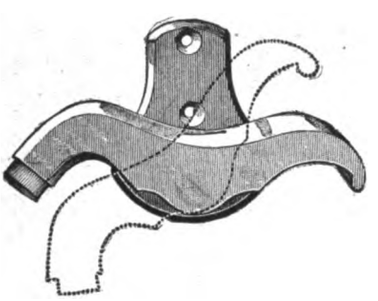
Handiest for all
Un-Get-At-Able Places

Get our "Wrench Book." It tells a convincing tale.

Bullard Automatic Wrench Co.

257 W. Exchange St., Providence, R. I.

EMPIRE DOOR HOLDER IMPROVED



50% greater pressure on the floor than any other make.

Will hold heavy doors on smooth floors. Operated by the toe, no bending over.

Write for prices.

CALDWELL MFG. CO.
10 Jones St., Rochester, N. Y.

The Latest & *The* Best
No. 602 "Napanoch"
Pocket Knife Tool Kit.

Most Useful Pocket Knife Combination.
Made in America by Skilled American Mechanics.



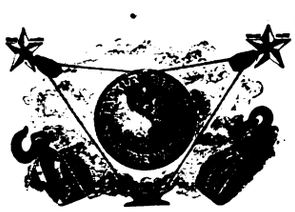
WARRANTED.

Leather Pocket Book 4½ ins. Long x 3¼ ins. wide.

Pocket Knife, File, Saw, Chisel, Screw Driver and Reamer.

Send for Circulars and Prices.

J. ULERY, 9 Warren St., N. Y.



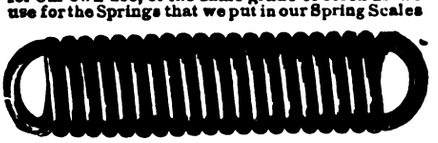
Tackle Blocks

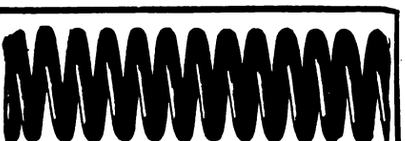
for every purpose. 65 years' experience.

Boston & Lockport Block Co.
Boston, Mass.

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs,** either for extension or compression.

These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales





JOHN CHATILLON & SONS,
85 to 93 Cliff St. & No. 13 Jacob St.,
Established 1835, NEW YORK CITY.

If you're Looking for First Class
UP-TO-DATE BARROWS
ORDER THE ● ● ●
Champions, the World's Best.
All Kinds of Wood and Steel Barrows.



THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .



SASH CHAINS.

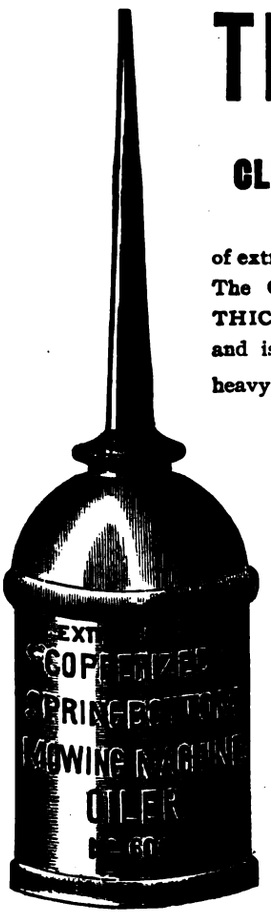
"Giant," "Red Metal"
Cable and Jack
Chains.

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

No. 40.



New York Agent : J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO
The Wilmot & Hobbs Mfg. Co.,
BRIDGEPORT, CONN.

"SIMILAR"

A CERTAIN tool manufacturing company adorns the pages of the catalogues it gives to hardware buyers with a rubber stamp impression like this:

Similar to Starrett's No. . . . .

That Starrett Tools are the standard is a fact which we have for some time, and with strenuousness and persistency, tried to impress upon mechanics and the trade, and we have been to some expense and a good deal of labor to accomplish this purpose It is therefore gratifying to find a competitor backing up our advertising with such an unqualified endorsement. We deeply appreciate the compliment.

It is doubtless unnecessary to suggest that live hardware dealers will still prefer Starrett Tools to any whose highest claim is that they are "similar."

Send for Catalogue No. 17 T

***The* L. S. Starrett Co.**
Athol, Mass., U. S. A.

HOLT'S



IMPROVED Dover Egg Beater

It's equal is unknown. It beats eggs in 20 seconds—in one-fourth the time of the best hand whipper.

THE FLARE DOES IT!

And then our Beaters are one-third larger than the 10-cent Dovers.

The Dashers are thicker, too, wider and flared.

OUR "CLEANER" RUG AND CARPET BEATER —are you handling it? Send for price-list circular.

HOLT-LYON COMPANY
SOLE MANUFACTURERS
TARRYTOWN-ON-THE-HUDSON, N. Y.

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HARDWARE

KAMPFE BROTHERS, 34 Reade Street, New York, Manufacturers of the Original Star Safety Razor, have received the Highest Award, the Gold Medal, at the Louis and Clark Exposition, Portland, Oregon, on the Star Safety Razor.

♣

C. T. Johnson and R. F. Lund, of the Dover Mfg. Co., Canal Dover, Ohio, dropped in our sanctum on their recent visit to New York, with glowing reminiscences of the convention and an entertaining time ensued.

♣

GEO. H. STEGE, Brooklyn, N. Y., has sent us one of his new folders, setting forth the benefits to be derived from the use of the Bell Single Burner Gas Arc. He claims it is the most economical light known, and offers to install one or more of them for trial free of all expense. If you are interested write for further particulars. Address P. O. Box 139, Station W.

♣

MARBLE SAFETY AXE *Co.*, Gladstone, Mich., have recently issued their new catalogue of "Marble's Specialties for Sportsmen." They state, "It will be our constant aim in the future as well as in the past to make the name 'Marble' stand for 'extra quality' only. We will not knowingly send out an article that is not up to the highest standard for quality, and will cheerfully make good any reasonable claim for defective goods that may in rare instances escape our rigid system of inspection." Among the specialties described and illustrated are Marble's Safety Pocket Axes, Camp and Chopping Axes, Hunting Knives, Rifle Sights, Rifles and Cartridges, and these, as well as all others mentioned, are guaranteed to be perfectly satisfactory. They state that they will consider it a special favor if every person receiving a copy of this catalogue will request his sportsman friends to send for one also. They are free for the asking.

THE QUESTION BOX RECEIVES PROPER ATTENTION.

From Frank A. Bare, Secretary of the Ohio Hardware Association, we learn that "unusual interest is being taken in our coming convention. Members do not usually begin to think much about the session until January or February. A great many of our Hardware merchants are expressing a decided approval of the action of the Executive Committee in allotting more time for the question box.

"Some new members are writing the secretary that they will gladly attend the convention and present for discussion some knotty problems that have been annoying them for a long time. The outlook is very encouraging.

"Applications are already coming in for space for exhibition purposes. These exhibits will all be made in the Auditorium Building. This will be an interesting as well as instructive feature of our convention. At the Canton meeting we expect the largest number of Hardware merchants ever assembled in Ohio."

E. C. ATKINS & CO.

E. C. Atkins & Co., the well-known Indianapolis Saw Manufacturers, on November 15th opened their new Branch House at New Orleans, La. This branch occupies a large building at the corner of Canal and North Peters Streets, the numbers being, respectively, 229 to 239 Canal Street and 102 to 106 N. Peters Street. The company will carry a full stock of Circular, Band and Mill Saws of all kinds, as well as Crosscuts, Hand, Hack, Wood, Butcher and small Saws of every description, Saw Tools, Filing Room Machinery, etc. In connection with the store there will be a well equipped Repair Shop. Harvey Avery, who has represented the company in Louisiana, Texas and South Arkansas for many years, will have charge of the New Orleans branch as manager. He will have as his able right hand man H. B. White, assistant manager. Mr. White has been for many years in charge of the Order Department at the Indianapolis Office and is admirably equipped for his new position. He has been with the company for some fifteen years. B. M. Gladding, who is also widely known to the Southern Trade, and upon whom has been conferred the title of Southern General Sales Manager, will have jurisdiction over the three Southern branches of the company, namely, Memphis, Atlanta and New Orleans.

NOT ENTITLED TO INJUNCTION.

Neither upon the ground of a trade-mark, nor upon the ground of unfair competition, was the Capewell Horse Nail Co. held by Judge Lowell, in the United States Circuit Court, entitled to an injunction against the Putnam Nail Co. using small checkmarks upon the front face of the horseshoe nails it makes. The plaintiff had claimed the small checkmarks which were impressed into the nails in the manufacture, as a trade-mark to distinguish its horseshoe nails from those of other concerns. The court decides that the checks were never adopted or proclaimed by the concern as its trade-mark, and that there was no unfair competition by the Putnam Company in using the checks for its nails, as its goods are not packed or represented in such a way as to deceive purchasers in the course of trade into believing its nails were Capewell nails.

INLAND EMPIRE IMPLEMENT AND HARDWARE DEALERS' ASSOCIATION.

The Inland Empire Implement and Hardware Dealers' Association will hold its semi-annual meeting at Spokane, Washington, January 10, 11 and 12. E. W. Evenson is secretary at Spokane, Wash.

PENNSYLVANIA RETAIL HARDWARE DEALERS' ASSOCIATION.

The Annual Convention for 1906 of the Pennsylvania Retail Hardware Dealers' Association will be held at Williamsport on February 6, 7 and 8. Headquarters, Park Hotel. As the association is enjoying a healthy state of growth, it is believed the forthcoming convention will show ample evidence of the fact.

NORTH DAKOTA RETAIL HARDWARE ASSOCIATION.

The 1906 Convention of the North Dakota Retail Hardware Association will be held at Grand Forks on January 30 and 31. No regular headquarters have been assigned, as the city is a comparatively small one, most of the delegates usually selecting the largest hotel.

CONNECTICUT HARDWARE ASSOCIATION.

The directors of the Connecticut Hardware Association met at Hartford on the 31st ult. and voted to hold the next annual convention at New Haven, February 27 and 28. George J. Bassett, of New Haven, first vice-president of the association, has been appointed chairman of the Committee of Arrangements, which will doubtless provide a programme of exceptional interest. James De F. Phelps, of Windsor Locks, is secretary of the association.

AMERICAN WIRE ROPE NEWS.

Under the above name a well printed and appropriately illustrated paper comes to us from the American Steel & Wire Co., offices at The Rookery, Chicago, Ill. The contents of the November number are of that interesting kind that give evidence of the utilitarian hand of the expert who scatters his words of wisdom with a liberality unquestioned. As a Wire Rope organ it exploits the industry admirably whether for hoisting, mining, stump pulling, towing, rigging, "and in fact any use a wire [illegible] may be put to."

BELCHER BROTHERS COMPANY.

The Belcher Brothers Company has opened a New York office at 31 Spruce Street. At the factory in Irvington, N. J., are produced many kinds of Rules, Desk and Saddlers' Rules, Tailors' Squares, Wantage Rods, Board Rules, &c. The officials of the company as now constituted are: Henry F. Belcher, president; Edwin B. Stimpson, vice-president; Herbert Johanknecht, secretary, and Henry V. Rau, treasurer.

FOR CHRISTMAS PRESENTS.

Norvell-Shapleigh Hardware Company, St. Louis, Mo., have recently published a large and very attractive catalogue of their Christmas goods, including a very complete line of Cutlery, Sporting Goods, Shelf Hardware and other small goods. They state in introducing the book as follows: "In this catalogue we illustrate a line of goods that should be carried by every Hardware merchant. From this catalogue can be selected a large line of goods that can be marketed readily and at a nice profit. What would be better for a boy with a mechanical turn of mind than a Tool Set or a Scroll Saw? For exercise and amusement what is better than a Bicycle, Boys' Wagon or a Velocipede? There is nothing that will please the housewife better than a Sewing Machine, Tea Set, Set of Knives and Forks or a nice Clock. For the older boys and men what will be more appreciated than a good Shotgun, Safety Razor or Pocket Knife? Everything shown in this catalogue is useful and practical. It will pay you to examine it carefully and send us an order for such goods as are salable in your particular locality." The catalogue is profusely illustrated, is indexed and contains over 125 pages. Send at once for this exceedingly interesting and useful book.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2 50

CHICAGO - - - - - - 1164 Monadnock Block
C. H. Greene, Representative

DETROIT, - - - - - 61 West Congress St.
G. T. Newkirk, Representative

L. E. MACINTYRE, - - - - President.

A. P. MITCHELL, - - - - - Secretary and Treasurer

HENRY HOPKINS, - - - - Editor.

J. W. PENTZ, - - - - - Advertising Manager.

NOVEMBER 25, 1905

Editorial Trade Review

The Hardware business in its prosecution proceeds as vigorously as ever, an activity demonstrated by the necessity for purchasing Winter goods by the retailer, the demand for which is insistent and moving with great urgency. Manufacturers are still receiving good orders, in which instances are reported of immediate deliveries being insisted upon. Builders' Hardware is still in good request, and the jobbers are doing their very best in closing the specifications in previous orders, many of which are as yet incomplete.

The weather as yet has not been severe in many parts of the country, although the imminent approach of the holiday season has created an unusual activity belonging especially to that time of the year. Holiday goods are being purchased liberally, to supply the wants of a populace that have experienced the most favorable conditions and are known to have the wherewithal to purchase handsomer supplies than usual, all classes sharing in the prosperity. The contemplated additions to stock for this purpose are largely made up of finer goods than have previously been deemed advisable, and represent a broadening sense of what will be required in this branch of the business, there being no limit to the possible variety needed for advanced ideas.

The most attractive goods are purchased, for the holiday season especially, while a dealer's success with certain lines makes it frequently necessary to carry the same throughout the year. A larger line of Plated Ware than is customarily carried in stock, fine grades of Cutlery, especially Carver and Steel Sets, are added to previous assortments, and Thanksgiving Day is becoming more and more important, as the necessity for catering to a finer taste includes that day as one for which it is wisdom to make a proper provision.

For the Christmas trade generally, particularly fine goods are annually demanded by the consumer. The larger retail houses find it is good policy to carry in some cases Solid Silver even, in limited patterns, and Cut Glass in a few designs and salable shapes, as the presence of a few of these things greatly enhances the assortment. Lamps of a holiday elaborateness, and even a few styles of clocks, not too large and of moderate design, are not considered out of place in a retail stock at the present time.

The regular goods are looked after just as carefully as ever throughout the season when special goods increase the usual demand. On some of the lines that are largely bought merchants advise the early purchase while conditions are favorable for prompt shipment before navigation closes. Even goods that may be wanted for early Spring come under this head.

Profiting by the lessons taught in other seasons, early orders are being placed for Spring delivery of Wire Cloth and Poultry Netting as representing a class of goods for which the market becomes congested with Spring orders for early delivery.

Take it all in all, the outlook for future business couldn't be better; and a heavy trade for the season may be prepared for, to carry through the winter months.

KEEP UP TO DATE IN EVERYTHING.

It's a good thing to have courage; but courage does not consist in hanging on to expensive details after common sense advises one to let go.

We often hear about the unoccupied space in Hardware stores where lack of arrangement of shelving occasioned the sacrifice of both capacity and neatness; but what about the shelf upon shelf of out-of-date goods from which the dealer does not become separated because he cannot bring himself to the point of making a sacrifice in the price? True, they may have cost him all he is asking for them, but if they are becoming more and more out of date an immediate sale at half the original price is preferable to continued storage.

Space in a well-equipped store is valuable and that dealer is losing money who is not making it a thing of value to him. Not only should it represent a direct value in itself, but the aim of every retailer should be to render every possible foot of space of indirect value by making it contribute a little toward making the entire store an up-to-date affair.

Nails and such staple goods must be carried over, but much of both the shelf and heavy Hardware now on the market is so liable to give way to new plans and contrivances that to carry it over from one season to another is expensive, risky and, in many cases, very unprofitable.

UTILIZING SPACE PROFITABLY.

A certain drummer called upon a Hardware dealer recently with a line of goods that took the merchant's eye as a specially good local seller. One difficulty confronted him; the goods were bulky and he had not room for them.

A glance over the crowded shelves and piled up counters made this excuse seem legitimate, but the practiced eye of the drummer had seen something. He looked at his watch, and, finding himself with a few hours to spare before train time, said:

"If I convince you that you have plenty of room will you give me an order?"

"I certainly will," was the reply, and the drummer went to work.

A stack of blankets was neatly folded and piled up. Shelf boxes that had been jammed in any way were straightened, and in many instances the contents of two half-empty boxes of the same goods were emptied into one. Plows and heavy Hardware were rearranged, not always with a view to occupying the least space so much as to avoid future handling and dragging about to show them up. In less than an hour the merchant gave the order and then went on with the task in which the drummer had given him so practical an object lesson.

INTEGRITY.

It is not so much what is said as who says it; and not so much what is made as who makes it. In these days of machine made products by which exteriors are practically alike, we are apt to lose sight of the invisible. Who, in looking at a magnificent skyscraper thinks of the merit of its foundation? And yet, for about six or seven stories under the ground, lies the sustaining integrity and heavily burdened element of the fifteen or twenty stories above. Who buys good clothes on the mere hasty glance at the fair exterior? We trust to the tailor who makes them; yet all clothes at first look alike to most people.

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BE READY TO GIVE OR TAKE.

The success or failure of many a business man has been determined by the way he said "Ouch!" when the hammer of adversity hit his commercial thumb. No more serious failure can be encountered than that of a man's confidence in his own situation. When he really considers himself down and out he is apt to either give up in sheer discouragement or takes a desperate chance in some speculative venture that lands him into disgrace as well as disaster.

The fellow who meets his troubles whistling is pretty certain to meet with something to encourage him by and by, even if he does not succeed in getting prosperity by the tail at once. Not long since a Hardware dealer who had ground out a pretty stiff grist of financial set-backs told the writer that had he at the outset had any idea how much adversity a man can stand up under he might have been riding along on Easy Street during most of the years he had been picking his way step by step over the by-paths of half-heartedness.

THINGS TO BE THOUGHT OF.

As no one else comes quite so closely in contact with the customer as the clerk or salesman his personality should be a matter of considerable concern to the careful employer. Much has been said about dress, a good voice and the various characteristics that appeal to the eye or ear of the customer, but a good deal might be said, which hasn't been, regarding the appeal to another sense—smell.

One clerk reeks with the vilest and rankest "navy plug." The next exhales such liberal cigarette fumes that the most devoted lover of the weed revolts at this enforced second-hand enjoyment But perhaps the third makes the offenses of the other two a welcome relief from odors peculiar to his own person with which he renders the air heavy.

And the difficulty of it all is that the offender is usually so saturated with the fumes he does not notice them. It is comparatively easy to reprimand wilful offense or correct thoughtlessness, but a case of this kind should only be undertaken by that member of the firm who has the greatest amount of tact. Still, in justice to the firm, the public, and, more than all, to the innocent offender himself, correction should be made.

JOHN H. GRAHAM & COMPANY'S NEW CATALOGUE.

John H. Graham & Co., 113 Chambers Street and 95 Reade Street, New York, are distributing to their customers both Foreign and Domestic, the handsomest catalogue they have issued in their history. It forms a volume of nearly 500 pages, printed on excellent paper, with cloth binding lettered in gold. It is of the loose leaf variety, regarding which they say: "We have adopted the Loose Leaf System of binding, for the reason that the real value of a catalogue depends upon its correctness. When bound in the ordinary manner a catalogue is out of date in a very few months, because of the adoption of new list prices, the adding of new and dropping of old lines of goods. New leaves for this book will be mailed as occasion demands and can be inserted with very little trouble. Keep the book up to date by inserting new sheets immediately they are received." They are the direct representatives exclusively of the following leading manufacturers, all of whose products are exploited in this volume; it becomes a valuable catalogue in the hands of the Hardware buyer. Manufacturers represented are: Bevin Bros. Manufacturing Co., D. W. Bosley Co., A. W. Brinkerhoff & Sons, Bronson-Walton Co., R. H. Brown & Co., Coates Clipper Mfg. Co., Coes Wrench Co., Cooper Hose Mender Co., Geo. M. Eddy & Co., E-Z Mfg. Co., George E. Gay, Gibbs Mfg. Co., C. T. Ham Mfg. Co., Iron City Tool Works, Irvington Mfg. Co., Hobert B. Ives & Co., E. Jenckes Mfg. Co., Keystone Seal and Press Co., Lowentraut Mfg. Co., McKinney Mfg. Co., Many Use Oil Co., Mason & Parker, Mt. Pleasant Tool Co., New Departure Mfg. Co., Noera Mfg. Co., North Bros. Mfg. Co., Phoenix Caster Co., T C. Richards Hardware Co., Rollman Mfg. Co., Schofield Mfg. Co., S. R. Slaymaker, Smith, Seymour & Son, Snell Mfg. Co., Storm Mfg. Co., Taintor Mfg. Co., Tucker & Dorsey Mfg. Co., Wallingford Mfg. Co., L. S. Watson Mfg. Co., Whittier Cotton Mills.

EXPERT KNOWLEDGE.

The proof of a pudding is in the tasting, and in so doing the merit of the cook is demonstrated. The pudding would look the same outside even if it was sodden within. We dwell upon these illustrations merely to lead up to the point that, in buying an article upon which much depends, let the known ability of the maker figure some. Consider what great facilities for manufacture mean. They mean the gathering together of experts—bright minds picked from the rest of mankind and trained to the various branches of service, all the way from digging the ore from the earth to refining it, judging, testing and bringing it down to its final usage. And we merely bring up the point to pin on it an American wire rope as the height of attainment in integrity and skill.

A SCREEN SELLING COMPANY ORGANIZED.

The Continental Company, with general offices in the Penobscot Building, Detroit, Mich., has been incorporated under the laws of the State of Michigan, and will act as direct representative of the following manufacturers of Screen Goods:

Owosso Mfg. Company, Owosso, Mich.
Wabash Screen Door Company, Minneapolis, Minn.
Wabash Screen Door Company, Memphis, Tenn.
Porter Screen Mfg. Company, Burlington, Vt.
A. J. Phillips Company, Fenton, Mich.
Philadelphia Screen Mfg. Company, Philadelphia, Pa.
Queen Anne Screen Company, Burlington, Vt.

A. M. Bentley has been chosen president of the company and W. B. Phillips manager.

As outlining the policy of the company, the following announcement made by it will be of interest:

It is believed that the handling of the product of the several factories, whose names appear on the title page, and the consequent co-operation of the various interests will result in improved conditions for all the trade.

The policy is to be broad and liberal and the aim is to make the organization permanent.

The purpose is to make prices which, while enabling these modern factories to make moderate earnings, will yet be so low as to discourage demoralizing competition.

It was expected that prices would be ready by November 1, but a complete and careful revision of factory costs as well as important changes in the method of quoting prices and delay in the publication of catalogues will necessitate a delay of a few days, possibly until on or about November 10. Quotations will then be sent to the former customers of each factory, and a representative of this agency will call as soon as possible in all territory where factories have heretofore been represented.

It is desirable to retain for each factory its former customres, and while this agency has no purpose of attempting to dictate in such matters and will most cheerfully accept specifications for any of the factories, it is hoped that patrons will co-operate with the Continental Company in the equitable distribution of business among the factories. This will be of mutual benefit, as an oversold factory cannot well give the best service.

It is, however, apparent that this agency can aid in giving better service to the trade, since if a factory becomes oversold another of the factories can, no doubt, at once relieve the situation with goods which will become standardized as the agency becomes older. Economies in freight can also sometimes be effected through the widely distributed locations of our factories.

One of the strongest reasons for organizing this agency was the oft-repeated request of jobbers all over the United States.

While this agency cannot guarantee profits to its jobbing friends, and is at present unable to adopt "restricted prices" to the retail trade, it will use its best efforts to prevent price cutting, and expects to be in a position to aid in the maintenance of prices and will co-operate with the jobbing trade to that end. It will also co-operate with jobbers who are not patrons of this agency in all matters for the general betterment of the trade.

THE CONTINENTAL COMPANY.

For two or three years the screen manufacturers have been urged by the jobbers to effect some kind of an organization or to co-operate in some manner to improve the general condition. There has been a capacity for over-production of screen doors and window screens of nearly forty per cent. for the past year or so, and this has resulted in such indiscriminate cutting of prices that even the strongest and best manufacturers have actually operated their plants at a loss.

The manufacture of window screens and screen doors is a business in which it is impossible to obtain anything like a monopoly, for the reason that it is an easy business to get into. It is, therefore, the desire of the factories to make their prices as low as possible so as

TO DISCOURAGE NEW COMPETITION.

On the other hand, there would be little object in co-operation unless there could be some improvement in the earnings of the different factories. In one regard the factories are badly handicapped, and that is the advance in the cost of lumber. During the past year the lumber for a dozen screen doors is said to have advanced from over $1 per dozen for the common screen doors to considerable more than that amount for the fancy patterns—that is, there has been an advance of more than $10 per thousand in screen door lumber, and suitable lumber is so scarce as to be almost unobtainable at the present time.

CHANGE IN METHOD OF PRICING.

The Continental Company will introduce a system of making a net price for each size of screen doors. The base door will be the 2 foot 6 inch by 6 foot 6 inch size. In the past screen doors of all regular stock sizes have been sold at the same price, notwithstanding that there is understood to be a difference in the bare cost of materials and labor of 91 cents per dozen between the 2 foot 6 inch by 6 foot 6 inch and the 3 by 7 foot sizes of common screen doors.

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The use of lists and discounts on window screens and window screen frames will also be abandoned and net prices made on each size of each pattern.

The Continental Company will make quotations and prices and will make arrangements with jobbers for the sale of the product of the various factories and will also handle the accounts. It is provided, however, that the customers may send their specifications direct to the several factories in order to secure prompt service.

SARGENT & COMPANY.

Sargent & Co., 147-149-151 Leonard Street, New York, N. Y., having participated to the fullest extent in the highly prosperous conditions for which the year 1905 has been especially noted, have found themselves so greatly cramped for room for their City Department, that they have found it necessary to add the building adjoining, the dimensions of which are 25x100 feet, extending to Centre Street, to their other possessions, expressly for that Department. This they are gradually putting in shape for their purpose, and when it is finished they will be provided with the finest facilities for attending to the wants of their City Customers, within the limits of the city. It will be greatly to the advantage of their other premises which will now be benefited by the additional room.

To give an idea of the kind of prosperity which has been their portion, we present below a list of the orders they have received devoted to the completion of the Hotels, Office Buildings, Theatres, Post Offices and other prominent structures throughout the country.

ORDERS FOR HARDWARE

For the Following Buildings, Received in the Past Few Months by SARGENT & COMPANY.

HOTELS.

FAIRMONT HOTEL—San Francisco, Cal. (considered the finest in the world) (Reid Bros., architects).
COLONIAL HOTEL ANNEX—Pittsburgh, Pa. (McCollum & Dowler, architects).
BONAVISTA HOTEL—New York, N. Y. (P. B. Pugh, owner).
HOTEL TRASADA—New York, N. Y. (C. W. Romeyn, architect).

OFFICE BUILDINGS.

RECTOR BUILDING—Chicago, Ill.
DEERING BUILDING—Minneapolis, Minn. (Long & Long, architects).
MAJESTIC THEATRE & OFFICE BUILDING—Chicago, Ill.
BESSEMER BUILDING, No. 2—Pittsburgh, Pa. (Grosvenor Atterbury, architect).
LAW BUILDING—Baltimore, Md.
GUNTHER BUILDING—Baltimore, Md. (Simmonson & Pietsch, architects).
GAITHER BUILDING—Baltimore, Md.
MUNSEY BUILDING—Washington, D. C. (McKim, Mead & White, architects).
LOWMAN BUILDING—Seattle, Wash.
MUTUAL ASSURANCE SOCIETY BUILDING—Richmond, Va. (Clinton & Russell, architects).
BOSTON STORE—Chicago, Ill.

POST OFFICES AT

Gloversville, N. Y. (J. Knox Taylor, architect).
Perth Amboy, N. J. (J. Knox Taylor, architect).
Traverse City, Mich. (J. Knox Taylor, architect).
Grand Forks, N. D. (J. Knox Taylor, architect).
Richmond, Ind. (J. Knox Taylor, architect).

EDUCATIONAL BUILDINGS.

TOME INSTITUTE—Port Deposit, Md.
SCHOOL OF MINES, COLUMBIA COLLEGE—New York, N. Y. (A. W. Brunner, architect).
PHYSICAL EDUCATIONAL BUILDING—New York, N. Y. (Parish & Schroeder, architects).

MISCELLANEOUS BUILDINGS.

TERMINAL STATION—Toledo, Ohio.
D., L. & W. R. R. TERMINAL—Hoboken, N. J. (K. M. Murchison, architect).
D., L. & W. R. R. TERMINAL—New York, N. Y. (K. M. Murchison, architect).
CITY HALL—Youngstown, Ohio.
CITY HALL—Newark, N. J. (Mowbray & Uffinger, architects).
ST. LEO'S HOSPITAL—Greensboro, N. C.
PLAZA APARTMENT HOUSE—Minneapolis, Minn. (The Keith Co., architects).
BARRACKS & OFFICERS' QUARTERS—Fort Sam Houston, San Antonio, Tex.
HARVARD CLUB—New York, N. Y. (McKim, Mead & White, architects).
CHRIST CHURCH—New York, N. Y. (Parish & Schroeder, architects).
ST. PAUL CATHEDRAL—Pittsburgh, Pa.

MISCELLANEOUS BUILDINGS.

THE PENNSYLVANIA STATE CAPITOL—Harrisburg, Pa.
THE JEFFERSON HOSPITAL—Philadelphia, Pa.

HOTELS.

THE HOTEL MAJESTIC—Philadelphia, Pa.
THE BLAIR COUNTY RETREAT—Hollidaysburg, Pa.

OFFICE BUILDINGS.

THE FIDELITY TRUST CO.—Philadelphia.

EDUCATIONAL BUILDINGS.

VANDERBILT SCIENTIFIC DORMITORY—Yale University, New Haven, Conn. (C. C. Haight, architect).

THE AESTHETIC IN HARDWARE ADVERTISING.

To the looker-on one of the most conspicuous advances in the advertising field is the artistic element. The result is that the advertising pages of some of our great magazines are really works of art.

While this is true in a certain measure in all advertising, it seems less to have pervaded the Hardware world than its subjects deserve. Well, maybe art and anvils are incompatible. Yet, why cannot the man who has a first-class hammer to sell put it and its proverbial companion, "the looking-glass," in the hands of a bright-faced though spoiled kid, and let the camera do the rest? Children play no small part in the successful advertising of the present.

Picking up a trade publication, the eyes fell upon a full-page ad. for a cow tie. Aside from the illustration of the tie, which required but a small part of the page, there was very little use made of the space. What a fine half page might have been given to a pleasing landscape with some prize winner in the foreground secured by one of these ties. Turning a few pages, this very idea was to a certain extent materialized, though evidently designed solely for utility, not art. No restful trees or quiet stream appear in the rear—only bare barn walls. The expression on the face of the bovine is not indicative of the contentment which a first-class tie should inspire. The man on the hunt of the article would probably be attracted; but the possible convert might easily pass it by.

Household specialties, as carpet sweepers and floor cleaners, are as promising subjects as baking powder or cereal. Yet we all know the attractive figures which appear in the latter. Let grace in motion combine with beauty in feature, and the woman pushing the carpet sweeper has a chance for her share of attention.

Just think what the dealer in angling goods might present in the way of beautiful scenery. Those who cater to the hunter's wants can add natural history specimens to his attractions, deer or grouse being represented under cover of the Blank & Co. rifle.

For the ice cream freezer man there is the pastoral scene with the dairy herd—snowbound, preferably; ice skates are suggestive of the ice-covered stream bordered by evergreens and thronged with merry figures; the Christmas turkey as manipulated by a brand-new carving knife of superior make would certainly attract notice; the small boy getting his hair cut might do for the clipper ad.; beauty in architecture and interior decoration should be remembered by the paint and varnish man; the prospective captive of the new mouse trap may be as fascinating in advertising columns as in the feature article of a Seton Thompson, even the patent clothes line may be placed in beautiful surroundings, and the toughest article in the Hardware stock become a pleasing subject for illustration.

DEATH OF ABRAHAM BUSSING.

Abraham Bussing, president of the Ausable Horse Nail Company, died at his home, 24 East Sixty-first Street, New York, Saturday, November 4. Mr. Bussing injured his foot last June from which blood poisoning developed, which after a long illness finally caused his death. Mr. Bussing was born in Dey Street, New York, in 1828, and was educated at New York University, and ever since has been engaged in business in this city. He married Emma Frost, daughter of the late Samuel Frost, in 1859. Mr. Bussing was at one time a director of the National Shoe & Leather Bank, New York, and was one of the founders of the First National Bank of Montclair, N. J., where he resided for about twenty years. He was always active in church and charitable work. Mr. Bussing is survived by a widow and one daughter, Alice, wife of Howard T. Kingsbury.

A SUBTERFUGE.

"Bliggins says that some one has tried to make him pay money to keep things out of print." .....

"Nonsense," rejoined Miss Cayenne. "Mr. Bliggins is trying to convey the impression that he is in the smart set."—*Washington Star.*

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SEWING MACHINES AND HARDWARE DEALERS, No. 5

If I could meet you face to face and could have the benefit of your interruptions and inquiries on points that may not be clear, you would obtain, of course, a better explanation of the sewing machine business than can possibly be had in any other way; but since we can't have this meeting—just at present, anyway—I have been trying to talk to you on paper as nearly as possible in the same way that I would if we were sitting together here on the seventh floor.

And, first of all, I want to say just another word about the demand for sewing machines. The sewing machine is just as necessary as the plow and as universal in its sphere as the clock. The world could get along without Pianos, but could not maintain its high plane of civilization without the sewing machine. While it may perhaps be true that people do not feel the need of a sewing machine like they do that of food and clothing, at the same time, the need exists, only it has got to be aroused.

A sewing machine sale is an exchange of values. The value of money is well known to all. In order to effect a sale, you must offer something not only the equal in the judgment of your customer for the price asked, but also something which he *needs* and *wants* to use. Take, for example, the lawn mower. It will not be sold if the customer does not consider that it is worth the price or if he agrees that it is worth the price or objects that he has a lawn mower or that he has no lawn on which to use it.

Now, you have two things to do. First, to show that the machine you offer is worth the price asked, and, second, to show the individual in front of you how she can personally make use of the machine. In what do the values you offer consist?

If you are selling a drophead style of sewing machine you are not merely offering a sewing machine, but you are also giving your customer a handsome and attractive piece of furniture and which can readily be used for a convenient center table.

The most eloquent description which merely paints a picture of a sewing machine might only convince the individual in hand that it would be worth the price to other people. "It's a nice machine, but I guess not to-day," means, being translated, "I do not see why I need it." You are nearer to an order with such a person in showing up your sewing machine than you are with the next person with whom you must go over the same ground. You are now half-way to a sewing machine sale, but your customer objects.

An objection is an opportunity. This is a text upon which you can preach the very sermon your customer wants to hear. "I have no time to sew" means "If I had more time, I would buy your sewing machine and gladly use it." "My wife does not sew" means "I would like to buy her a good sewing machine." In such cases, any picture you can paint showing why and how the sewing machine you offer should be purchased and operated will be welcomed. Most people wish to be persuaded. They don't let you see it because they have been schooled from childhood that they ought to save their money. Therefore, in selling sewing machines you must expect objections, and train yourself to make each one the basis of a winning as well as selling argument. Pleasant or happy answers are what are wanted. Never be dismayed. There is always a good and happy reply to any objections if you would only use your mother wit to find it.

The most common objection brought forth to-day against buying a sewing machine is that the party cannot afford it. In this connection, the following answer has been used to good and excellent advantage.

"I believe I know how you feel at present about that, Mrs. Jones—we all have to economize more or less, but at the same time, I cannot help but feel that if you really wanted a thing very badly and a little money was all that stood in the way, you would manage to raise the money. Now, the only way I can possibly hope to secure your consent is to make you want the sewing machine so badly that after I have explained its principal features, you will really feel that you cannot afford to be without one. I know that you will at least give me a few moments in which to tell you more about the sewing machine and whatever your decision then may be, I promise to abide by it cheerfully. You remember the old Bible saying, Mrs. Jones, 'Hear all things and hold fast to that which is good.'"

There are many different ways of retailing a sewing machine, any one of which, if followed up industriously, will make sales, provided you select the one suited to the conditions with which you are surrounded and the idiosyncrasies of your customers. Do your best to get into their good graces. Learn to adapt yourselves to circumstances and the sale is half made. Use all your persuasive powers to make the customer desire the machine. Impress her with its best features—the nice work she can do on it—its good qualities—the durability of the machine—the convenience and completeness of the attachments.

I believe there is a large and growing field for the sale of sewing machines right in the heart of the territory of you who read this. Broadly speaking, good territory is in any locality where industrious people are found, the majority of whom are not yet supplied with sewing machines. It is a well-known axiom among those who are familiar with the work of soliciting that "It is the man who makes the territory" rather than "The territory makes the man."

Territory is really a question of physical geography. Population follows the water courses, pouring off the hills and settling in the rich river valleys. These are usually the best territories.

Every hour that the Hardware dealer devotes to the sale of sewing machines is time well spent and will eventually bring good results. There are various other special lines that have their seasons, but the sewing machine is always seasonable. The manufacture and sale of sewing machines each year enters into the millions and if you take up a line of good family sewing machines distributed by your jobber, the number of sewing machines that you can sell annually is limited only by your ability in handling the proposition and your persistence in pushing it.

The trial business may be used in extreme cases, but I would do as little of it as possible. From my experience, the longer a sewing machine is left on trial the less chance there is of selling it. Either the machine will get out of order and discourage the customer or some competitor will come along and while the interest aroused in his machine by a good showing up is still warm, close the sale. When you have shown up your sewing machine thoroughly and to the best of your ability and your customer has become interested in it, then is the time to close the sale if possible, either by all cash or a partial payment, with the privilege that if the machine is not satisfactory after a sufficient trial that it can be returned and another machine supplied or money refunded. In this way, many sales may be effected immediately that might otherwise hang fire and never materialize.

G. H. Dirhold.

St. Louis, Mo.

WIRE--ITS DIFFERENT SHAPES.

There is a popular impression that wire is simply a small, round shape like wire in a broom, a piano, a barbed wire fence, or in the ever ready bale tie or baling wire, that is always lying around and can be used for anything—in fact, it is so common one gets it tangled up in his wheel or puts his foot in a snarl of it when on a walk. But wire is not confined to this popular shape, says the *American Wire Rope News*. It has many shapes and forms. It is flat, square, oblong, oval, star-shaped—in fact, any shape that may be desired. These are the days of automatic machines into which is fed a shape of soft steel at one end, while out of the other comes a finished bicycle hub, a knife blade, nail-clipper, pencil holder and a thousand other shapes.

To operate these automatic machines for the best results, the shape that is fed into them should be the nearest possible to the final form wanted. It is up to the wire maker to do this and an idea of the result is shown in an illustration which shows a section of pinion wire. This is drawn into star shape just about the same way as drawing wire plain round. This star shaped wire is then sawn into slices, thus making cog wheels.

Great progress in this form of manufacture has been made in the past few years, so that it is now possible to put on the market many articles at an easy-selling cost that were previously too costly to sell. Where a great deal of shaping has to be done on the lathe, in order to put the "raw" material in form for final cutting in an automatic machine, the cost of production is considerable. Wire-drawing is the cheapest method of reducing to the net shape.

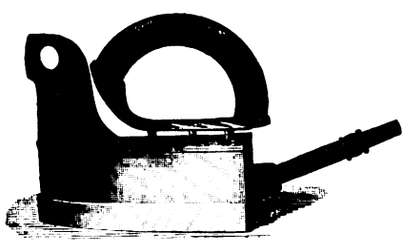
The shapes that are covered by the term "wire" are, therefore, many and varied, from a flat knife blade, a piece of shafting or a moulding wire to a small, round wire that calipers as fine as a hair. Tensile strength, of course, does not figure materially in this odd-shaped wire, as it is only needed to be of soft steel to readily cut into shape in the automatic machines. Wire that has the greatest tensile strength is piano wire, which is made to

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sustain tremendous loads with the least stretch; but such a wire would be impracticable for cutting and shaping machines on account of its great hardness. Rope wire has to be made of great tensile strength, but soft enough to be flexible, thus standing the great amount of bending, and at the same time hard enough not to yield readily to abrasion. Telegraph and telephone wire must be of a quality to carry electricity the quickest, and at the same time strong enough to bare itself from pole to pole against wind pressure and ice. And so on through the vast list of different kinds of wire, most every one of which has to be made for the specific use it is to be put to.

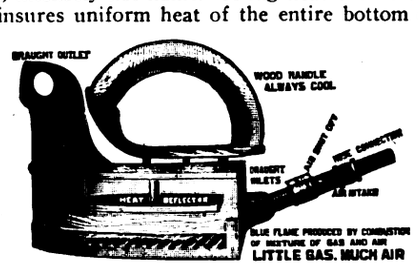
THE I. M. E. GAS IRON.

Central Mfg. Co., Binghamton, N. Y., is manufacturing the I. M. E. Gas Iron, which ought to meet with a large sale. It is made of iron, nickel-plated polished around the base, and equipped with a wood handle, which is always cool, with a gas pipe connection with air regulator. The general appearance of the iron is shown in the accompanying illustrations. The lower



THE I. M. E. GAS IRON.

cut shows the corrugated base with the frame over the bottom of the iron. Hanging over this corrugated base is an asbestos deflector. When attached to the gas jet by means of a flexible tube the gas rushes past the intake and draws in air. This provides a large amount of oxygen, which causes the gas to burn with a blue, intensely hot flame. A lug near the heel spreads the flame and insures uniform heat of the entire bottom of the iron.



SECTIONAL VIEW OF IRON.

The asbestos deflector turns the flame on to the corrugations and keeps the base hot and the top of the iron cool. The neck acts as a combustion chamber and chimney, insuring the complete combustion of the gas, thus preventing all smoke and smell. Among the advantages which this improved iron makes possible are: It saves carrying coal and ashes and building and caring for the fire. It saves tramping back and forth between the stove and the ironing board. It saves cleaning the iron because the I. M. E. is always clean because it never touches the stove, and consequently never becomes pitted. It saves the time of building a coal fire and waiting for the iron to heat. It saves the time of changing cool irons for hot ones, &c., &c. The dimensions are: Length, 6½ inches; width at the back, 4 inches; weight, 6 pounds.

THE TEN-YEAR CLAUSE OF THE TRADE-MARK LAW.

A decision of great importance to trade-mark owners has been rendered by the Commissioner of Patents, in which he holds that the so-called ten-year clause of the new trade-mark act, which went into force April 1, does not authorize the registration in the Patent Office of trade-marks, even though exclusively used by their alleged owners for ten years preceding the enactment of the new law, unless the mark is of such a character that it could be protected in the absence of registration by action brought in a court of equity under the common law.

It was naturally assumed that under the ten-year clause any trade-mark exclusively employed by a manufacturer or dealer for ten years prior to April 1, 1905, could be registered under the new law, and many applications have since been made upon that understanding. In nearly all instances the marks thus offered for protection have been registered, but in the case upon which the Commissioner has just ruled there is presented an illustration of a class of marks employed by their users for ten years or more, but which, although in undisputed use, could not have been protected at common law. Prominent in this class of marks are devices in the similitude of the national flag, the coat of arms of the United States or of a State, the official seal of any branch of the Federal or State governments, geographical and other names which cannot be appropriated to the exclusive use of an individual, &c. All such marks the Commissioner holds to be non-registrable.—*Metal Worker.*

LEGAL CORRESPONDENCE

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

ALIENS—RIGHT TO HOLD REAL ESTATE.

QUESTION: Is there anything to prevent a person who is not a citizen of the United States from holding and selling real estate in the State of New York? After he dies will his real estate descend to his children who are not citizens?

REPLY: An alien in New York can buy and hold real estate. But his title is subject to be defeated at any time by the paramount right of the State. That is to say, the State may deprive him of the title to his real estate by appropriate proceedings. A purchaser from an alien, however, gets a good title. And even if a proceeding is started against an alien to forfeit his property, he can stop such a proceeding by filing a declaration of his intention to become a citizen. After such declaration has been filed he can freely own and dispose of real estate for a period of six years. The alien children of an alien owner of real estate who has not prior to his death filed a declaration of his intention to become a citizen cannot inherit his real property in the State of New York.

INFANT—LIABILITY FOR CLOTHING.

QUESTION: If a minor goes to a dealer and buys a suit of clothes and agrees to pay thirty dollars for it, is he bound to pay for it? Must he pay the agreed price if it is worth less?

REPLY: As a general rule an infant minor is not responsible for his contracts. He can disaffirm them, even though he has received benefits under them. This rule is subject to an exception in the case of articles which are necessary; and by this term is meant, food, lodging, clothing and medical attendance which are suitable to his means and station in life. Assuming that this suit of clothes was a necessity, he can be held liable to pay for it. But he is not liable if his guardian or parents have supplied him with sufficient clothing; and he is not liable to pay the contract price, but only the *actual value* of the clothing purchased.

EFFECT OF ILLNESS ON EMPLOYEE'S RIGHT TO WAGES.

QUESTION: We hired a salesman under contract for six months. After he had been with us three months he became sick and unable to continue in our employment. At the time he fell sick, one month's salary was due. Are we bound to pay this, when he has failed to stay with us six months as he agreed?

REPLY: If the salesman had left your employment without reasonable cause, he could not recover anything for his services for the period during which he worked for you. But it is well settled that when an employee under a contract for the rendition of personal services for a specified time is disabled by sickness from fully peforming the contract, he may recover the value of such services as he has actually rendered. Sickness under such circumstances is deemed by the law to be the act of God, which excuses the employee from further performance.

SELLER'S REMEDIES IF BUYER REFUSES TO TAKE GOODS.

QUESTION: We sold a bill of goods for $456 to a customer and the goods were consigned to our order at the town where his place of business is. He has now refused to take them. Can we compel him to do so?

REPLY: A vendor of personal property has three remedies against his vendee who is in default. The seller may hold the property for the buyer and sue for the purchase price; or he may sell the property as agent and recover any deficiency resulting; or he may keep the property as his own and recover the difference between the contract price and the market price at the time and place of delivery. This rule applies not only where the title has passed, but also to cases where the agreement is executory and there has been an offer to deliver the goods and a refusal of the buyer to take them.

HE DIDN'T REQUIRE ANY.

Mrs. Mutherly—That young Yalevard is far too attentive to you, my dear. Don't you give him any encouragement.

Miss Mutherly—Mamma, he doesn't need any.—*Albany Journal.*

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THE INTER-MOUNTAIN WEST

Whether for stock jobbing purposes or whether because of an actual knowledge of conditions, the Wall Street crowd spoke truly when they prophesied another year of great business prosperity for the West. Good business in the West means activity in the East—a constant demand for manufactured goods of New England—for agricultural implements, for mining tools, for building materials and for Hardware of every description. There is hardly a town west of the Missouri River in which to-day there is not more building taking place than at any time in the history of the West.

Here in this inter-mountain country business has been never better than at the present time. The railroads are handling all the business possible with their present facilities. New rolling stock is being bought, and more sidings and branch lines are being built. Twenty years ago it was thought that mining would be the only industry of this country—to-day Colorado is shipping large quantities of garden products and cattle, Utah and Idaho many carloads of fruit to Eastern markets, and at good profits to the producer. The higher prices of metals have brought many old mines into the ranks of good dividend payers. The lower cost of smelting has developed many new mines. Wool and sheep and cattle are all bringing good prices.

The large amount of dry lands that have been put under irrigation have brought thousands of settlers into this country who are all in one way or another doing their part to help develop the resources and increase the general prosperity of the country. All these causes are working together, and the effect is the great activity in business, which is more marked than at any time during the past decade. And the outlook is very satisfactory for the next two years.

Located in the centre of the richest part of the great State of Idaho, Boise, the capital, and metropolis of a rich country as large as New England, with resources far greater, is now growing rapidly and is commanding a large and fast increasing business. One sees many improvements here in a year's time. The big Hardware store of Fletcher, Eastman, Teller Co. has been remodeled and enlarged; new windows and new showcases add much to the appearance of the store. In speaking of trade conditions, Mr. Teller, of the firm, said: "The big irrigation canals that are being put through in the surrounding country are, of course, opening and developing much new land and creating a good market for much in the building line.

The ranchers and fruit raisers are all making money, and Boise, being the natural centre, is, of course, feeling the benefits. We are really doing all the business we can handle. An air of general prosperity and business push about the place of the Fletcher-Eastman Tiller Co. spoke well of the business the concern is doing.

The Carlson-Lusk Hardware Co. have succeeded to the business of the Coffin-Clinton Co. and are continuing the business both at wholesale and retail. This concern carry a large stock of mining machinery, in which a good, steady trade is carried on. The development of the Thunder Mountain country in the past five years has brought Boise a big trade in mining supplies.

The only exclusively wholesale Hardware house in Boise is the Northrup Hardware Co. This concern is now traveling six men and covering parts of these States. Mr. Northrup said business was exceedingly good and the outlook had never been better.

The good business which has been experienced by all the merchants of Ogden, Utah, during the past eighteen months promises to continue for some time to come. Wheelright Bros. have added materially to their stock of Hardware and crockery now occupying the new addition to their store. Mr. Wheelright said that business was good, and a steady demand for a better class of Hardware.

Closely allied to the Hardware business is that of Browning Bros., whose sporting goods store here in Ogden is one of the largest in the Intermountain West. The stock of guns and rifles carried by Browning Bros. is not only large, but also very complete. This concern issue a large sporting goods catalogue and sell throughout the entire Western country, to the Pacific coast.

Salt Lake City, Utah, is becoming each year more of a distributing point for the great central Intermountain West. The railroad facilities here have been good, but now, with the completion of the new route to Los Angeles extending down through the Southwest, with the Western Pacific, the new Gould road to San Francisco, actually being built, and the Denver short line, the "Moffat road" fast being extended through from Denver, Salt Lake City will in a year or two be the greatest railroad centre west of the Rocky Mountains.

And all this railroad building is having a good effect on business here. Mr. F. W. Hornung, of the Strevell-Paterson Hardware Co., said that it was bringing much direct business and developing the country and opening a lot of new territory. The Strevell-Paterson Hardware Co. is the only exclusively wholesale Hardware concern in Salt Lake City and has been remarkably successful. Their trade is constantly growing and the firm have enlarged their big warehouse to better care for the increased business. The offices of the Strevell-Paterson Hardware Co. are ideal in arrangement, and give a most pleasing effect.

The Zion Co-operation Mercantile Institute of Salt Lake City and Utah do an extensive Hardware business. F. S. Tingey is general manager of this department, being ably supported by Mr. Beattie, who is well posted in Hardware and sporting goods, and always has a pleasant word and cheerful greeting for all callers.

A good retail business is carried on by the King Hardware Co., whose store is very centrally located and where a big stock of general Hardware and house furnishing goods is carried. Mr. King said business was very good, but that in some lines the profits were cut down very close. "Why, we secured a contract for the Hardware in a new building," continued Mr. King, "the other day, which amounted to about $1,000; our bid was $1.50 only below the other lowest bidder, and our profit is hardly $50 on the whole job." Mr. King said that he thought the competition was closer here on builders' Hardware than anywhere else in the United States, and certainly if this is a fair sample, it would seem to be so. On all sides new buildings are being erected and there is a good demand for all classes of goods, and seems very foolish for the Hardwaremen to be willing to handle business on such a close margin.

A RETAIL ASSOCIATION NEEDED.

What is needed in Salt Lake City is a Hardware Dealers' Association.

During the past year or two the skies about Leadville, Colo., have been brighter, and now there is a renewed mining activity there that in some ways resembles that of the old days twenty years ago, when Leadville was the greatest camp in the world. This has been brought about by the opening of some new mines and the striking of pay ore on lower levels. To be sure, the higher price of metals has something, too, to do with the general prosperity and the working of some of the old mines and cleaning up of some old dumps. At least this is the way W. M. Harvey, the proprietor of the Western Hardware Co., pointed out the conditions to your correspondent. Continuing, Mr. Harvey said: "General business conditions are improving here all the time, collections are good, and there is no reason why we should not have good business for twelve months to come." The store of the Western Hardware Co. is located at 226 North Sixth Street, and, in addition to general Hardware, a big business is done in Stoves and Ranges, and a very complete tin shop is maintained.

A bright, light and well arranged store is that of the H. H. Tomkins Hardware Co. at 431 Harrison Avenue. The large windows are used to good advantage to display tools and mining supplies, in which latter line a large business is done.

One of the old established Leadville concerns is the Leadville Hardware Co., of which J. E. Foutz is secretary and treasurer. Both a wholesale and retail business is carried on and a big stock is carried.

THE SPORTING GOODS TRADE

A remarkable thing about the Hardware trade in Leadville is that but a very limited amount of sporting goods is carried by these stores, while in almost every other Western city the Hardwaremen have practically corralled the sporting goods trade. And Leadville has probably as many sportsmen as any town of its size in the world—the result is that many of the fishermen here are sending to Denver and even away back East for their supplies.

Pueblo, Colorado, the Pittsburgh of the West, is growing rapidly, and in time will become one of the great distributing points for the central and Southern Intermountain trade. The great steel works here of the Colorado Fuel & Iron Co. now employ some 7,000 men and are being worked in all departments continually day and night; and on many of their products the Colorado Fuel & Iron Co. are sold up for months to come.

J. M. Killen, of the Hardware concern of J. M. Killen & Co., in speaking of trade conditions, said: "Business here in Pueblo

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has never been better than it is this Fall, and our wholesale trade through Colorado is growing each year. The trade in Sporting Goods is constantly increasing, and in all lines we are anticipating a large increase. J. M. Killen & Co. are very good advertisers and have been using a very clever advertising novelty this Fall in the way of a small wooden whistle. These are given to all applicants and it seemed as though each boy in Pueblo had one of the Killen whistles, on which is neatly printed, 'I blow for J. M. Killen & Co., the popular Hardware store.'"

All the Pueblo concerns carry a large stock. That of the Morrell Hardware Co. is very complete; this concern operates stores in Victor and Cripple Creek, the Pueblo establishment being in charge of Mr. Sweet. A. W. Morrell, who is at the head of the business, is one of Colorado's most successful business men and looks closely after the business of the three big stores.

Another enterprising Hardware concern of Pueblo is the Holmes Hardware Co. The store is large, well arranged and goods are attractively displayed.

One of the younger, but no less pushing, merchants of Pueblo is T. S. Rainey, whose up-to-date Hardware store is located in the very centre of the city on Union Avenue. In addition to general Hardware a good line of fine tools and cutlery is carried. Mr. Rainey said that business was good and the outlook had never been better.

Any Hardwareman in any of these Intermountain towns who attends faithfully to business, carries a fair stock and earnestly strives to please his customers, is bound to succeed. The demand for all classes and kinds of Hardware is constantly increasing and there seems to be plenty of money in circulation.

HAMMERNAIL.

AN ANCIENT PAIR OF SCALES.

BY FRED A. GANNON.

The skeleton of Father Adam of the American scale family has lately been brought to light in an ancient barn upon historic Witch Hill in the old Puritan city of Salem, Mass. Its rusty bones give an idea of the once great strength and of the age of the scales, but their history is only traditional and fragmentary.

Very probably these ancient scales were used when the early traders bartered with the Indians, exchanging trinkets, guns, powder and also whiskey for furs and skins. The spot whereupon they were found was once the outskirts of the town, where the colonial road ran by the river on its way to the town of Boston. It was an ideal place for trading, and later an inn was erected upon the spot.

It is also quite possible that the fair and buxom Betty Hull climbed upon one platform of the huge old balances, or a pair just like them, when her shrewd and rich father, Capt. John Hull, the mint master and coiner of the Pine Tree shillings, balanced the scales with silver shillings, equal in weight to his daughter, and then bestowed the silver upon his son-in-law for his daughter's dowery.

Very likely, too, Capt. John Gueer, the colonial marshal, frequently tested the weights of these scales, and placed upon them his official seal. Even in good colonial times, when all people were strictly honest we are told that it was a grievous trick of some dealers to sell goods by short measure. Hence, the colonial marshal found his task of sealing weights and measures quite important even as early as 1636, and, no doubt, his services were quite profitable, for he received one pence for every weight and two pence for every measure he stamped, their owners paying the fee, and he confiscated all that he did not stamp.

But Father Adam of the American scale family was a just and honest balance. He stood by the old tavern at the base of Witch Hill and along the Colonial Road. An upright post of oak supported him, and his strong oaken beam, nine feet long, was balanced exactly in its middle on a swivel, a fact which an iron indicator testified to by pointing to the zenith.

The weights, which are preserved today, are blocks of iron, and the full set, which now is unfortunately broken, once included 1, 2, 7 and 14 pound weights, the latter being equal to a "stone." And a remarkable coincidence among these weights was that a stone found among them weighed just 14 pounds. Very probably the stone was picked from the hillside.

From the end of either arm of the beam hung platforms of double thickness of hard pine, each platform being about three feet square. These platforms are now preserved, as are the ropes by which they were at one time suspended from the arms of the beam.

These balances must have been very accurate in their day, for despite their great age they weighed accurately lately, their owner having tried them out of curiosity. But he found that they were too clumsy to handle and that the common platform scale of today served his purpose much better.

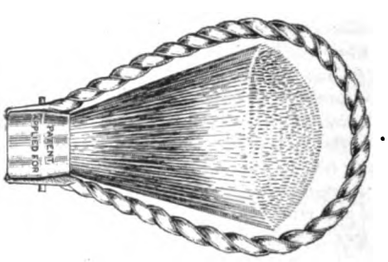
These ancient scales were more accurate than the fabled scales of blinded justice at one period of the city's history, for close by the spot where they rest to-day 19 victims of the cruel witchcraft superstition suffered martyrdom at the hands of benighted judges and ministers.

Antiquarians place the date of these scales at a date previous to 1700, and very likely they were brought from England at a much earlier date and set up in Salem village. The scales appeared to have had much use, and they probably continued in service until modern platform scales came into use. Then they were thrown into the loft of the barn on the Nichols estate, where they remained until they were recently brought to light.

This Nichols place has given up other treasures, notably the frame work of the first church in America, which was erected in 1629 in Salem. This church has been preserved, but the ancient scales still rest in the barn loft, their days of usefulness over and their past a puzzle for the antiquarians.

KAMPFE'S FOLDING SHAVING BRUSH.

The latest improvement in shaving brushes is to be found in the new Folding Shaving Brush which has just been placed on



KAMPFE'S FOLDING SHAVING BRUSH.

the market by Kampfe Brothers, 34 Reade Street, New York, manufacturers of the celebrated Star Safety Razor. This Shaving Brush is put up in a neat, black, waterproof box. It is designed to be hung up after shaving, permitting every particle of water and soap to drain off, making it the most sanitary shaving brush on the market, and therefore the most desirable for shaving. It is intended to retail at a moderate price.

THE DANA MOP WRINGER.

Dana Mfg. Co., Cincinnati, Ohio, brings out a Mop Wringer which promises to be as great a success as the Peerless Iceland Freezer which they manufacture. The dealer or jobber handling goods made by the Dana Mfg. Co., can count on the manufacturer to help move them every time. Everybody connected with the sale of the Freezer was helped by the strong advertising it received. The same most excellent manufacturing organ-



THE DANA MOP WRINGER.

ization (except that it now is in its new factory buildings), and the same thoroughly tested selling organization, is putting on the market an article appealing to the same class of people—women in the home—and handled by the same jobbers and retailers. Here is a mop wringer that will be properly presented to the women at home. As it is easy to operate, the Dana Mop Wringer will appeal to every woman. A distinct advantage the Dana has over other mop wringers is, that with it you can stand in a natural position—both feet rest firmly on the floor all the time—at the start as well as at the finish. Then too, it is strongly put up and labelled very attractively, which is a pointer for hustling dealers.

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RECENT TRADE PUBLICATIONS.

PATTERSON, GOTTFRIED & HUNTER, Limited, 146-150 Centre Street, New York, N. Y., have sent us two very attractive books recently published by them. One of these, Catalogue No. 39, deals exclusively with Blacksmiths' Tools of every description. The other, Catalogue No. 45, describes, illustrates and prices their numerous Power Transmission Appliances. Each of these catalogues contains over 250 pages, is profusely illustrated and carefully arranged throughout. The descriptive matter is very comprehensive, and it is safe to say that this Company can furnish anything in the lines referred to that they may be called upon to supply. The books will pay a careful perusal and will be gladly sent upon request.

THE NOVELTY MANUFACTURING COMPANY, Waterbury, Conn., are distributing to the trade an exceedingly attractive book, in large pamphlet form, 10x8½ inches, which is their Catalogue K. They state by way of introduction: "In presenting our catalogue of Bath Room Trimmings we have tried to describe the goods and have half-tone cuts made to show them to the best advantage." The book is a handsome production, being finely printed on excellent paper, and being profusely illustrated by the half-tone cuts above mentioned. A very complete line is shown of Bath Room Trimmings, and anyone interested in this class of goods will find the catalogue unusually interesting and helpful. A copy will be sent free of charge on application.

THE ATHA TOOL COMPANY, Newark, N. J., have presented us with a copy of their very interesting Illustrated Price List of Steel Tools manufactured by them. The book measures 10½x8 inches, and is durably bound in stiff cloth cover. It contains 150 pages and at least that many illustrations, and has been carefully indexed. Among the Tools illustrated and priced are Hammers of every conceivable style, Mauls, Picks, Pinchers, Axes, Chisels, Punches, Sledges (Blacksmiths' and others), Wedges and Wrenches. For complete information regarding these and any other Steel Tools in which you are interested write to the manufacturers, and they will be glad to quote prices.

THE YALE AND TOWNE MFG. CO., 9-15 Murray Street, New York, N. Y. have sent us a very interesting catalogue of their comparatively new product, the Electric Hoist, the distinctive features of which are its steel construction and portability. It may be shifted from place to place like a chain block and used wherever current is available. It is simple in construction and operation and is made of the best materials obtainable and with the same careful workmanship that characterizes all Yale & Towne products. The catalogue gives very complete descriptions of the Hoists and their parts and several cuts are shown illustrating same. A copy will be gladly sent to interested parties.

ERIE SPECIALTY COMPANY, Erie, Pa., have sent us a very interesting folder which shows a few of the seventy varieties of Walker Cork Screws manufactured by them. Each cork screw sent out by this company is guaranteed to be well made and made out of good material. Dealers will find them to be good holiday souvenirs and live sellers the whole year. For complete information, prices, etc., in regard to these and the many other useful and saleable articles manufactured by the Erie Specialty Company send for illustrated catalogue.

FRANKLIN SPECIALTY COMPANY, 807-809 Cherry Street, Reading, Pa., have sent us a copy of their latest Illustrated Catalogue of High Grade Nickel-Plated Hardware and Household Specialties. They claim that in constructing and finishing these goods they use only the best material, and that for workmanship, style, quality and durability they have the finest line of goods on the market. For further information send for catalogue.

SCHUCHARDT & SCHUTTE, 136 Liberty Street, New York, N. Y., have recently issued a very attractive illustrated catalogue, a copy of which has been sent us. The catalogue is finely printed and well arranged throughout, and the paper is of excellent quality. It is in large pamphlet form, 9x6 inches, and contains detailed descriptions and illustrations of the High Grade Pliers, Nippers, Pinchers, Folding Rules, Etc., manufactured by this company. For further information, prices, etc., write for catalogue.

N. & G. TAYLOR COMPANY, Philadelphia, Pa., have issued a unique little pamphlet called, "11th Arrow of Ye Third Quiver", which brings into prominence the "Taylor Old Style" roofing tin which they manufacture. The booklet consists of a number of short stories setting forth the superiority of the "Taylor Old Style" over any other roofing tin made. If you are interested in this particular line write for one.

CORBIN CABINET LOCK CO., 21 Warren Street, New York, N. Y., have sent us a copy of their exceedingly attractive little booklet entitled, "Locker Locks", which illustrates and describes the various kinds of locks manufactured by them. They state that the illustrations are full size and the key locks are all so constructed as to be furnished with a large number of key changes with master key to pass. Two styles of locks are shown which are especially suitable for wire and metal locker doors and illustrations are also given of combination locks and the "Star Point" Lock which is the latest development of a permutation lock. Copy of this very interesting and useful booklet may be had upon request.

THE PIKE MANUFACTURING COMPANY, Pike, N. H., have sent us a circular which they are issuing to the trade, which gives a description of Pike's Stonoil. They claim this is a perfect oil for Guns, Sewing Machines, Oilstones, Razor Hones, Razor Strops, Clippers, Typewriters, Clocks, Locks, and all articles requiring oil as a lubricant or preservative. They state that it prevents rust, cleans guns and rifles perfectly after shooting, and preserves the original sharpness of Oilstones and Hones, that it is absolutely acidless, will not gum, and is non-drying. In short, they consider it the best oil made and the most economical.

THE BUFFALO WHOLESALE HARDWARE COMPANY, Buffalo, N. Y., jobbers of Hardware, Cutlery, Iron, Steel and Metals, have recently published their Fall and Winter Season Catalogue which measures 12x9 inches, and numbers 130 pages. It would be impossible to show a complete line of this company's goods, but such lines are given as will prepare the reader in advance for the season's trade, taking into consideration the fact that "there is no profit on lines you are out of". They state: "We believe we carry the largest and best selected stock in New York State. Our shipping facilities are unsurpassed, ten trunk lines entering Buffalo." Besides a view of the company's building the book contains a group picture of the traveling salesmen, with full information regarding items, claims, mail orders, back orders and returned goods. The catalogue is very comprehensive and is profusely illustrated, and anything you may desire in the lines above mentioned can without doubt be obtained from this company. The book may be had upon request.

THE DEMING COMPANY, Salem, Ohio, have made us the recipients of an exceedingly attractive book of over 100 pages, which is their Catalogue G, and which describes in a very comprehensive manner their Pumping Machinery for operation by any power. This includes their Single and Double-Acting Triplex Pumps for Various Services, Power Deep Well Working Heads, Artesian Well Cylinders, Rotary and Centrifugal Pumps. They state in introducing the catalogue: "We have had many years' experience in the designing and construction of pumping machinery, and our purpose has been, and will continue to be, to build a high grade line only, and not at any time sacrifice the quality of our product." The catalogue is extensively illustrated and has been very carefully prepared throughout. It will be found very useful to those interested in this particular line, and will be promptly sent on request.

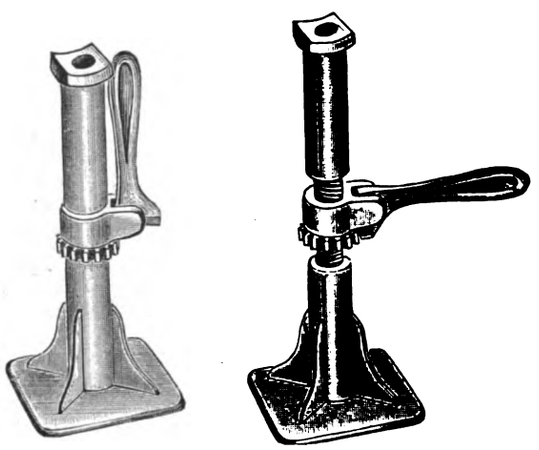
CHARLES J. GODFREY COMPANY, 4 Warren Street, New York, N. Y., Importers and Dealers in Arms and Ammunition, Camp and Canoe Outfits and Sportsmen's Supplies, have sent us a copy of their Illustrated Catalogue and Price List No. 3. This catalogue is in large pamphlet form, contains very complete descriptions of the articles mentioned, and is profusely illustrated. They guarantee all goods to be as represented, and offer to refund money if any article be found otherwise. Accompanying this catalogue is a smaller pamphlet entitled, "Souvenir of Ye Antique Arms for Decoration and Defense." In it are described numerous articles suitable for decorating Cosy Corners, Hallways, Dens, Mantels, etc., for which purpose they will be found appropriate and unique. Many of them can be used for defending the house or for sporting purposes. Either or both of these interesting pamphlets may be had upon application.

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NEW GOODS AND SPECIALTIES.

COVERT'S AUTOMOBILE SCREW JACK.

The Covert Mfg. Co., Troy, N. Y., is introducing to the Hardware trade an Auto Jack of recent invention which is claimed to possess great advantages and superiority over anything hitherto designed for the purpose. The accompanying illustration, which fairly shows its many merits, cannot be fully comprehended and appreciated without seeing the Auto Jack in operation. It is a

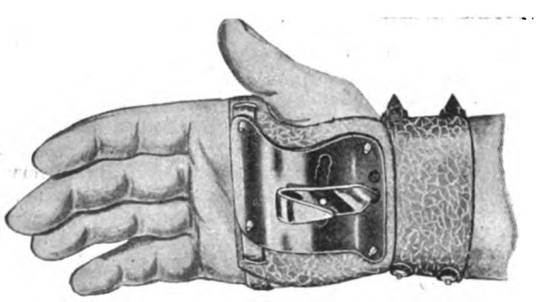


COVERT'S AUTOMOBILE SCREW JACK.

Ratchet Double Screw Lifting Jack, easy to operate, and is strong, light, compact and quickly adjusted. It has no loose parts, and is always ready for immediate use by carrying it in the tool box. The great necessity of having such a powerful Jack ready for instant use in an emergency when on the road is fully appreciated by all Automobilists, and every owner of an Automobile should look with favor on these useful Jacks. Special attention is directed to the advertisement of the Covert Mfg. Co in this issue.

No. 59 HOOK HUSKER.

The Boss Manufacturing Co., Kewanee, Ill., is the manufacturer of the No. 59 Hook Husker, of which we give an illustration herewith. The shield and hook are made of strong leather, both soft and pliable. The hook on this husker has the advan-



NO. 59 HOOK HUSKER.

tage of adjustment to fourteen different positions, which is claimed to exceed any other on the market in this respect. The company state they have recently issued a catalogue of this class of merchandise which they claim is the first complete catalogue ever published, and they are anxious to place one in the hands of every dealer handling these goods; for while they do not sell the retail trade direct, they send catalogues on request and any orders they receive from retailers are referred to the nearest jobber handling their goods. Send for one of these catalogues and keep posted.

A NEW LINE OF REVOLVERS.

Thayer, Robertson & Cary, Norwich, Conn., are the manufacturers of a line of revolvers calculated to meet a demand for those of a moderate price that would be found perfect in every respect and that would appeal to the retailer for its excellence and reliability. We present herewith an illustration of their Automatic Shell-Ejecting, Self-Cocking, Hammerless Revolver, which they manufacture in three sizes, .38 and .32 caliber, five shot, and .22 caliber, seven shot, all with rubber stocks and suit-

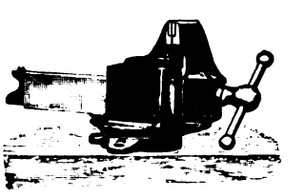


AUTOMATIC SHELL EJECTING HAMMERLESS REVOLVER.

able for S. & W. cartridges. This "Hammerless" model cannot be discharged unless the trigger is pulled way back. The round firing pin reaches the exact center of the primer and the cartridge. The inner mechanism for automatically emptying the ejecting shells is claimed to be the simplest and most powerful yet devised and has a lifting force of 65 pounds. The cylinder is held in position without the use of extra parts or springs. The barrel catch is made of forged steel, which gives the arm rigidity and a safety of the so-called "solid frame" models that, however, lack the desirable shell ejecting features of our "Hinge" Revolver. The arm is highly finished, electro-plated and closely wrapped in 144 square inches of rust proof paper, and packed in a handsome leatherette case. Send to the manufacturers for circulars giving further information.

SWIVEL BOTTOM QUICK ADJUSTING COACHMAKERS' VISE.

The Emmert Mfg. Co., Waynesboro, Pa., is the manufacturer of the Presto Quick Acting Coachmakers' Vise, illustrated herewith. This vise, it is claimed, is a better mechanical arrangement for quick acting movement than any hitherto offered as the vise can be operated with one hand. It has no springs. The vise has



QUICK ADJUSTING COACHMAKERS' VISE.

a whole nut, and when the jaw is against the work it can be used as a common screw vise if so desired. The rear jaw of this vise is self-adjusting and in use automatically conforms to any angle, adjusts itself and holds firmly the object, whether it be straight, beveled or wedge shaped, thus making it a Parallel Solid Jaw Vise. The self-adjusting jaw resting and working as it does upon and against the solid body of the vise, is thereby rendered absolutely as strong and durable as a solid jaw.

NEW ELECTRIC STOVE.

Radical Departure from Former Cooking Devices.

Professor Elihu Thomson, who has left his mark so indelibly on the electrical industry in this country, recently patented an electric stove, suitable for kitchen use, which is a radical departure from anything heretofore offered for this purpose. The stove is heavily jacketed externally with a layer of some good heat-insulating substance, such as asbestos, fire-clay, etc., and is provided with a lid of the same construction. Within the jacket is a mass of refractory material, imbedded in which is a granular resistance material, such as silicon. The combination of parts is such that the whole interior of the stove may be maintained

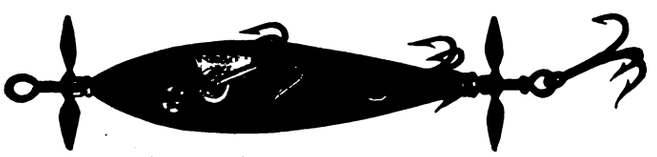
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at a red heat for a very considerable time at a very small expenditure of energy, so that without involving too great cost the stove will be kept available at all times for instant service.

An enthusiastic manager of an Ohio electric light plant declares that the time is soon coming when there will be a flat-iron "peak" on the central station load through the middle of the day every Tuesday. At a charge of ten cents per kilowatt the electric flat-iron costs about two cents per hour to operate, and with ordinary care it is impossible to burn the finest fabric. Another excellent feature of the electric iron is that it is always clean.

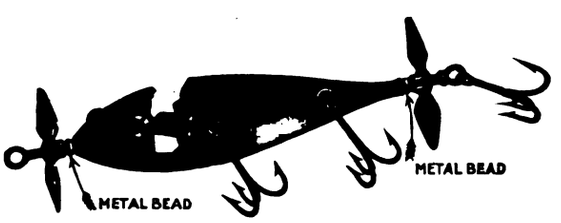
SHAKESPEARE'S WOODEN MINNOW.

William Shakespeare, Jr., Kalamazoo, Mich., is placing upon the market a Shakespeare Wooden Minnow, of which we present illustrations. It is especially adapted for casting. It is well balanced and has an important improvement in the method of attaching the hooks. By this improvement a hole is drilled transversely through the body of the minnow, in which is fastened a brass tube having funnel-shaped ends on each side, thus



SHAKESPEARE'S WOODEN MINNOW.

keeping the hooks from scratching the body; should it be necessary to replace the treble hooks it can be done easily by allowing perfect freedom of action; the centre section of the tube is threaded, the treble hook is placed in the loop of a spring cotter the ends of which are threaded; these ends screw into the centre section of the brass tube, making a substantial metal connection and at the same time a waterproof joint. That this tube will not slip out, a hole is drilled through the middle, and a centre wire



CONSTRUCTIONAL VIEW OF MINNOW.

passing through this holds it securely. Another improvement is the metal heads, one at each end of the minnow next to the spinner; these heads are made from hard drawn brass rods, which allows the spinner to turn easily. The eyes of the minnow are of fine glass and only the best quality of treble hooks are used. The dimensions are: The body of minnow is 3¾ inches long and 6½ inches over all, while the weight is but one ounce.

THE "CANADIAN HOCKEY" SKATE.

Barney & Berry, Springfield, Mass., are placing before the Hardware trade a new and improved Hockey Skate founded on the latest "Canadian" pattern, and which promises to meet with



CANADIAN HOCKEY SKATE.

an extended sale, under the name of the "Canadian Hockey." It has been improved largely by the incorporation of the quality and material used in all the Ice Skates manufactured by this well-known firm, whose new edition of their catalogue is now ready for delivery. A large demand for the Barney & Berry Skates is to be created this Winter for the retailer by a systematic campaign of advertising that will be carried on in the trade papers and magazines.

POCKET SCREW DRIVER No. 553 A.

L. S. Starrett Co., Athol, Mass., are the manufacturers of the Pocket Screw Driver No. 553 A, of which we present an illustration. This handy little tool is made from steel tubing, which is knurled and nickel plated. The butt of the blade fits a solid lock in the tube, which prevents it from turning in use, while it is held from coming out by giving a slight turn of the chuck. The Screw Driver blades are properly tempered for the work for

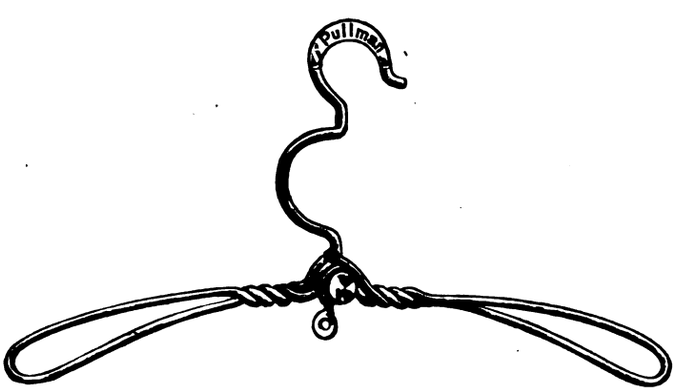


POCKET SCREW DRIVER NO. 553 A.

which it is designed. To carry it in the pocket the blade can be reversed and inserted in the handle, giving a slight turn of the chuck to keep it there. It takes no more room in the pocket than a penknife. It is made in two sizes, No. 553 A, handle ¼ inch diameter, blade 2¾ inches long, weight ½ ounce. No. 553 B, handle ⅜ inch diameter, blade 3 inches long, weight 1½ ounce.

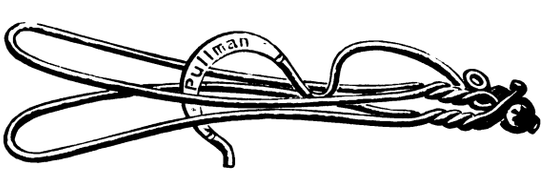
THE PULLMAN COAT AND SKIRT HANGER.

The Pullman Mfg. Co., Rochester, N. Y., have originated the most practical Coat and Skirt Hanger, which they are offering the Hardware trade, and of which we present several illustra-



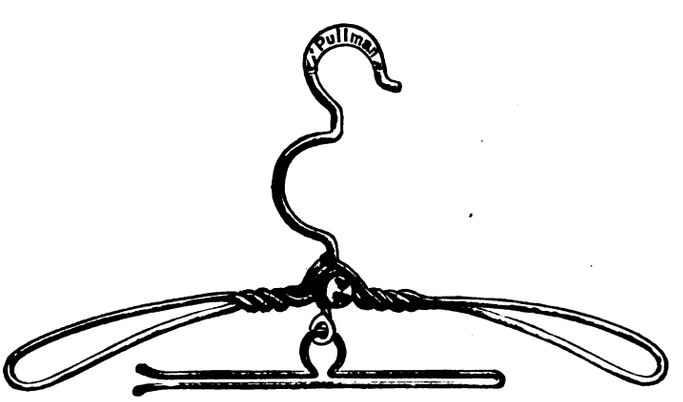
THE PULLMAN COAT AND SKIRT HANGER.

tions. It possesses the advantage of being folded conveniently so as to occupy small space in a trunk or grip, as will be seen in Fig. 2. It is manufactured from a tough grade of cold rolled



FOLDED FOR CARRYING.

steel wire, which is given a heavy plating of copper and then coated with a heavy nickel plate and handsomely finished. It possesses the advantage by the aid of the small eye shown in Fig. 1



COMPLETE WITH TROUSER HANGER.

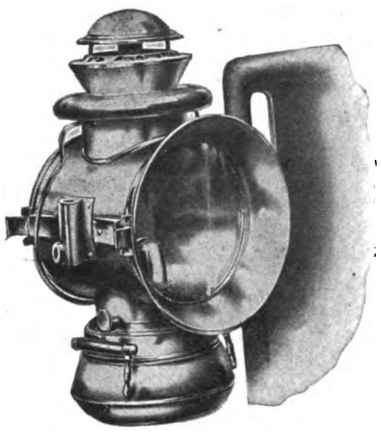
to add to its conveniences a trouser or skirt hanger, as shown in Fig. 3, making a combination in the hanger line that may safely be added to the attractions for Christmas distribution that may be retailed at popular prices.

HAM'S "DIAMOND" DRIVING LAMP.

C. T. Ham Mfg. Co., Rochester, N. Y., are introducing through the medium of the trade, Ham's "Diamond" Driving Lamp, as shown in the accompanying illustration. It is built on the same

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lines as their Cold Blast Runabout Lamps, the valuable features of which are retained. The interior is highly finished with silver nickel, the back reflector is heavily silver-plated, and the lens in the doors is double convex, finely ground and polished, which greatly magnifies the light. There is a back door for cleaning the back reflector, and this, with the simple and efficient locking device on the oil pot, makes all parts quite easy of access for

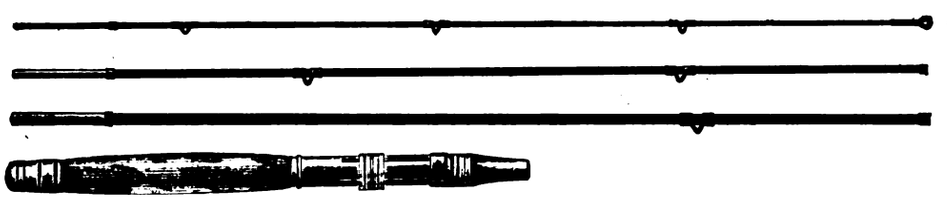


HAM'S "DIAMOND" DRIVING LAMP.

cleaning purposes. This lamp is strongly constructed, can be attached to either right or left side of dash, and is furnished in four styles; Enameled Black and Nickel Plated Steel, Polished and Nickel Plated Brass.

RAINBOW STEEL RODS, A NEW LINE.

It is announced by the Horton Mfg. Co., of Bristol, Conn., makers of the celebrated "Bristol" Steel Fishing Rod, that they are prepared to supply the trade with a new line which are known as the Rainbow Steel Rods. These Rods are made to meet the demand for a lower priced Steel Rod, and while they are manufactured with great care and of the best material, the

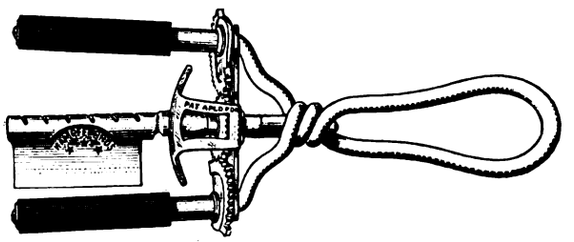


RAINBOW STEEL ROD.

makers do not guarantee them on account of the low price. The percentage of breaks is so small, however, and the cost of a single joint is so slight that this is a matter of little amount. All the Rainbow Rods are finished handsomely in dark green enamel and put up in brown canton flannel cases. The bait Rods are all made with cork grip handles in seven lengths from 5 feet to 10 feet, fitted with German silver solderless two-ring guides and German silver three-ring tops, handle mountings nickel with solid reel seat above the hand. The No. 225 Rainbow bait casting Rod is made in 5, 5½ and 6 foot, lengths, fitted with large German silver casting guides and large German silver mounted agate casting top. There are 2 fly Rods, 9 and 10 feet, respectively, both having cork grip handles, with nickel plated mountings and solid reel seat below the hand and German silver one-ring fly top. The 9 foot Rod has German silver drop ring guides and the 10 foot Rod has German silver solderless two-ring guides. There will no doubt be a large quantity of the Rainbow Rods sold owing to the low price, but there will always be a strong demand for the original "Bristol" Rods, which have been on the market for over fifteen years, growing steadily in popular estimation as they have many special features which are optional with the purchaser as well as an excellent reputation. We give with this article an illustration of the Rainbow bait or bass Rod, and if our readers desire further information we would suggest that they write to the Horton Mfg. Co. for prices, etc.

KAMPFE'S NEW STROPPING MACHINE.

The new stropping machine just put upon the market by Kampfe Brothers, 34 Reade Street, New York, is the handiest tool of its kind. Such careful attention has been paid to every detail in its construction that this machine is a perfect mechanism. Its parts are oxidized and it is substantially made. In stropping



KAMPFE'S NEW STROPPING MACHINE.

it gives the heel and toe movement, thus insuring a keen cutting edge to the razor.

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED NOVEMBER 6, 1905.

392,259. CLOTHES DRIER. G. R. Carr, Lockport, N. Y.
392,282. LAWN MOWER. A. J. Moyer, Springfield, Ohio.
392,300. WRENCH. F. Armstrong and N. W. Vandegrit, Bridgeport, Conn.
392,315. WASH BOILER. M. Davis, Oak Valley, Kan.
392,328. TWINE HOLDER. J. C. Haile, Utica, N. Y.
392,425. CARPENTER'S PLANE. J. Hartness, Torrington, Conn., and J. H. Tower, Brooklyn, N. Y.
392,515. TACK HAMMER. L. H. Hoover, St. Louis, Mo.

PATENTS ISSUED NOVEMBER 7, 1905.

803,562. FLUE CLEANER. G. W. Dean, Fort Erie, Canada.
803,641. WRENCH PIPE JAW. E. Thompson, Gamebridge, and T. A. Brown, Toronto, Canada.
803,645. CASTER. F. B. Upton, St. Louis, Mo.
803,669. BIT BRACE. H. J. Cook, New Britain, Conn.
803,672. IRONING BOARD. L. M. Darrow, Stockton, Cal.
803,682. BALL BEARING CASTER. E. W. Fishburne, Roanoke, Va.
803,692. SOCKET WRENCH. C. K. Hill, Cleveland, Ohio.
803,783. STEP LADDER. F. Pfeifer and T. G. Steele, Chippewa Falls, Wis.
803,790. WRENCH. W. J. Ryan, Worcester, Mass.
803,942. PIPE WRENCH. J. H. Vinton, Boston, Mass.

PATENTS EXPIRED NOVEMBER 13, 1905.

392,667. SPRING HINGE. L. M. Devoe, Freeport, Ill.
392,669. WASH BOARD. W. Finlay, Schoolcraft, Mich.
392,720. SASH BALANCE. W. D. Cronin, Phila., Pa.
392,762. COVER FOR POTS. A. G. Stilson, Cobleskill, N. Y.
392,880. WASHING MACHINE. J. Plettner, Ai., Ohio.

PATENTS ISSUED NOVEMBER 14, 1905.

804,244. IRONING BOARD. Daniel Messer, Rochester, N. Y.
804,295. HAND TOOL. Edward M. Zacharias, New York, N. Y.
804,351. WRENCH. William R. Tomlinson, Hartford, Conn.
804,399. DOOR LOCK. John C. Harderbergh, Cleveland, Ohio.
804,453. WASHING MACHINE. Seth O. Collins, Roxbury, Ohio.
804,600. WRENCH. David Harris, Coulter, Pa.
804,611. WRENCH. George A. Low, Wilkensburg, Pa.
804,679. SCREW DRIVER. Edward Searle, Worcester, Mass.
804,816. ADJUSTABLE CURTAIN BRACKET. Henry P. Phelps, Auburn, Ill.

RESULT OF THE EXPERIMENT.

Aunt Ann—You think John no longer loves you?

New wife (sobbing—I—I know it, auntie! I p-put on an ug-ugly old hat this morning, and he never noticed the dif-difference.—*Chicago Tribune.*

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OUR BRITISH LETTER.

(By our Special Correspondent.)

LONDON, *Nov.* 11th, 1905.

TRADE PROSPECTS IN GREAT BRITAIN.

Enquiries in all the principal centres of Hardware trade in this country point to a revival of business and an upward tendency in the prices of British-made Hardware. Some manufacturers affirm that the long hoped for trade boom has already come, and point to the development of trade fast approaching, in consequence of the settlement of affairs in the far East. The activity of the representatives of the manufacturers of the United States manufactures in China, Japan and other Eastern countries is very apparent, and has possibly done something towards awakening up British makers,, who are now taking active measures to develop business in those countries. Scotch manufacturers and iron merchants are fully employed and are enabled to report that they have in hand many large orders for machinery and constructional iron work. Colonial development is also satisfactory, and, in addition to other signs of improvement, orders appear to be coming in very freely from Australia and some portions of South Africa. Several London shippers have recently received good indents for American machinery as well as for the products of British implements and machinery makers.

ASSOCIATION WORK.

Association work is now in full swing and R. H. Smith, the general secretary of the I. F. A., is enabled to report the formation of more than one new association as the direct result of the mission work which he has recently taken part in. An important association has been formed in North Wales, and the work mapped out for the members to undertake has been received with much favor by Cambrian ironmongers. This is the first attempt made to enter the Northern portion of the Principality. Your readers will, however, remember that the first Ironmongers' Association formed in Great Britain was the one commenced at Swansea some ten years ago. Unfortunately, the parent association is now practically dormant, and the ironmongers of that portion of South Wales are either in too prosperous a condition to care about securing the undoubted benefits of association, or they prefer to work as isolated units. Fortunately the spirit of association is spreading in other parts and there are many ironmongers who have lived quite apart from any intercourse with their brother traders who are now anxiously enquiring as to the possibility of combining outlying districts and so obtaining at least some of the advantages of association.

THE SUGGESTED NATIONAL ASSOCIATION FOR IRONMONGERS' ASSISTANTS.

Ironmongers' assistants have very generally taken up the question of forming local ironmongers' assistants' associations, and already several associations have been formed in important centres. The assistants themselves as well as those who have helped to bring them together are taking great interest in the work. The consensus of opinion appears to be that the advantages of association to young men far outweigh the possible friction which might arise from anything in the form of union, and that ironmongers have very little cause to fear evil effects from the encouragement they are giving to the present day movement. The Liverpool Ironmongers' Assistants' Association has been much in favor of the formation of a strong National Association, to which local associations, small or large, might be affiliated. The country, however, does not appear to be ripe for such an organization and it is better to go forward steadily and encourage the formation of local associations in towns where the assistants appear to desire it. In addition to the social side of the question there is the educational, and already some very intelligent men have been brought to the front even among the ironmongers' assistants, resulting in the preparation of several very good papers dealing with topical educational matters in quite a masterly style. Associations and employers may do a large amount of work by encouraging their assistants to study the practical side of their business as well as simply acting as salesmen. *The Ironmongers' Chronicle* recently announced a Workshop Competition offering substantial prizes to assistants who cared to compete for them; the main point being to encourage assistants in their study of the requirements of an ironmongers' workshop; the way in which it should be organized, the tools and plant required to carry it on, and the best and most profitable kind of work to cater for. I understand this competition has been remarkably successful and that competitors from all parts of the country have shown a marked improvement in trade knowledge. Other British trade journals have also from time to time held competitions, with the result that it is clearly shown that British ironmongers' assistants are on the up grade.

AGRICULTURAL IRONMONGERS.

Some activity has been shown by agricultural ironmongers during the past few weeks in the sale of ploughing and cultivating machinery. Several interesting ploughing matches have taken place, in which ploughmen have successfully competed for valuable and useful prizes. The trade generally is interested in these competitions, as the winning of champion prizes by ploughmen forms good matter for advertisements for the makers of the ploughs used, and also for the local agents handling them. American manufacturers of ploughing and cultivating machinery are not very well represented in this country, although there are several well-known firms who are always in evidence on such occasions. Such names as Ransomes, of Ipswich; Hornsby, of Grantham, and Yates, of Doncaster, are known all the world over. The Wilkinson Plough Co., Ltd., of Toronto, appear to be making a bid for British trade, and the Kid-Kangaroo ploughs, handled in this country by F. C. Southwell & Co., have gained a large amount of popularity among British farmers. Mr. F. C. Southwell, the head of the last-named firm, died suddenly a few days ago. He was a popular implement merchant and for many years handled the produces of the Deering Harvester Co., now incorporated in the great Harvest Trust. The Osborne-Plane Co., Ltd., who distribute the products of the American Plane and Osborne Companies, here continue to hold their own, and will, I understand, have an exceptionally well-staged exhibit at the Smithfield Show, which will be held at the Agricultural Hall, London, early next month. I hope to send you a report of that exhibition in my next letter.

THE CARPET SWEEPER AMALGAMATION FINALLY OFF.

Your readers will, doubtless, have followed with interest the scheme of amalgamation which has been in progress for some months past, whereby it was intended to form a company in Great Britain, with James Pollit at its head, for the distribution of the products of the American Bissell Carpet Sweeper Co. and the English firm of Entwistle & Kenyon, who make the "Ewbank" sweeper. The two firms have long run in competition, and in consequence of friction having arisen between the members of the ironmongers' associations and the manufacturers through alleged sales by co-operative societies and other cutting firms, at figures below the price maintained list efforts here set afoot to bring about some arrangement. The late President Bacon of the I. F. A. took an active part in attempting to settle matters, but his efforts came to nothing, owing to the announcement that an amalgamation was in course of progress, and that in a short time James Pollit would be enabled to carry through a scheme by which he would distribute the sweepers and be in a position to maintain agreed prices on all the goods he handled. Unfortunately he has now been compelled reluctantly to state that the negotiations have been finally broken off. This fact is regretted by members of Hardware associations because it was a well-known fact that James Pollit, who has often been called "The Apostle of price maintenance," dreamed of even higher developments, and had in view a scheme whereby he would be in a position to import a number of domestic specialties, manufactured in the United States, boom them for all they were worth in this country, and at the same time, secure the co-operation of ironmongers by a rigid system of price maintenance.

PIANO WIRE.

Some people do not figure on the wonderful requirements of this kind of wire. Aside from the mere tensile strength, a piano wire must be made so as to stretch evenly all the way through, and not only in the middle like a piece of gum a girl pulls out of her mouth. It must be perfectly round and of accurate gauge, else it be acoustically deficient and the work of the scale maker set at naught. It is given to but few acoustic engineers to design a piano scale that is good and his life-work cannot be sacrificed to a poor wire. And so the aristocrat of the wire business is the piano wire. In the great plant of the American Steel & Wire Co. at Worcester, Mass., a separate building is devoted to this aristocrat, to make what it took forty years of study and experiment to perfect. A piano weighs about 800 pounds, of which about 8 pounds is in the wire. There are about 150,000 pianos made in the United States annually by 245 makers.

—*American Wire Rope News.*

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JAP-A-LAC

REGISTERED TRADE MARK

"WEARS LIKE IRON"

Do You Want A Thousand Wives

to buy a thousand cans of JAP-A-LAC? If you do, tell them so.

There are more than a thousand women in almost every community who want to buy JAP-A-LAC. It is a very simple matter to sell them if you let them know you keep it.

We spend enormous sums of money to get customers for you, but are not in position to take each one by the hand and lead her into the store. She will come in for JAP-A-LAC if she knows you keep it; you can then sell her other articles. Perhaps she has not traded with you before. Your courteous treatment of her the first time she calls may mean a PERMANENT CUSTOMER FOR YOU.

Try this method of securing new customers and see if we are not right.

Thirty-five of the most prominent, popular Magazines are carrying JAP-A LAC advertisements every day in the year; your public sees these advertisements and wants to buy JAP-A-LAC.

Are you giving JAP-A-LAC all the attention its advertising justifies? Think it over.

THE GLIDDEN VARNISH COMPANY,

MAKERS OF HIGH-GRADE VARNISHES FOR ALL PURPOSES

641 ROCKEFELLER BUILDING,

CLEVELAND, OHIO

AMERICAN CHAIN MANUFACTURE.

In considering various industries without delving to a considerable extent into their respective conditions, the average layman or mechanic has little idea to what degree of importance the work associated with each industry bears upon the public and manufacturing world.

In describing the industry now under consideration—the manufacture of chain—few, aside from the manufacturers themselves, have any idea as to the amount of money invested and the number of persons employed in supplying the demand for chains. There are a thousand and one uses to which chains are applied, ranging from the gold chain worn about a woman's neck for holding a watch to the large heavy steel chains employed on ships.

A chain consists of a series of links, each interlocked so as to form a continuous strong and flexible metal line, capable of sustaining heavy loads. Chains should be made of metal having ductility combined with strength and elasticity in the highest possible degree. Brittleness is an irremediable defect, as all chains are at times subject to sudden stresses and their loads could not be withstood if they were not elastic and ductible, and capable of taking up a considerable amount of energy of impact. Iron intended for chain-making must not only possess strength and ductility, but must also be capable of welding readily.

The manufacture of the numerous varieties is performed by both hand work and machines. The best chain iron is of rather soft quality, and free especially from sulphur and phosphorus, with just sufficient silicon to give good welding properties.

The operations of manufacture consist in (1) cutting off the right length of bar for a link; (2) heating the body of the piece to a forging temperature, and bending it to shape with the aid of a former and pattern, leaving, however, the ends of the piece separated sufficiently to permit the later operation of welding; (3) heating the ends and forming the surfaces for welding; (4) welding the link and giving it its final shape; (5) bringing it to gauge and smoothly finishing the surfaces, at the same time, if the stud is used, introducing it and closing down the link firmly upon it. The welding process is preceded by the introduction of the adjacent link of the chain. Sometimes quantities of links are made independently and afterward connected by intermediate links so as to form the continuous chain.

The chief steps taken in machine-made chains are the winding of the links, cutting the links and welding. The link-winding machine consists of a horizontal shaft about 4 feet long, driven by a belt and pulley attached to one end, while on the other end of the shaft is attached a mandrel over which the iron or steel bar is to be wound. The mandrel varies in size according to the size of link desired, the outside dimensions of the mandrel being the inside dimensions of the link. Placed directly over the mandrel is a steel guide wheel, grooved to carry the wire, and which comes in contact with the mandrel by being tightly pressed against it by a powerful spring. The wire is fastened in the mandrel, the machine started, and the wire wound in a spiral of links, owing to the tight pressure of the guide wheel. When the spiral has reached a length of 6 feet, the winder is stopped, and the spiral cut from the rest of the coil. The spiral is next cut into links by a machine cutter, the cut being at an angle of 60 degrees with the diameter of the rod. Each cut represents one link, the ends of which are cut scarfed, ready for closing. When a sufficient number of links are cut they are then heated and wedged together by means of a power hammer. A small band hammer is employed to add the finishing touches.

The links, to be satisfactory, should have not less than 160 per cent. of the strength of the original bar. The average for good chain work has been found to average about 165 per cent. Proving stresses, as adopted by the United States Navy Department, range from 34,000 pounds on a 1-inch chain to 121,000 on a 2-inch cable. The differences of quality between the bar and link are due to the processes of heating and welding.—*American Inventor.*

CAUTION.

An architect remarked to a lady that he had been to see the great nave in the new church.

The lady replied, "Don't mention names—I know the man to whom you refer!"—*London Tit-Bits.*

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REVIEW OF THE MARKETS.

WIRE NAILS: There is still an active demand noticed in the Wire Nail market, in which new business is evident, while requisitions on old contracts are forwarded with a confidence in early shipment and delivery, gives the market satisfactory conditions to work on. Quotations are as follows: f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

Carloads to jobbers	$1.80
Carload lots to retailers	1.85

New York.—The Jobber as usual at this time of the year find their regular assortments adly broken. There is a good local trade in the city and vicinity, and the brisk demand to keep their supply in fair order causes the continuous drain on stocks as soon as the mills make a prompt shipment. Regular quotations for small lots from store are still held at $2 to $2.05.

CUT NAILS: A meeting of the Cut Nail Association will be held on the 28th inst. The market on Cut Nails has been made stronger since the last meeting and the quotations have approximated the prices which the trade regard as being satisfactory and resulted in a business of good dimensions. Quotations are as follows: $1.65, base, for carload lots, f.o.b. Pittsburgh. Iron Cut Nails for delivery at Pittsburgh, Buffalo and all points west of these cities are held at $1.75 base, in carload lots.

New York. With a fair demand for adding to stock assortments the trade in Cut Nails holds its own in the local market. Small lots from store being in regular quotations on the basis of $1.90.

BARB WIRE: A lessened demand in the way of new business which shows that the Jobbers are fairly well provided with contracts on which they can make requisitions. The market is regarded as in good condition. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$1.95	$2.25
Retailers, carload lots	2.00	2.30
Retailers, less than carload lots	2.10	2.40

SMOOTH FENCE WIRE: About the same conditions are reported in this market as in that of Barb Wire. Regular demand is decidedly light and almost entirely on existing contracts. Official prices are reported as being firmly adhered to. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.65
Retailers, carloads	1.70

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

CHAIN, COIL, TRACE, &c.: An advance of $3 a ton has been made by the associated manufacturers in the prices of Coil Chain, and also in Traces and Fancy Chains, which are quoted from 5 to 7½ per cent. higher than heretofore. The present condition of the Iron market and the heavy orders with which the manufacturers' books bear witness, make it a favorable time to demand a better price.

SASH CORD: Common White Braided Sash Cord has been advanced 1 cent per pound, making present quotations as follows: Nos. 8 to 12, 24 cents; No. 7, 24½ cents, and No. 6, 25½ per pound.

ROPE: The following prices may be said to represent the market:

	Cents per pound.
Pure Manila, 7-16 and larger	12½
B Quality Manila	11½
Pure Sisal, 7-16 and larger	9½
No. 2 Sisal, 7-16 and larger	8

LINSEED OIL: The following reduced quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....41 cents per gallon.
In lots of 5 barrels or more.....40 cents per gallon.

The "American" brand for respective quantities, 2 cents per gallon less.

The five barrel price applies only to deliveries of that quantity at one time.

Double Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Regular Boiled Linseed Oil, 1 cent " " " " "
Calcutta Oil.....62 cents per gallon

THE ALBANY TRADE.

We are able to report an excellent trade with prospects for its continuance until the end of the year, and we note specially the excellent demand there has been for sporting and athletic goods, which is quite a feature with our house. Also have an active business in pocket and table cutlery, plated ware, chafing dishes and other nickel, copper and polished brass articles for house use. These departments are becoming quite an important item with most of the Hardware dealers, and the attractive goods which the American manufacturers are producing are in great favor. The strength of the market on heavy goods is shown in the weekly market reports, and there appears to be a willingness on the part of the dealers to order as far in advance on these as the jobbers and manufacturers will take business. Collections are all that can be expected, and we sum up the whole situation as being very satisfactory in all respects.

ALBANY HARDWARE & IRON CO.,
C. H. Turner, Pres.

THE PHILADELPHIA TRADE.

Rarely have business conditions appeared so promising as they are to-day, as on almost all sides we hear most encouraging reports—not only are manufacturers busy, but the retailers throughout the country appear to be enjoying a safe and large demand, while the drop in the temperature of the last few days has given an extra snap to trade. Manufacturers tell us that it is easy to sell goods—the actual trouble is in furnishing them. If this demand was occasioned by a feeling of speculation, it would be natural to view it with distrust, but this is apparently far from the case. The writer had the pleasure of attending the National Jobbing Convention in Washington early in the month and was gratified at finding such a hopeful feeling displayed by both jobbers and manufacturers, not only for the present trade, but also for 1906. Naturally the market is strong—advances are being reported from day to day and the weak spots are few in number and far between, and from all indications Hardware in general is a safe purchase. Collections show some improvement.

BIDDLE HARDWARE CO.

THE CLEVELAND TRADE.

There is a very large production and consumption in iron and steel, and this always makes good times. The extreme prices may affect consumption, but the experienced and capable men with plenty of capital who control the business recognize this danger. Lack of sufficient capital and lack of ability have been the producing cause of booms and panics, that make steel king or pauper and pauperize all other business. There is very little speculation, and goods going into consumption are adding to the efficiency and income of the consumer, fertilizing, instead of exhausting, the resources that make for future business. A square deal benefits seller and buyer alike and promotes prosperity. It is a taking theory, and a good many people vote as they pray, this year, a very dangerous thing for bosses, and boodlers. The wakes that seem to have been held over the remains that belong to widows and orphans, have aroused the indignation of ordinary criminals. It makes lamb shearing in Wall Street semi-respectable. It if be true that the worse badness is, the better, it will surely furnish a specific against ordinary meanness.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE PITTSBURGH TRADE.

Business continues quite good in the jobbing line. Mail orders are more numerous and for better quantities showing that goods are needed promptly. The main difficulty now is to keep up stocks, as manufacturers are so crowded that jobbers' orders cannot be properly filled. Prices continue firm with an advancing tendency and we can consistently advise our retail friends to carry larger stocks than they have done, as they will not lose and may make money by doing so. Delegates to the Hardware Convention at Washington have returned and report a pleasant and profitable meeting. LOGAN-GREGG HARDWARE CO.

THE MINNEAPOLIS TRADE.

While we ourselves are practically out of business, or rather doing business in very limited quarters, still with the stock we have and the facilities for handling our trade, we are exceedingly busy and the volume of business is pretty well up with former years. This is just an indication of what we probably would be doing if we were in the usual shape to handle it.

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FILES

Nicholson
Arcade
American



Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASPS

Kearney
& Foot
Eagle



J. B. Smith
"X-F"
Gold Medal

MANUFACTURED — BY — NICHOLSON FILE CO., - Providence, R. I.

The other Hardware dealers are very busy; this is equally true for both jobbers and retailers. The Northwest, like other sections of the country is in an exceedingly good condition. Our trouble about building, the high prices of lumber and labor is certainly affecting building operation, but to what extent it may have influence on operation for the coming season is uncertain, but we can see no reason why the favorable conditions of the present should not continue. W. K. Morison & Co.

THE DAVENPORT TRADE.

Give the Office Boy a Chance.

Yours requesting a trade letter from our general manager has just been discovered by me, though I might as well write as any one. About the only difference I see between the manager and me is, he smokes cigars openly in his office, while I have to hide to smoke cheap cigarettes—and he litters up the office and I have to pick things up and dust. I'll "dust" out of this in earnest some day, just as soon as some one wants me for a manager, with nothing to do but boss around, dictate letters to pretty stenographers, pay bills, buy goods, hire help, send off statements and loaf around generally. Well, the boss is in Washington, D. C., do you see, but what he is doing there will never be known way out here. He may be drinking high-balls with Fernley, philosophizing with Lockwood, exchanging inaccuracies with Kennedy, singing psalms with Williams, eating oysters at Harveys or playing cards for washing machines, coal buckets, carpet sweepers, egg fryers, or Harbeck & Neuhaus patent hog snooters at the Arlington. Anyway, he's having a better time than me and if this gets in print before he gets back, please say in your newspaper that a boy is looking for a job. The Office Boy at
Sickels, Preston & Nutting Co.

THE ST. PAUL TRADE.

The year is now drawing to a close and the jobber of Hardware is studying the records of the current year, as well as the prospects for the coming year, and planning the campaign for 1906. In this market, 1905 will be remembered as a year of remarkable development in some sections of our territory, a year when the volume of business was very large, and the crops, together with the prices at which they were sold, were very satisfactory. This last condition insures a good business for the first part of next year. The generally firm condition of the market is another factor which speaks well for the future. Collections are not as good as they should be at this season, owing to some extent to existing weather conditions and the car famine which is retarding the movement of grain, but the average condition of our territory is such that there seems to be no occasion for worry; the dealer is probably paying those bills which carry a large discount, for cash, such as stoves, implements, etc., and depending upon the Hardware jobber for such accommodations as he may need. In this way the burden falls upon those who do their business on the closest margin of profit and there seems to be no path out of the difficulty.
Hackett, Walther, Gates Hardware Co.

THE SAN FRANCISCO TRADE.

Commercial organizations in this city have this week been requested by the Pacific Coast Hardware and Metal Association to oppose an order recently issued by the Fourth Assistant Postmaster-General that may make it easier for mail order houses to use the mails for the transaction of mercantile business to the detriment of the wholesalers and jobbers and also of many retailers. The order referred to abolished the names from the rural delivery boxes and substituted numbers therefor, so that every rural delivery box will soon have a number unless the order is modified. The advantage that can be gained by the mail order houses by the proposed new arrangement is explained to consist in the ease and little cost with which the rural population may be reached. Mail order houses have provided large mailing lists heretofore, at considerable expense, to insure the receipt of packages of advertising circulars and other matter to enable them to get into touch with the rural population. When every box is numbered it will only be necessary to have a knowledge of the number of boxes in any district as a preliminary for sending broadcast the advertising matter calling attention to mail order houses. When the facts became known to the Pacific Coast Hardware and Metal Association letters were written to other commercial organizations requesting them to take action. The mail order matter would therefore seem as likely to be again discussed at some length on this coast.

Effective yesterday, November 15, the American Smelting and Refining Company, of this coast, announced concessions which will give the lead miners from 10 to 17 cents more a unit for their product. Railroad men, producers, smelters, buyers and dealers all agree that the rearrangement of prices will result in an immense impetus to the mining industry of the coast. Old mines, which long have been closed down because of the absence of profit, are to be reopened, and properties which have been only paying expenses are to be put on a profitable basis.

In my report of the last annual meeting of the California State Retail Hardware Association, months ago, it was stated that a committee was appointed to report on the advisability of an association insurance company. The committee has reported to H. C. Bennett, president of the State Association, as follows:

"We find that under the existing laws of the State we are unable to form a mutual insurance company. We find there are eight mutual insurance companies that insure members of retail Hardware associations and that most of them insure both merchandise and dwellings of such members, and we recommend that a list of all such companies be sent to all members of the association, and advise those thinking favorably of this form of insur-

IMPROVED CARPENTERS' TOOLS

STANLEY RULE & LEVEL CO

A TOOL THAT'S STAMPED STANLEY IS THE BEST OF ITS KIND

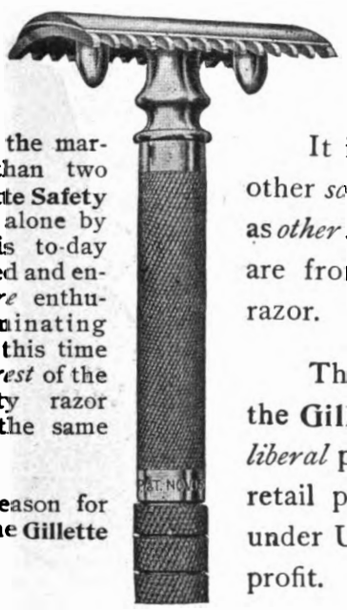
SOLD BY ALL HARDWARE DEALERS

NEW BRITAIN, CONN., U.S.A

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The Gillette Safety Razor--

Has the FIRST, and only NEW idea in RAZOR BLADES for OVER FOUR HUNDRED YEARS



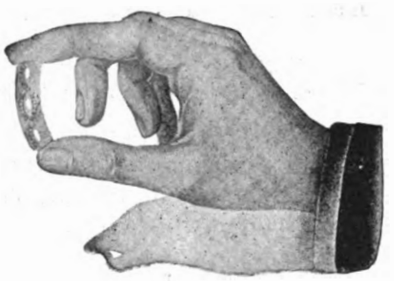
Exact Size Complete Razor.

Although on the market for less than two years, the Gillette Safety Razor, judging alone by actual sales, is to-day used, appreciated and endorsed by *more* enthusiastic, discriminating shavers during this time than *all* of *the rest* of the so-called safety razor purchasers in the same period.

There is a reason for the success of the Gillette Safety Razor.

It is as *different* from other *so-called* safety razors as *other so-called* safety razors are from the old-fashioned razor.

The dealer who handles the **Gillette Razor** makes *liberal* profits, for the fixed retail price of $5.00 for a set *is*, and *will* be *maintained* under U. S. Patent laws, thus assuring every dealer a full profit.



The blades are as thin as paper, as hard as flint, as tough and flexible as whalebone.

The Gillette Safety Razor is made by *automatic machinery insuring perfection* and *uniformity* in every detail and a never varying quality which is so often found in the old-fashioned hand-make razors and blades.

The Gillette's Advantages

Our manufacturing facilities have been increased recently to meet the enormous and growing demand for the **Gillette Razor**, and this demand proves that it will certainly pay YOU to investigate at once the many advantages that are now offered in handling this phenomenal shaving device which is the talk of the civilized world.

Remember -- The Gillette while having *many imitations*, has no direct competitor, *is in a class by itself*, is here to stay, and its patents will be fully protected and all infringements on its rights will be prosecuted.

TWELVE BLADES.



TWENTY-FOUR SHARP EDGES

A Paying Proposition

No shaving proposition to-day offers you the inducements that the Gillette does.

Write to-day for further particulars and do not allow yourself to be persuaded to do otherwise by other *so-called* safety razors that have been put on the market, due solely to the phenomenal success of the **Gillette Safety Razor.**

Gillette Sales Co., **1104 TIMES BUILDING, BROADWAY, NEW YORK CITY.**

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Are You A Gillette Safety Razor Dealer?

Then you will receive the benefit of the enormous advertising plans that are now being worked out, embracing Magazine publicity, Signboards, extensive catalog distribution, and in fact, *every known* and *up-to-date* method in the science of advertising.

By our publicity methods we are interesting and appealing to *millions* of shavers *every* month.

We are *spending more money* in *making known* the unique advantages of the **Gillette Safety Razor** than is being spent by all the combined, *so-called* safety razor manufacturers in the country, which benefits every Gillette dealer.

That this advertising is producing the desired results is a fact which we will prove to every **Gillette** dealer to his entire satisfaction.

If you are not selling the GILLETTE SAFETY RAZOR, Get into line, for once in it, means you are there to stay.



The "Gillette" cannot be put together in any way but the right way, and when so put together the blade is concaved and both edges are in the right position in their relation to the guards to be used with absolute safety.



Exact Size Set, Complete.

Greater Profits--- Greater Satisfaction

There are not only greater profits in handling this razor, but greater satisfaction because the **Gillette Safety Razor** is fully guaranteed, is backed by *responsible* and strong financial interests, and the razor itself is already endorsed by several hundred thousand users who are voicing its merits throughout the civilized world.

You see **Gillette** advertisements everywhere, and up-to-date dealers are joining our ranks every day.

Do not delay, but write us *at once* and let us show you evidence of such a nature that will make you regret the delay which for some reason unknown to us, has resulted in your name not being on our list of dealers.

ADDRESS TO DAY.

Gillette Sales Company.

1104 TIMES BUILDING BROADWAY, NEW YORK CITY.

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We Help Dealers Sell Blount Door Checks

TO push a line or not to push a line—that's the question. It's often decided in the negative because the Dealer has not time to study up plans — no time to mould the shot. In selling Yale & Towne Blount Door Checks, we furnish the AMMUNITION—booklets, blotters, folders, seals, envelopes, display cards, and a crisp little story called "The Peacemakers"—most of them imprinted with your name and address.

We lay the plans—a little booklet, "Suggestions for Selling" tells just WHAT to do and HOW to do it. YOUR part is to pull the trigger.

We help you ADVERTISE in newspapers too—send you electrotypes of advertisements that SELL goods—or write you special advertisements if you wish—furnish you street car cards, etc. All this is FREE if you write and ask for it.

The Yale & Towne Mfg. Co., 9-15 Murray St., New York

ance to write the home office of any or all companies or associations for further particulars.

I learned this afternoon at the quartermaster's office of the army that there were a goodly number of Pacific Coast bidders for supplies for the great canal connecting the two oceans, and that the bids closed on the 11th inst. and were forwarded to Washington. And subsequently I learned at the Osborn Hardware & Tool Company that the manager for the last few years, S. M. Scott, had sold his interest in the company to the two principal proprietors, J. P. and P. J. Eisenmann, and that this November business so far is 30 per cent. better than they ever before enjoyed. While making the call Carl Bergfried put in an appearance. Carl is showing Henckel's cutlery for Graef & Schmidt, New York, and reports this the best trip he ever had.

Dunham, Carrigan & Hayden Co. have issued an interesting booklet treating on the relative merits of soft steel and wrought iron. This is a subject that is of interest to all dealers and has been ever since the advent of soft steel as a rival of wrought iron. This book is not gotten up as an advertising scheme, but is a valuable treatise on the subject. Dunham, Carrigan & Hayden Co. will send one to any person making application.

The new big structures, the McFarland Building, at Devisadero and Green Streets, and the Frear Hotel, at Ellis and Jones Streets, are being outfitted with Corbin Hardware by the Palace Hardware Company.

Travelers in the trade report that Frennessen & Montgomery are starting a Hardware store at Colville, Wash., that Purdy & Smith are starting a Hardware and furniture store at Prescott, Wash., that C. G. Schrimpf has bought a site on Monroe Street, Spokane, for $4,900, on which to erect a two-story brick building to be occupied by his Hardware stock, with a tin shop on the second floor; that the Buckley Hardware Co. has succeeded the Minnidoka Hardware Co. at Burley, Wash.; that Carmondy Bros. have succeeded John Carmondy, Hardware and Implements, at Moro, Ore.; that Myers & Neyland, Hardware, at Lewiston, Idaho, have dissolved; that the Gateway Implement Co. is the name of a new firm opening at Stockton, Cal.; that F. B. Ladd has withdrawn from the Hardware firm of Pheister & Ladd, Paso Robles, Cal., and is now connected with the Mott Hardware Company in Oakland, Cal.; that the Albion Stove Works have secured the stove department of the Albion Iron Works at Victoria, B. C., and the Tacoma Tin Smelting & Hydraulic Co., of Tacoma, has been incorporated for $5,000,000, with the following trustees: U. P. Winekoop, F. Abiel, L. S. Walton and F. P. Morrow, of Tacoma, and H. Lewis, J. C. Allen and L. J. Richard, of Seattle. INDUSTRIAL PRESS ASSOCIATION.

THE USES OF A LOCAL EXHIBITION.

There is, perhaps, no better place for the Hardware man of an agricultural district to be than at the county Fair. People go there with the expectation of seeing and the leisure to examine the latest improved machine and they want a chance to see what it will do rather than the color it is painted. Even a home trial might be less satisfactory as, at the Fair, the machine is or should be in the hands of an expert who not only knows how to get all there is in it out to the surface but who can answer all the innumerable questions that a crowd can ask so much better than an individual can. In fact, the questions coming from a crowd often bring out points of interest that even the best of demonstrators would probably overlook.

Remember, though, that if a crowd can ask questions it can also forget. Better have good literature and plenty of it for them to take along. To make this effective and the least expense I like the idea of recording the names of people who are especially interested. Then keep close tab of the questions asked during the session and get out a special circular based upon the general desire for information on the subject as evinced by the questions; see that the people who took the trouble to register with you are supplied with one of these circulars and you have a good foundation upon which to work up a good trade.

Last, but not least, whatever the display, let things be tidy around it. Good taste in arrangement has a decided commercial value also; if you havn't it, at least you can be neat. Soiled aprons, greasy rags, dirty hands, misplaced articles and similar evidences of slackness or confusion are always detrimental to the very best display; in fact, a neat, clean and well kept booth is more attractive to the practical man or woman who is viewing with an idea of possessing than is the novel, elaborate and expensive display which serves to attract and hold a crowd of sight-seers.

TERMS EMPLOYED BY FORESTERS AND LOGGERS.

"Terms Used in Forestry and Logging," just published as Bulletin No. 61 of the Bureau of Forestry, affords the lay reader an insight into a strange vernacular.

The first half of the pamphlet is devoted to forestry. There we may read all the technical terms in good use, from "absolute forest land" to "yield table." Many terms explain themselves, but where they are not so readily understood the short definition makes plain at once the idea conveyed and the need of a special word or phrase to convey it. Perspicuity, percision, and common sense seem to have been the objects sought by the compilers.

On turning to the logging terms, which are listed in the last half of the bulletin, we come across some truly remarkable expressions—terms which, though evidently derived from slang, are now in good use among woodsmen either throughout the country or in the region denoted in each case. There the uninitiated may learn the distinction between a "ball-hooter" and a "boom rat," between the "bull cook" and a "cattyman" and find that none of them refers to any lesser animal than the logger himself. Among other creatures of the logging camp may be numbered also the "alligator," the "dolphin," the "dog," the "pig," and the "road donkey," all names of objects endowed with life by the vernacular of the logger. The "alligator" proves to be "a boat used in handling logs;" the "dog" a "short, heavy piece of steel;" the "pig" a "rigging sled;" and the "road donkey" a donkey engine mounted on a heavy sled, etc. Birds are represented by the "blue jay" and the "rooster" (also called "gooseneck"), reptiles by the "snake," and insects by the "katydid." A tenderfoot intending a visit among the brawny loggers in the North Woods, the Appalachian Forest, or elsewhere, should find it decidedly in order to take along this bulletin.

As the only reliable handbook of the kind in the language, Bulletin No. 61 will be in wide request among those interested in forestry and lumbering. It may be secured by application to the Forester, Department of Agriculture, Washington, D. C.

NEGLIGENCE—INTESTATE—ACTION—ALIENS.

The New York Court of Appeals held, in the case of Alfson, Adm'r, vs. The Bush Company, Limited, that an action may be maintained for negligently causing the death of an intestate notwithstanding his widow and next of kin are all non-resident aliens. The court said: "It is difficult to conceive of any argument springing from public policy, sound reason or a proper discrimination between the rights of the citizen and the alien that should prevent the alien husband, wife or next of kin of a laborer killed by reason of his employer's negligence from receiving those damages that a jury has awarded a local legal representative who derives his authority from acts under the control of the Surrogate's Court. The damages are imposed upon a negligent employer as compensation to those who suffer by his act, and there is no valid reason, as it occurs to us, why they should not be paid to the survivors, whether residing here or in some foreign jurisdiction. The statute not only benefits the survivors but protects the laboring man, as it tends to enforce observance by the employer of the rule requiring him to furnish his servant a safe in which to work."

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COMMERCE IN MANUFACTURES AND MANUFACTURERS' MATERIALS.

The foreign commerce transacted by and for the manufacturers of the United States will amount to more than a billion dollars in the calendar year 1905. In the nine months ending with September, for which the Department of Commerce and Labor, through its Bureau of Statistics, has just announced its figures of our foreign commerce, the imports of materials for use in manufacturing amounted to $422,000,000, and the exports of manufactures amounted to $424,000,000, a total of $846,000,000 in nine months, or an average of $94,000,000 per month, or more than $3,000,000 per day for the manufacturing interests alone. Should the imports of manufacturers' materials and the exports of manufactures continue at approximately similar rates during the remainder of the year, the total of manufacturers' materials imported and of manufactures exported would considerably exceed $1,000,000,000.

Manufacturers' materials now form practically one-half of the total imports of the United States, or, to be more exact, 48.4 per cent.; and manufactured articles form practically 40 per cent. of the total domestic exports, or, to be more accurate, 39.26 per cent. In 1890 manufacturers' materials formed 33 per cent. of the total imports and manufactures formed but 20 per cent. of the total domestic exports. Manufacturers' materials imported in the nine months ending with September, 1905, were practically twice as great in value as in the corresponding months of 1890; while manufactures exported in the nine months ending with September, 1905, were practically four times as great as in the corresponding months of 1890, the figures for the nine months' periods of the years named being, for manufacturers' materials imported in 1890, $208,000,000, and in 1905, $422,000,000; and of manufactures exported in 1890, $113,000,000, and in 1905, $424,000,000. Thus the exportation of manufactured articles has grown much more rapidly than the importation of manufacturers' materials, suggesting that the exporters of the country are drawing, year by year, a relatively larger proportion of their raw materials from our own country.

The fact, however, that manufacturers' materials now form a larger proportion of the total imports than in earlier years suggests that the growing requirements of the people of the United States in other lines are now being more fully met through home industries than ever before, while an analysis of the imports now brought into the country shows that a growing share of these increasing imports is of articles requiring for their production climatic conditions not existing in the United States. Of tropical and subtropical products alone the quantity brought into the United States from abroad (including that supplied by its non-contiguous territory) amounted in the fiscal year 1905 to over $500,000,000, against less than $3,000,000 in 1890, and $140,000,000 in 1870, and much of this is manufacturers' materials, such as India rubber, raw silk, hemp, jute, tobacco, cabinet woods, chemicals, etc. Other classes of manufacturers' materials of which the United States does not supply sufficient for its own requirements are tin, hides, wool, and many less important articles, while considerable quantities of copper (of which the United States is the world's largest producer) are shipped from the adjacent countries of Mexico and Canada into the United States, where facilities for smelting and marketing justify this movement of copper into the greatest copper-producing country of the world—the United States.

Manufacturers' materials imported in the month of September, 1905, aggregated $47,000,000 against $24,000,000 in September, 1890; while manufactures exported in September, 1905, amounted to $48,000,000, as against $14,000,000 in the corresponding month of 1890. In the nine months' periods of the years named manufacturers' materials imported amounted to $422,000,000 this year to date, as against $208,000,000 in 1890; while manufactures exported amounted to $424,000,000 in 1905, as against $113,000,000 in 1890.

The table which follows shows the value of manufacturers' materials, crude and partially manufactured, imported, and of manufactures exported in the month of September of each year from 1890 to 1905:

Imports of manufacturers' materials and exports of manufactures during the month of September, 1890 to 1905.

September.	Imports of crude materials.	Imports of materials, wholly or partially manufactured.	Exports of manufactured articles.
	Dollars.	*Dollars.*	*Dollars.*
1890	16,003,602	8,510,829	14,011,947
1891	14,910,194	5,972,711	13,180,090
1892	17,737,392	7,144,193	12,162,076
1893	9,271,515	5,041,967	16,382,431
1894	13,964,663	7,307,170	15,329,554
1895	18,536,043	9,282,507	16,351,829
1896	9,981,508	6,377,945	21,699,345
1897	14,780,103	4,650,612	22,854,684
1898	14,046,165	4,537,358	25,020,047
1899	24,328,742	6,872,713	31,373,264
1900	18,505,980	6,433,859	34,163,373
1901	22,775,325	7,296,683	30,806,594
1902	24,780,594	14,523,406	31,771,479
1903	26,212,921	12,406,718	33,244,848
1904	24,551,623	10,587,595	42,671,069
1905	32,273,369	15,358,314	48,565,538

The table which follows shows the values of manufacturers' materials, crude and partially manufactured, imported, and of manufactures exported in the nine months ending September of each year from 1890 to 1905.

Imports of manufacturers' materials and exports of manufactures during the nine months ending with September, 1890 to 1905.

Nine months ending September 30—	Imports of crude materials.	Imports of materials wholly or partially manufactured.	Exports of manufactured articles.
	Dollars.	*Dollars.*	*Dollars.*
1890	139,381,294	69,472,473	113,899,544
1891	151,825,977	73,981,229	126,754,421
1892	152,314,131	66,737,061	111,287,911
1893	152,905,912	71,585,814	129,998,845
1894	109,690,371	59,510,761	133,378,609
1895	160,591,076	77,787,006	145,793,586
1896	121,254,219	62,498,474	184,807,004
1897	191,492,898	57,784,896	212,478,810
1898	148,933,456	44,548,653	227,822,045
1899	190,252,298	51,957,507	277,502,649
1900	217,619,372	64,074,720	338,678,243
1901	221,469,984	62,096,548	297,659,551
1902	227,522,018	98,246,841	311,304,471
1903	245,597,749	116,214,836	311,646,626
1904	248,164,091	98,744,605	365,550,410
1905	305,472,614	116,662,911	424,658,624

READ TRADE PAPERS.

Trade papers have for many years played an important part in the development of American business, and every year finds them more widely read than ever before. This is as it should be, only it is to be hoped that men in all lines of business will realize the possibilities to be derived from the careful reading of literature of this kind, and that they will give it the attention and support it so richly merits. When one considers what an immense amount of good trade papers have done, it is only surprising that so few business men, comparatively, avail themselves of the many advantages and privileges placed at their disposal so generally and at such a reasonable price. While there are, of course, and always will be, papers of little or no value, there are on the ather hand a number which are really good and helpful.

As a matter of fact, no business man can really afford to be without several good trade papers. It would, indeed, be well for him to subscribe to at least half a dozen just as soon as he can afford to do so, for then he will learn to discriminate between those which are good and those which are not, and the money which he spends thereafter for the purpose of keeping in touch with the methods and doings of those in other as well as in similar lines will be more likely to be invested wisely.

One cannot, however, acquire wisdom or knowledge by simply enclosing a cheque for the amount of the subscription. If this were the case all men would quickly find themselves on an equal footing; business would be a continual joy, trade papers would in very short order be nothing more or less than insurers of business success at premiums ridiculously low. Which, interpreted, means that trade papers point the way, if one will only devote a small part of his time to reading them.

Few men are so busy that they have no time to read trade papers. The evenings at home cannot be spent to better advantage by him who wishes to achieve the greatest possible success than in reading one or more in an understanding way. Right here comes the rub—in an understanding way. And it is because a great many men do not know how to read a trade paper that they do not read them at all. They look for something that will fit their particular case, and if it does not immediately appear, they come to the conclusion that the paper is not worth while, and lay it down, to their own direct loss.

Now the right way to read a trade paper, or any other kind of paper, for that matter, is to place one's self in a state of mind which may be termed both perceptive and receptive. By doing so, one will perceive that which is of value and store away where it may readily be found when wanted, instead of reading the articles as if they were just so much reading matter which must

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be read somehow or other. Then, that which may be read between the lines, so to speak, is often of much greater value than that which is printed, and the reader should always be on the alert to see and feel such things. Because an article is supposed to interest, primarily, retailers, is that any reason why a mail order man should not read it? Hardly, for it may contain a suggestion worth dollars upon dollars to him. To offset this, it frequently happens that retailers can learn much from what was intended, in the first place, for mail order men.

So it is in all lines. Everywhere pointers abound. One need only train his powers of discrimination, and all the wealth of thought from far and near is at one's service at a nominal price. And this wealth of information cannot possibly be otherwise than of decided benefit, properly used.—*Printer's Ink.*

SUPERB SHOOTING.

At the tournament given by the Columbus Gun Club, Columbus, Ohio, October 26-27, five of the first seven general averages were won with Peters' factory loaded shells. Mr. R. S. Rhoads, of Columbus, was high man for the two days with the total of 383 out of 400. Mr. Tryon followed closely with 381, winning second average. Mr. C. A. Young was fourth with 377; Mr. L. H. Reid fifth with 374; Mr. W. R. Clark seventh with 369. It is no wonder Peters' shells are popular with the representative trap shooters of Ohio, for they not only are made by an Ohio concern, but possess very superior shooting qualities, as evidenced by the above and many other scores.

Mr. James S. Day, representing the Peters Cartridge Company, and shooting Peters' Ideal shells, won high general average at the Tulsa, Ind. Ter., tournament, October 26-27, scoring 371 out of 400. These targets were going sixty yards in a hard wind, and Mr. Day's excellent work was the subject of much comment.

At the live bird shoot held at Sharon, Wis., the last week in October, Mr. Jay Graham shooting Peters' Ideal shells, won everything in sight with a score of 36 out of 37, and Mr. Stanton with the same ammunition won second money. The shooters present were all impressed with the wonderful effectiveness of Peters' shells, for nothing could have been nearer perfection than the loads used by Messrs. Graham & Stanton.

Mr. E. H. Storr won high professional average at the Weldon, N. C., tournament, October 24-25, and Mr. E. F. Killette high amateur average, both using Peters' Ideal shells.

JOHN A. ROEBLING CORPORATION, TRENTON, PLANS TO CONSTRUCT TOWN OF ITS OWN.

Kinkora Selected as Site—One Thousand Toilers' Families to Reap Benefit of Experiment.

John A. Roebling's Sons Company, Trenton's great wire and iron manufacturing corporation, is to be built at Kinkora, ten miles south of Trenton, N. J., a private city for the housing of its employees.

Arrangements were completed recently for the erection of three workingmen's hotels and nearly a hundred private dwellings, in addition to the big hotel and half a hundred private dwellings already erected. These buildings will be used exclusively for the housing of the company's employees who will work in the new rolling mill plant soon to be put in operation at Kinkora. The building of the mill and the completion of the city will represent an outlay of more than a million dollars. All of the work is to be done in less than a year.

Paved streets, private water and gas plants, electric lights, schools, churches, a library and other adjuncts of a modern city will be provided by the Roeblings, all for the use of the working men. None of the property will be sold and all of the houses will be rented at a very moderate rate.

Provisions will be made within the limits of the Roebling's city for the housing of one thousand workingmen and their families at the start, and more houses and additional hotels will be erected as the demands of the place may require. In the new hotels the rates of living will be so moderate that men who work with the pick and shovel will be able to live in them and keep well within their means. The conveniences will be strictly modern and special attention will be given to the sanitary arrangements.

For the married men of the bosses and the skilled mechanics class model homes of various sizes will be erected. These houses will be substantially built of brick and stone. They will be equipped with all modern improvements. The hotels and other buildings will be lighted by electricity, which will also be used on the streets. Electricity will be produced on the place and gas may be manufactured there.

The new Kinkora will be the Roebling City Beautiful. This has been provided for in the laying out of the town. Each of the streets will be one hundred feet in width, with ample sidewalks. All houses will be erected well back from the curb lines, with grass plots in front. Trees will be planted on each side of every street and each house will have its own flower beds and shrubbery. Each house will stand alone, with plenty of air space all around it.

The new town will be provided with a complete system of fire protection, including pressure mains, water to be supplied from a stand pipe eighty feet high. This is already built and is in the very centre of the city. Another important feature of the town will be the street cleaning department. Great care will be taken in the sewering of the place, and no mosquito and malaria breeding pools will be allowed to exist. The whole city will be governed by a code of rules yet to be formulated by the corporation, and persons who refuse to abide by them will be excluded.

The Roeblings, in the expenditure of this vast sum of money to provide cheap and at the same time delightful homes for their people, believe they will be repaid in that they will secure better results from the labor employed. If the experiment proves a success it is likely that the idea will be extended there and developed in other places where the Roebling plants are located. —*New York Herald.*

THE SOUVENIR HUNTER.

"A home for aged hotel employees could be supported in fine style from the losses caused to hotels by the souvenir fiends," said the manager of one of New York's big hotels. "No matter how great precautions the management takes, the drain goes on steadily, and, indeed, it seems to be increasing. The souvenir hunter not only takes silver spoons, but forks and knives. Silver cream pitchers and sugar bowls are especially in demand. Nor does it stop there; glasses, towels, match boxes, table covers, soap dishes—almost anything that is movable and wears the hotel's name is likely to be missing. I even know of one case where a pair of lace curtains were missing from the window after a woman whose social movements are of sufficient notice to be chronicled vacated a suite of rooms."

At a recent wedding one of the presents to the bride was a complete set of silver, which bore the names of hotels in New York, Boston, Chicago, Philadelphia and Washington. It was presented by three of the bride's girl friends, and they even boasted of the chances they had run in getting some of the larger pieces out of the dining rooms. They were proud of the feat, and would have been indignant had any one questioned their morals or the honesty of the proceeding.

Another young woman has a tea table entirely furnished with "stolen" china and silver. There is a story with every cup, and the hotels cover a trip half way around the world. She almost got into the clutches of the Berlin police by taking a silver mug from a famous restaurant in the German capital, her escape being entirely due to the willingness of her escort to pay several times the value of the article and tip every one in sight.

There are women who have collected trinkets of this sort and come by every specimen honestly. If they see a decorative plate or a monogram spoon they desire, they go to the office and offer to pay for it. If they are good customers or have occupied an expensive suite, the management generally refuses to take pay for the souvenir. Strange as it may seem, however, there is not the same interest in a collection gathered in this legitimate way and without petty larceny risks.

The Pullman Company has long suffered from those who want remembrances. They had an interest in a soap mine out in Arizona or some other Western State a few years ago. The soap in the toilet rooms of the sleeping cars on a number of railroads was just as it come from the mine.

It was beautifully colored, and passengers began to ask questions. No sooner did they learn that it was a mineral soap than they wanted a souvenir. The company could not supply the porters with enough soap to go around and had to abandon its use.

Another change in the equipment of sleeping cars is almost entirely due to this class. For years the berths were numbered in brass on a strip of plush which could be hung from the curtain rail. Travelers found them interesting mementoes of their trips, and when the porters were not looking tucked them into their grips. Now the numbers are fastened permanently to the curtains and a considerable annual loss avoided.

The silver expense account of railroads operating dining cars is greatly increased by passengers walking off with the silver.

Some of the roads, in an effort to stem the tide, issue most elaborate menus, generally having a cover engraved with a bit of scenery on the road. A series of these, neatly put up for mailing, is furnished to any passenger on demand, and the raid on dining car silver is becoming less fierce.—*House Furnishing Review.*

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Akron, N. Y.—D. E. & P. V. Strong have engaged in the Hardware business here.

Brooklyn, N. Y.—Fred J. Huff Co., has been incorporated with $50,000 capital, to deal in Hardware. Directors—F. P. Huff, E. Huff, Jr., T. S. Miller.

Franklin, Mass.—The R. C. Newell Co. has opened a Hardware and plumbing establishment.

Dayton, Ore.—J. L. & L. J. Castle have engaged in the Hardware business.

Kalamazoo, Mich.—The Post Hardware Co., has been incorporated with a capital of $5,000.

Lewis, Kans. The Central Hardware & Supply Co. has been incorporated; paid up capital, $15,000. Directors are A. Hardy, S. D. Misner, H. W. Hills, R. A. Wolfe, and J. F. Malin. The officers are A. Hardy, president; S. D. Misner, vice-president; Oscar Bridges, secretary; A. G. Smith, treasurer and Lee Hardy, manager.

Lexington, Mo.—McFarland Implement and Hardware company has been incorporated with $10,000 capital. Incorporators are C. Martins, E. T. McFarland and L. H. McFarland.

Milwaukee, Wis.—Klug Hardware Co. has been incorporated; capital, $30,000; incorporators, Oscar E. Klug, Alfred E. Klug and Henry Klug.

Oakland, Cal.—L. L. Veirs has opened a Hardware store here.

Ordway, Colo.—Ordway & Furniture company has been incorporated; capital stock, $15,000; directors, A. B. Corkin, W. S. Steen, A. D. Best, William H. Crane and John Johnson.

Peabody, Mass.—Peabody Supply Co. has been incorporated. Capital, $8,000. Objects, to deal in Hardware and building materials. President and treasurer, Wm. H. Fellows.

Petersburg, Va.—Cashon Hardware Co. has been incorporated; incorporators, C. C. Cashon, president and general manager; John R. W. Smith, secretary; W. M. Rucker, treasurer; all of Petersburg. Capital stock; Maximum, $15,000; minimum, $5,000. Objects and purposes: For the buying, selling by wholesale and retail Hardware, millers' supplies, paints and painters' supplies, etc.

Portland, Me.—Superior Malleable & Hardware Co. has been incorporated. Capital stock, $100,000. President, M. W. Baldwin; treasurer, Jas. J. Hernan.

Salem, Mass.—Deland Company has been incorporated to deal in Hardware; capital, $8,000; incorporators, John Deland, Jr., Walter B. Rice and George B. Goodhue.

St. Johnsburg, Vt.—The C. H. Goss Co. has been incorporated with $15,000 capital stock, to carry on the general Hardware business already successfully established.

Topeka, Kans.—Downs Hardware & Implement Co. has been incorporated. Capital, $25,000.

Worcester, Mass.—Ross Brothers' Co. has been incorporated to deal in Hardware; Capital, $75,000; incorporators, W. D. Ross, Charles W. Ross and Clifford T. Eldridge.

Changes and Improvements.

Almira, Wash.—Kunz & Kramer have succeeded to the Hardware and furniture business of Hughes & Kunz.

Anniston, Ala.—The City Hardware Co. has increased its capital stock from $12,000 to $25,000.

Beaumont, Tex.—The Wilson Hardware Co. is erecting a new building which will have a front of 105 feet and a depth of 120 feet, costing about $20,000.

Beaver City, Neb.—Wm. Yeiser has sold his Hardware and harness business to J. E. and Ed. Axtell, who will take possession at once under the name of the Axtell Hardware Co.

Columbus, Miss.—The Hardware firm of Harris & Pegues has dissolved and the business will be conducted under the firm name of Harris-McCown Hardware Company.

Davenport, Ia.—Louis Hanson's Sons are erecting a large wholesale Hardware house.

Derby, Ia.—J. J. Wolverton has sold his Hardware and implement business to Cherryholmes & Nesson.

Des Moines, Ia.—The Garver Hardware Co. has completed its new building and begun business. The building is 133 feet wide and 166 feet deep, six stories and basement.

Ferndale, Wash.—P. E. Wallin has purchased the business of the Kass-Hobersen Hardware Co.

Harrington, Kans.—A. E. Kneeland has sold his business to the Harrington Hardware Co.

Heber, Utah.—D. C. Hanks has sold his Hardware stock to the Heber Mercantile Co.

Jewell, Kans.—The Jewell Hardware Co.'s business has been sold out to Carl Welde and A. C. McCreasy.

Lebanon, Pa.—Unger Hardware Co. has purchased the building which they occupy and will erect two additional stories owing to the increasing business of the company.

Malvern, Ia.—W. H. Slayers has purchased the Hardware store of A. J. Kronsbein.

Mapleton, Ia.—The Mapleton Hardware Company has changed hands, W. E. Allen having sold out to Neil Duncan, of Pawnee City, Neb., who has taken possession.

Meadville, Pa.—A. F. Bail and Robert Graham have purchased the stock of the Krick Hardware Co.

Minneapolis, Minn.—The Hurty-Simmons Co., wholesale Hardware dealers, are erecting a large warehouse.

Montague, Me.—Guy Weatherbee has sold his Hardware store to Wm. Matthews of Bangor.

Neche, N. D.—The Hardware firm of C. E. Fee & Co., which has been in business here for several years, has removed to Bantry, one of the new towns in McHenry County.

Northboro, Ia.—McMichael & Roub have succeeded to the Hardware and implement business of Miller & McMichael.

North Fort Worth, Tex.—L. H. Garoner has purchased the interest of H. H. Lewis, in the Hardware firm of H. H. Lewis & Co.

Pocahontas, Ia.—C. A. Parker, of La Crosse, Wis., has bought out G. U. Allsever's Hardware store.

Pittsburg, Pa.—Demmler & Schenck, Hardware dealers, are erecting a six-story warehouse which will cost about $60,000.

Standish, Mich.—A. Hanses, of Beal, has bought out W. A. Daugharty's Hardware store here and will conduct the business in a new store erected for that purpose.

Toronto, Can.—The Aikenhead Hardware Company has purchased, at a price in the neighborhood of $60,000, the building known as the Dunlop Tire building. The Aikenhead business will move into the new place in the near future.

Fires.

Birmingham, Ala.—The comparatively new five-story building occupied and owned by the Moore and Handley Hardware Company has been destroyed by fire. The loss is estimated at between $300,000 and $325,000. Insurance to about two-thirds of the loss is carried by the company.

Brewton, Ala.—Fire seriously damaged brick structure and practically destroyed stock of goods of Luttell Hardware Company. Loss, $12,000, with $4,500 insurance on stock and $2,500 on building.

Walla Walla, Wash.—Fire recently destroyed W. G. Cullen's Hardware store. Loss, $6,000. No insurance.

New Incorporations, Etc.

Iuka, Tenn.—Iuka Hardware Co. has been incorporated with a capital stock of $10,000. Incorporators are: W. O. Jackson, W. W. Harvey and others.

Spokane, Wash.—The Holley-Mason Hardware Co. is building a two-story brick structure, 100x142 feet. The building will cost $16,000 and will be used as a warehouse and shipping department.

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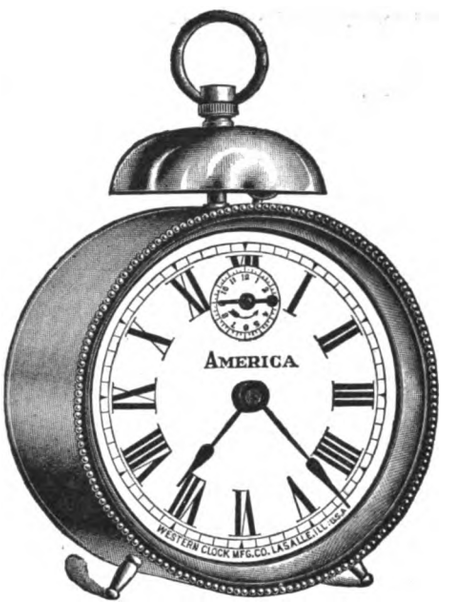


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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Aurora, Ill. The Richards Standard Manufacturing Company has been incorporated. Object, manufacture of Hardware specialties. Incorporators, M. C. Richards, Charles Richards and G. H. Richards.

Baltimore, Md.—The Automatic Butter Cutter and Weigher Co. has been incorporated. Capital, $50,000.

Buffalo, N. Y.—The Republic Metal Ware company has been incorporated with a capital of $1,500,000.

Camden, N. J.—Pacific Hardware & Steel Company has been incorporated. Capital, $10,000,000.

Camden, N. J.—The O'Malley Manufacturing Co. has been incorporated to manufacture and deal in stoves, heaters, boilers, radiators and parts; capital, $100,000; incorporators M. F. O'Malley, J. B. Anderson, Wilfred B. Walcott.

Geneva, N. Y.—Dorchester & Rose Co. has been incorporated. Objects, manufacture of Hardware and Hardware supplies. Capital $25,000. Incorporators: O. J. C. Rose, Edward C. Dorchester, Joel Page, Joel A. Page, Melvan S. Gaylord.

Groton, N. Y.—The Mosher Manufacturing Co. has been incorporated to manufacture Hardware specialties; capital, $100,000; directors, C. P. Mosher, G. M. Stoddard, Ben Conger.

Jamestown, N. Y.—The Jamestown File Works has been incorporated for the purpose of manufacturing all kinds of commercial files. Directors are President, D. D. Lewis; secretary, Roland M. Taylor; treasurer, William Hjorth; Arthur W. Hjorth and John A. Johnson.

Rochester, N. Y.—Wellman Manufacturing Company has been incorporated to manufacture Hardware. Capital $40,000; directors; S. G. Wellman, D. D. Wellman, R. H. C. Wellman.

Youngstown, O.—The Reliance Edge Tool Co. has been incorporated with a capital stock of $75,000. The incorporators are Cecil D. Hine, Guy E. Dudley, Walter A. Beecher, John C. Wick and E. L. Brown.

Changes and Improvements.

Albion, Mich.—The Union Steel Screw Co., of Jackson, will occupy the old building of the American Harness Co. Having outgrown its present quarters, it was decided to move. The company is capitalized at $200,000 and has orders ahead amounting to $26,000. Albion capitalists have subscribed for $6,000 of stock. R. F. Agnew is the new president of the concern, which employs about thirty men in the manufacture of wire screens, and wire ware in general.

Berwick, Me.—Atlas Machine Tool Co., has been incorporated for the purpose of manufacturing and dealing in machinery, tools and metallic goods and wares, with $50,000 capital stock, of which $300 is paid in. Officers: President, Daniel A. Trefethen, of Taunton, Mass; treasurer, John W. Stavers, of Taunton, Mass.

Canton, O.—The Canton Stove Mfg. Co. has been established and will occupy the newly bought plant formerly owned by the wringer company.

Chelsea, Mich.—The Glazier Stove Co. is erecting a new three-story factory building, 150x200 feet, giving 60,000 square feet of floor space.

Columbus, Miss.—The New South Plow Works will begin the operation of its new plant at an early date. This plant has been under course of construction for some time past and is one of the finest of its kind in the United States. The company was organized about a year ago with a capital of $25,000 and during the first six months of their operation the volume of business demanded of the enterprise was far beyond the capacity of the plant. Last spring the capital stock was increased to $100,000 and the new plant is the result of the movement. The stock is owned by local capitalists.

Fond du Lac, Wis.—The Gurney Refrigerator Co. has equipped its factory with a new 500 horse-power engine, having outgrown its former equipment.

Houston, Tex.—The Lattimer-Williams Mfg. Co. are building an addition to their store plant owing to the large increase in business.

Kingston, N. Y.—The Brown Mfg. Co. and the Measure Mfg. Co. have been merged and will occupy the former company's plant. The Brown Mfg. Co. has been manufacturing Hardware specialties notable among which is the Cyclone egg beater. The Measure Mfg. Co. has been manufacturing steel and cloth tape measures, and the new owners will continue both branches of the business.

Lancaster, N. Y.—The Lancaster Machine & Knife Works is completing an addition to its plant, which will be used as a nickel-plating department.

Lancaster, O.—The Ohio Lock, Nut & Bolt Co. is erecting a factory for the manufacture of its patent lock bolts. A 50 horsepower engine and machinery for the manufacture of 15,000 track bolts per day will be installed at the start, and this equipment will be augmented by other machinery as demanded.

Lansdale, Pa.—The Abram Cox Stove Co. of Philadelphia is erecting a pattern storage building, which will be 45x128 feet, three stories high and fire-proof throughout.

New Haven, Conn.—The Fowler Nail Co. has increased its capital stock from $60,000 to $120,000.

New Orleans, La.—E. C. Atkins & Co., the well known Saw Manufacturers, have opened a branch house here.

New York, N. Y.—Weibusch & Hilger of No. 9-15 Murray Street have taken over the selling portion of the business of the Findlay Axe & Tool Co., of Findlay, Ohio, and, with a few reservations, will market the company's entire product in the United States and foreign countries.

Watertown, N. Y.—Bents, Bushnell & Co., is the name of the new Hardware firm succeeding Pool, Bents & Co.

Western, Neb.—Staska Bros. have been succeeded in the Hardware and implement business by J. J. Staska.

Yarmouth, Ia.—Bozarth & Featherby have been succeeded in the Hardware business by W. S. Bozarth.

OPINION OF A HUSTLING AMERICAN.

The hustling American to whom I wrote said in reply that he was always open to consider new agencies, but was not willing to undertake to put on the English market any article he did not have control of. He added perhaps he should modify the word "control," for he did not pretend to know everything, but claimed he knew more of the necessities of the situation than the American manufacturer who might wish him to develop a trade here. He said for many years he traveled in the United States; that his journeys were not limited by small areas, and his business was such that he came in contact with all the large manufacturers. He is now endeavoring to take advantage in England of the experience he has had in England and in those many years of hard work in the United States. He thought I had perhaps seen more even than he of the great number of "our American friends who come over here, make a hurried visit to some commercial center or centers, and because they have not accomplished what they expected returned dissatisfied with their visit, report unfavorably on the business possibilities here, when if they had put in sufficient time in Great Britain to have given full study to the situation here and then devised a scheme for meeting and besting the situation their reports would have been different, and probably they would have secured a very fair line of orders." He claimed, also, that if one of these manufacturers "could not afford to give the time to the proper development of an English business he had put the matter in the hands of some one who, like himself, knew both countries and deferred to that man's view of the trade necessities, these views based on international experience, it would have generally been possible to develop a profitable business." In conclusion, he said that whenever he found American manufacturers desiring an English trade who were willing to back up their profits, if he also had confidence in the article, he was willing to put in his time and his connection to develop the sale of such article, but if these manufacturers were not willing to guarantee him exclusive selling rights during sufficient length of time to amply repay him for his introductory work he would not care to bother with the article and was not willing to take the trouble to write a single letter to any manufacturer who wished pay for his goods before they left the factory doors. He does not care to trade "sight unseen," for he does "not care to be in a position where he can only whistle for his losses, if, after he has put an article on the market and is responsible for the quality, anything should prove wrong with the goods." His opinion is that such methods as he has expressed himself "as opposed to are not conducive to securing business here, nor were they ever in his experience methods for securing business in the United States."

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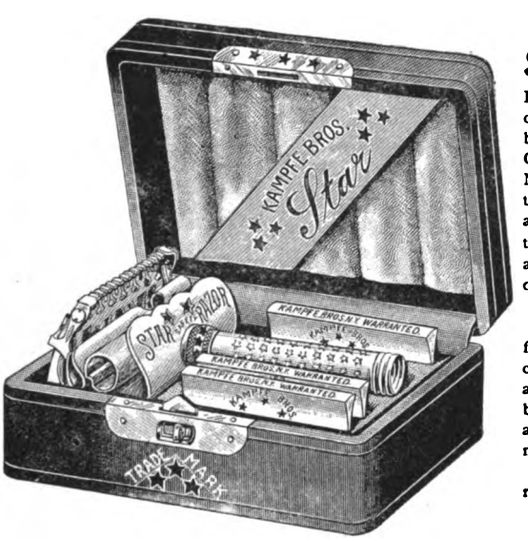
STAR SAFETY RAZORS

Leads all others in the number of Highest Awards received at various Expositions.
They also received the Highest Award, the Gold Medal, at the Lewis & Clark Exposition, 1905.

WHY hesitate to carry a line of Star Safety Razors and Supplies when you have the opportunity of procuring a handsome display and stock case with small and large assortments of Star Safety Razors, which assists in disposing of a quantity of them and also knowing that the retail prices are strictly maintained so as to assure the dealer of a good profit?

The Star Safety Razor has stood the test for the past twenty-five years and our vast experience in all these years has helped to make the Star Safety Razor the most practical and the only mechanically perfect safety razor in the market to-day.

Our Star Safety Razor Blades cannot be equalled in quality and workmanship anywhere in the World.



STAR BLADES are hand-forged from high grade special refined bar steel. Each blade is hardened and tempered individually. They are concaved and honed by hand on scientific principles—this is the OLD FASHIONED PROCESS; IT CANNOT BE IMPROVED UPON. In addition to this the Star Safety Razor Blade is a MAGNET in itself—will never irritate the skin and will retain a keen cutting edge as age improves its keenness and cutting qualities.

The Star Safety Razor has a reputation for quality and superiority throughout the civilized world. More Star Safety Razors are in daily use than all other makes combined, and these daily shavers are our best advertisers. They are constantly recommending the Star Safety Razor to others.

Merit alone has brought about these results.

FOR THE HOLIDAY TRADE.

How is your stock of Star Razors? Are you prepared to meet the demands of the Public?
They are extensively advertised to create a demand and profit for the dealer.
You make no mistake in offering the reliable Star Safety Razors as Holiday leaders.

WHY SHOULD YOU SUFFER? Be your own Chiropodist

SIMPLE *USE THE* **STAR SAFETY CORN RAZOR**

SAFE

SURE





THE most painful and annoying corn may be removed in a minute with this simple device. You cannot cut or injure the foot.—**Price, $1.00.** On sale this week at our Cutlery Department or by mail on receipt of price.

KAMPFE BROS., 8--12 Reade St., New York

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

Chicago, Ill.—Illinois Sporting Goods Co. has been incorporated with $10,000 capital, to manufacture sporting goods. Incorporators are Frank L. Sheldon, Susie Shoemaker and Harry S. Keeler.

Gloversville, N. Y.—The "Ibex" Sporting Goods Co. has been incorporated to manufacture sporting goods, etc.; capital, $5,000. Incorporators: George W. Davis, Samuel D. Merrill, Fred. D. Ostrander and John H. Lee, all of Gloversville, N. Y.

Gloversville, N. Y.—The Consolidated Sporting Goods Co. has leased a factory for the manufacture of base ball gloves, automobile and hunting clothing, footballs, base balls, punching bags and everything in the sporting goods line made from leather.

Hammondsport, N. Y.—The C. H. Curtiss Mfg. Co. has been incorporated. Capital $40,000. Directors: G. H. Curtiss, A. G. Pratt and R. G. Hall. Object, to manufacture motorcycle Curtiss already has ripe for marketing a brand new single cylinder 3 horsepower motor bicycle that is said to be an uncommonly good one, and his acquirement of ample capital will not only enable him to produce it on a much larger scale than was originally in view, but it will also further a two cylinder machine, the design of which is already in hand.

Malden, Mass.—United Automobile Supply Co. has been incorporated to deal in automobies; capital, $40,000. President, H. C. Prescott; treasurer and clerk, F. M. Prescott, Malden, Mass.

New Orleans, La.—Arthur Mitchel, the professional bicycle rider has established himself in business under the name of the "Mitchel Cycle Co."

New York, N. Y.—New York Blind & Transom Adjuster Co. has been incorporated to manufacture motors, machinery, etc. Capital, $100,000. Incorporators are Henry Amerman, Harry S. MacCarlney, Charles R. Barge, all of New York.

Utica, N. Y.—The Consolidated Motor Company has been formed for the purpose of dealing in motor cars, autos, bicycles and other vehicles and the supplies therefor, the renting and storing of such prop- the corporation is $50,000, divided into 500 erty, and the transportation of passengers and goods and the manufacture of engines etc. The amount of the capital stock of shares of the par value of $100 each. The corporation will begin business with $15,000. The duration of the concern is to be perpetual, and the number of the directors is to be seven. The incorporators are: Francis P. Miller, Harry H. Mundy, George H. Norris, C. Harrison Norris, Edward J. Otis, Arthur B. Maynard and T. Harvey Ferris. The concern grows out of the Miller-Mundy Motor Car Company, which has been engaged in a similar business here for some time. The name of the Miller-Munday will be dropped in the new corporation. The officers of the company elected at a meeting held at the Miller- Miller-Mundy will be dropped in the new Francis P. Miller; vice-president, Edward Ot's; secretary, Harry H. Mundy; treasurer, C. Harrison Norris. A large new garage is to be erected, it is said, in the spring.

Changes and Improvements.

Alpena, Mich.—C. C. Hall has purchased the business of C. V. Hicks.

Middletown, N. Y.—The John H. Clearwater sporting goods business has been purchased by Charles H. Clearwater, a son, and Wesley Osborne, who has been employed there for a number of years. The firm name will be Osborne & Clearwater.

Boulder, Colo.—Neisheisel Brothers and B. Charles Garbarino, doing business under the firm name of Neisheisel Bros. Auto & Cycle Co., have dissolved partnership. Niesheisel Bros. will continue to run the business.

Providence, R. I.—The Pope Mfg. Co. has discontinued its branch in this city. Its effects, which included some six hundred bicycles and a large stock of accessories, have been purchased by the Shepard Co. who will hereafter have the agency for the Pope bicycles. The Shepard Co. is a large concern, which has handled bicycles in rather a small way, but which will now very considerably enlarge its interests in that direction.

EXPORT COMMISSION HOUSES.

There are a great many Canadian manufacturers who do an export business, a portion of it being done in an intelligent and satisfactory manner, and a great deal of it done with ungratifying results; and there are others who would like to engage in such trade, and who understand that certain trade formalities should be complied with, but who are in ignorance of them, and therefore the *New York Commercial*, which gives a great deal of attention to the commercial affairs of that country, particularly to export trade when engaged in by manufacturers, offers some suggestions in that direction which are of equal interest to Canadian exporters. It says:

There are in New York City upward of 300 export commission merchants, says the *New York Commercial*. Most of these firms have their headquarters here, with branches and agencies in various parts of the world, but many are foreign houses with local buying agencies in New York. These concerns do an immense volume of export and import trade in all kinds of merchandise. Their relation to the import trade, however, has no bearing upon the subject matter of this article. As regards the export trade, however, the commission merchants virtually act as purchasing agents of the foreign importers, buying only upon instructions from the foreigners.

If a merchant in New Zealand, for instance, wishes to buy American baby carriages, he advises his New York commission merchant to that effect. The latter thereupon obtains prices and catalogues from all American manufacturers whose names he can obtain, forwards the information by quickest mail to his New Zealand client and awaits instructions. In due course of time the New Zealand importer instructs the New York commission house to order a certain quantity of specified styles from one of the manufacturers whose catalogues he has received. The commission merchant then forwards the order on his own blank forms to the manufacturer with full instructions for shipping, packing and invoicing. The goods are invoiced to the commission merchant and the invariable custom among commission merchants is to take advantage of all cash discounts, which means that the manufacturer has his money in hand in ten days, or in most cases, before the merchandise actually leaves New York.

The part of the commission merchant, therefore, will be seen to be mainly clerical. Very rarely does he have any voice in the selection of goods, and never does he have authority to place orders without instructions from his clients, and he cannot be expected to buy goods until he has had instructions to do so, or to place quantities of merchandise in stock, and he certainly is too prudent to tamper with instructions from his foreign clients. He received his compensation in the form of a buying commission paid by the foreigner, and is under contract to give his client full advantage of all discounts offered by the manufacturers.

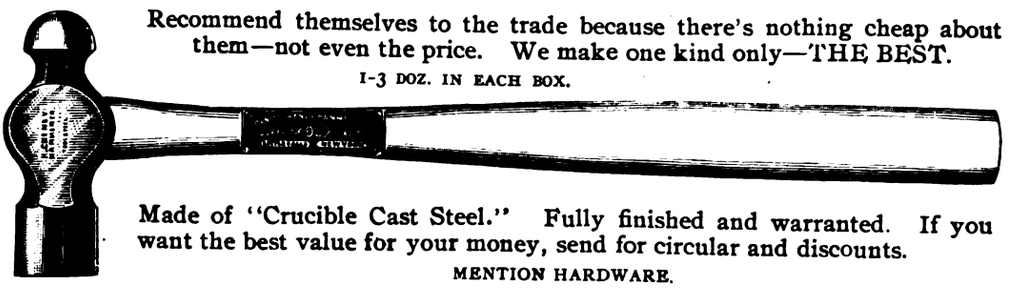
In some cases where commission houses act as manufacturers' agents, they obtain an extra commission for their services as selling agents, but as a rule they cannot be counted upon for active work in the introduction of American goods abroad. Many of the more conservative houses regard it as beyond their privileges or duties to recommend or advise their clients as between competing lines. Their attitude has to be that of disinterested observance of all the demands and requests that come from their foreign clients.

It will thus be seen that time spent by ambitious manufacturers in an effort to persuade business from the commission houses might be used to better advantage. Instances are common of manufacturers starting out to conquer the world's markets by calling upon the New York export commission trade in the expectation that the commission merchants would at once purchase large stocks of their goods and send them broadcast to their branches all over the world. The commission houses never do that, and the manufacturer who tries to make them do it only makes himself a laughing stock among them. Their trade is worth cultivating in every sense of the word, and every manufacturer who expects to enjoy any export trade whatsoever should by all means look for their business and insure their constant attention to his line in anticipation of the time when they will have orders for his goods. But the manufacturer need not expect that he can send one of his salesmen to New York for a journey around the export district and see him returning to headquarters in a week or ten days with a book full of orders.

A large number of manufacturers seem to have only a faint conception of the functions of the commission house in the export trade. Many manufacturers enjoy a large volume of trade with these houses, and fully appreciate their part in the business and their methods of dealing with the foreign importers and the domestic exporters. On the other hand, the impression seems to prevail in some factories and offices that the commission merchants are big jobbers and general dealers for their own account. Nothing could be further from the truth.

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Cheney Machinists' Ball Pein Hammers



Recommend themselves to the trade because there's nothing cheap about them—not even the price. We make one kind only—THE BEST.

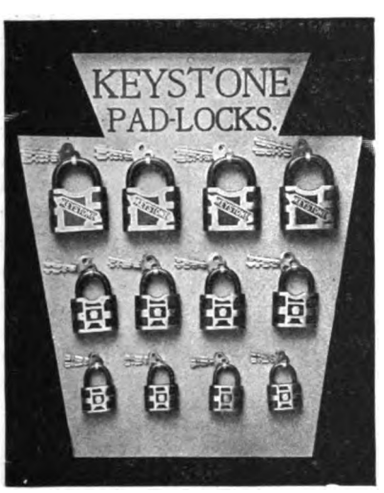
1-3 DOZ. IN EACH BOX.

Made of "Crucible Cast Steel." Fully finished and warranted. If you want the best value for your money, send for circular and discounts.

MENTION HARDWARE.

THE HENRY CHENEY HAMMER CO., Little Falls, N. Y., U. S. A.

Keystone Padlocks



"Seeing Is Believing"

Keystone Padlocks have only to be seen to be appreciated. They are excellent sellers because they are excellent goods.

We are the originators of the system of marketing

ASSORTED PADLOCKS ON CARD BOARDS

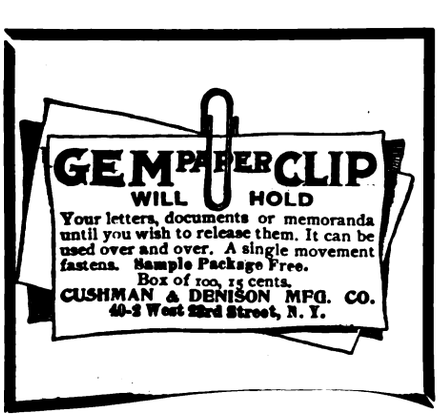
Are you using them? They make quick sales for you.

Our No. 16 Catalog and Price List tells of our new or staple Padlocks and Night Latches. Get it to-day. Mention HARDWARE.

SEE FOR YOURSELF

KEYSTONE LOCK WORKS

E. T. FRAIM. LANCASTER, PA., U. S. A.



Your letters, documents or memoranda until you wish to release them. It can be used over and over. A single movement fastens. Sample Package Free.

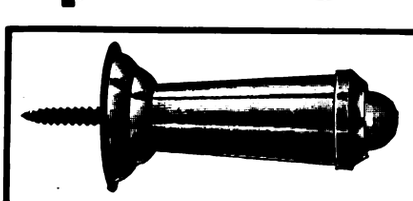
Box of 100, 15 cents.

CUSHMAN & DENISON MFG. CO.
49-2 West 23rd Street, N. Y.



BOX STRAPPING OF ALL KINDS

BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
STANDARD METAL STRAP CO., 336-342 E. 38 St., New York



The Champion Metallic Base Knobs NEVER BREAK

(TRADE MARK)

Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all Finishes to match other hardware. Manufactured only by

THE CHAMPION SAFETY LOCK CO., Geneva, O.

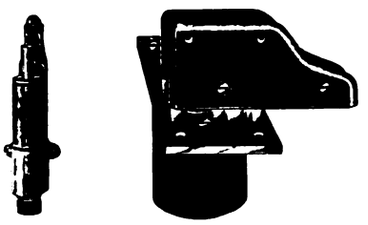
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Robert Murray.
24 Duane St.,
New York City.
General Hardware
Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

SUPERIOR
FLOOR SPRING HINGES
and
DOOR HOLDERS

Our Hinges are compact, strong and efficient. Occupy less floor space than others. *No special tension key needed* to adjust tension. Ballbearings make them noiseless.



Our Door Holders are self-adjusting to any floor or carpet without injury to latter. Get full particulars from us or from your jobber.

Superior Spring Hinge Co.
15 South Canal St.
CHICAGO, ILL.

Standard Carriage Heaters

have attained their widespread popularity by reason of their

Attractive design and finish;
Superior method of ventilation,
And minimum cost of operating.

This season they will be still more popular; we are giving

Free to Dealers



a handsome embossed metal rack, lithographed in colors, for displaying Standard Heaters on counters, in show windows, etc.

Don't fail to get our proposition at once.

You will find these racks an invaluable aid in selling, as the goods are constantly before the notice of your customers.

The
STANDARD STAMPING CO.,
Marysville, Ohio.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES** *two cents per word. No ad. received less than three lines.*

Miscellaneous.

A GERMAN COMMISSION FIRM of high standing desires to UNDERTAKE for account of first-class firms the PURCHASE of every description of German and Continental Merchandise. Can offer favorable conditions provided large turnover is guaranteed. Have excellent mercantile experience, especially in the Iron, Steel, Metal and Hardware trades, and are in touch with the largest manufacturers. First class references exchanged. Address Felix Rauh, Solingen, (Germany)

For Sale.

FOR SALE.—Hardware stock in Western Pennsylvania, town of 4,500 population, on the main line of Pennsylvania Railroad, 2½ hours from Pittsburgh. Established ten years. Industries, principally mining, brickworks and railroad center. Junction for branch railroad, tapping one of the biggest Bituminous coal districts in Pennsylvania. Stock will invoice approximately $4,000. For further information, address "Sell," care of HARDWARE.

Wanted.

WANTED: To buy small hardware business in growing town within 100 miles of New York City. Address, A. C. PIKE, 167 Belmont Ave., Jersey City, N. J.

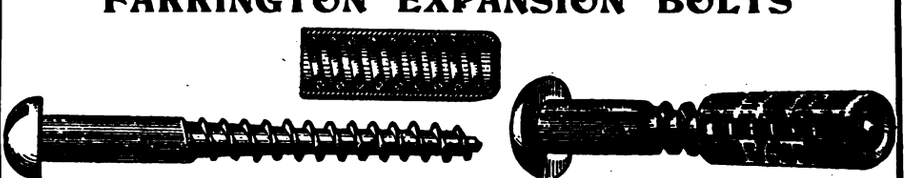
A FIRST-CLASS Salesman, in close touch with jobbers of shelf and heavy Hardware, from Pittsburgh, west to Denver, desires new connection for 1906 with manufacturer of high grade line, willing to pay for exclusive services of a successful man. Unquestionable references. Address "Responsible" care of HARDWARE, 309 B'way.

SALESMAN wanted by an old established house to sell Cutlery and Specialties in Hardware in New England. Address, stating age, experience and references, Hardware, P. O. Box 851 New York.

You
will do us a favor by mentioning
HARDWARE
when writing to our advertisers

THE SCHWERDTLE STAMP CO.,
STENCILS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MACHINE PLATES-CHECKS
BRIDGEPORT, CONN.

FARRINGTON EXPANSION BOLTS



A New Device of Unlimited Utility.

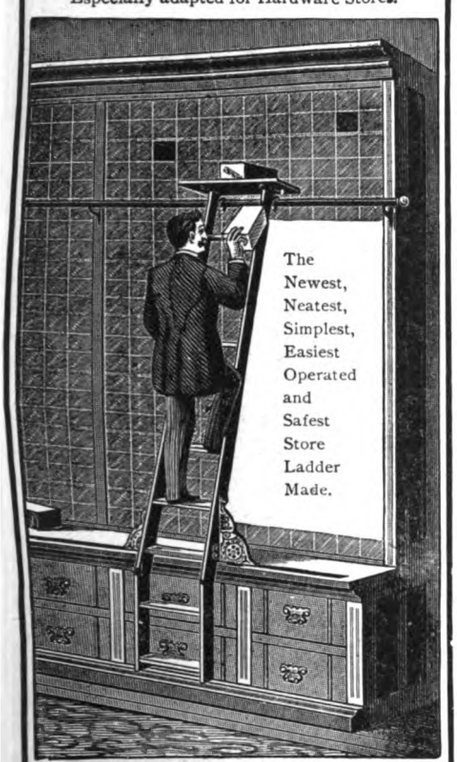
Is the simplest, most effective and least expensive of all anchor or expansion bolts in common use. It depends for its expansive qualities upon the flexibility of a coil of wire, engaging the thread of a common wood screw. **Write for Circular and Sample.**

Inventor and Manufacturer
HARVEY FARRINGTON
45 Broadway, N. Y. City.

General Sales Agents
LOCKE & SMITH CO.
103 & 105 West 37th St., N. Y. City.

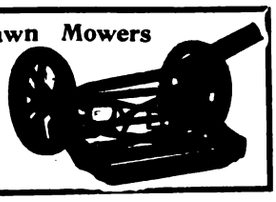
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The BICYCLE STEP LADDER.
Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO .ILL.

"Globe" Lawn Mowers
Our catalog tells all about them. Best mowers at any price.
GLOBE LAWN MOWER CO.
Reading, Pa.



TOOL CHESTS

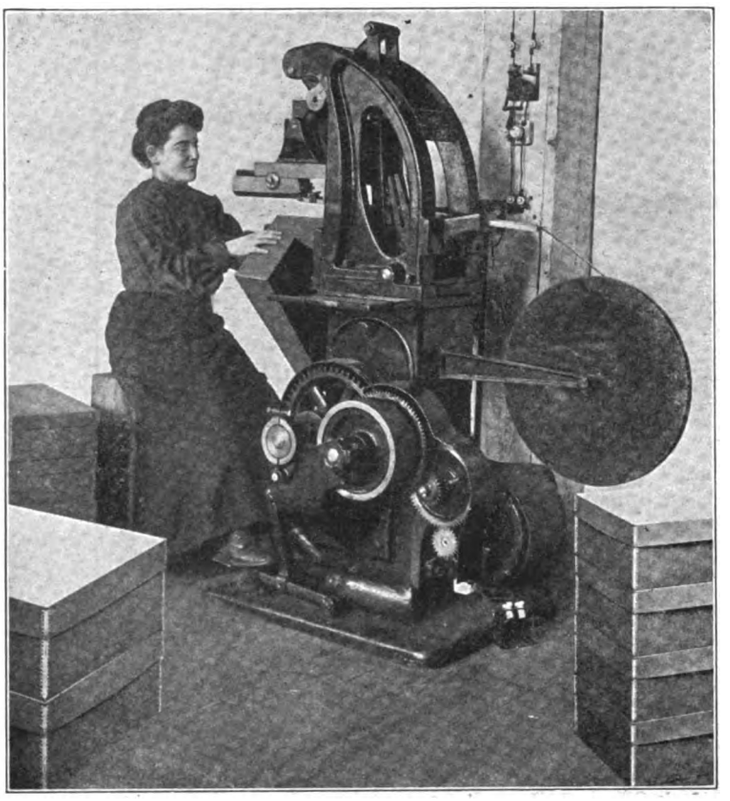
All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use: also Tool Cabinets.



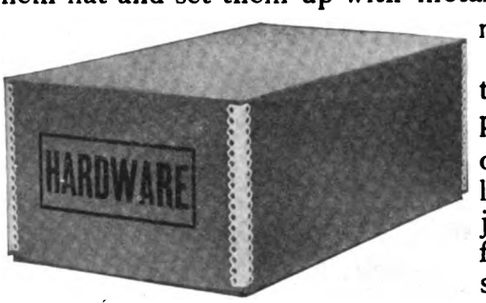
Eureka Tool Cabinet, No. 2.

Machinists' and Pipe Fitters' Empty Tool Chests.
Agents for Steel Tool Chests.
Send for latest catalogue.

AMERICAN TOOL CHEST CO.
200 W. Houston St.
New York, U. S. A.



The most economical way of handling paper boxes is to buy them flat and set them up with metal stay on our Automatic Machine. Machine is automatic, but not complicated. Any boy or girl can handle it—only one adjustment to change from one to another size box.



Our faith in machine and the plan is indicated by our offer of three months' trial. If the machine is returned, we take back any portion of the metal stay that may be left.

NATIONAL METAL EDGE BOX CO.,
N. E. Cor. 8th & Willow Sts., PHILADELPHIA, PA.

SCHOFIELD'S ACME DUST PAN

Never spills dust and dirt as ordinary dust pans do. It can be pressed so snugly to the floor (without stooping) that every particle of dust is taken up. When raised the dust is dumped in the pocket, allowing the pan to be carried without spilling the contents.



It is made of steel and will outlast ten ordinary pans. It's a time and labor saver for the housewife and a money maker for you. **Retails for 25c.**
Your Jobber sells them. Order a sample doz. to-day.

SCHOFIELD & CO.,
FREEPORT, ILL.

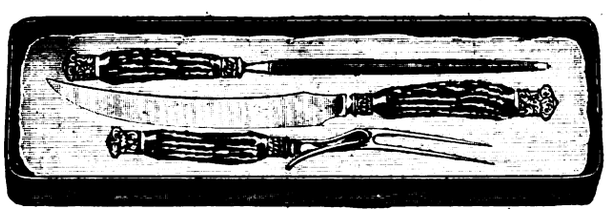


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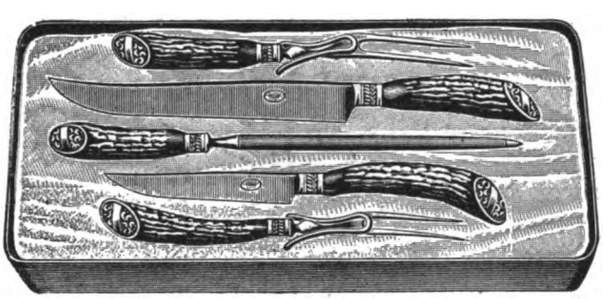
LAMSON & GOODNOW Carving Sets

HAVING had "quality" for our watchword for sixty-eight years, we are turning out Carvers that are looked up to as the standard of quality.

Putting the best material into all our Carvers, and exercising scrupulous care in finishing them.



L. & G. Excellence



is the inevitable result. More than that: They are the most popular—the most profitable to buy and sell.

If you are not acquainted with the L. & G. proposition, write us. We'll send you our L. & G. Catalogue and quote you L. & G. prices on our entire line of cutlery.

Mention HARDWARE.

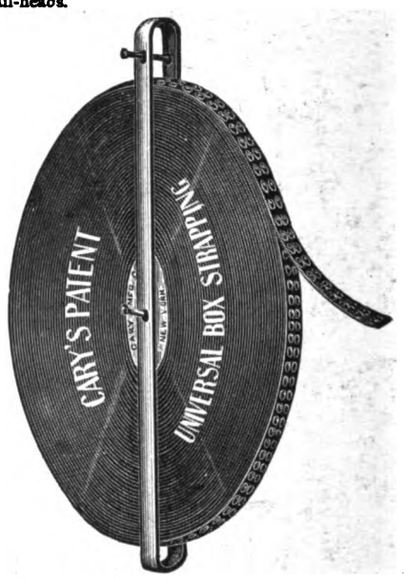
Lamson & Goodnow Mfg. Co.

Shelburne Falls, Mass.

N. Y. Office: 45 Murray Street.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

DON'T FAIL

TO MENTION "HARDWARE"

WHEN WRITING

TO

THESE ADVERTISERS.

PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, in barrels, ₱ gal	46c
Linseed, City, boiled, in bbls, " "	48c
Out of Town, on spot, ₱ gal	44c
Calcutta, raw, in barrels, ₱ gal	60c
Lard, prime city, ₱ gal	61@62c
Lard extra, No. 1	47@50c
Lard, No. 1	37@42c

Paints and Colors

Barytes, Foreign floated, ₱ ton	$17.50@19.00
Barytes, American floated, ₱ ton	$11.00@18.50
Barytes, crude, ₱ ton	$17.00@11.00
White Lead, American, dry, in bbls., ₱ lb	6c
White Lead, American, in oil, in lots of less than 500 lbs., ₱ lb. net	7c
In lots of 500 lbs. and over, ₱ lb	6½c
White Lead Eng., in oil, ₱ lb	9½c
Litharge Kegs, ₱ lb	6@6½c
Zinc, American dry, ₱ lb	4½@6c

Putty, Commercial—₱ 100 lb

In bladders	$1.65 @1.85
In bbls. or tubes	1.20 @1.40
In 1 lb. to 5 lb cans	2.60 @2.90
In 12½ to 50 lb cans	1.45 @1.85

Spirits Turpentine

In regular bbls	69½@70c
In machine bbls	70@70½c

Dry Colors

	₱ Lb
Blue, Chinese	30@35
Blue, Prussian	20@25
Blue, Ultramarine	5@15c
Sienna, Italian, burnt & powdered	3@6½c
Sienna, Italian, raw & powdered	3@6½c
Umber, Turkey, burnt	2½@3½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	5@7c
Green, Paris, in kegs	12½@14½c
Indian, Red, American	3@3½c
Indian, Red, English	4½@5½c

Colors in Oil

Black Ivory, best	16@20c
Blue, Chinese	25@30c
Blue, Prussian	27@30c
Blue, Ultramarine	14½@15c
Sienna, burnt	3@9½c
Sienna, raw	3@6½c
Umber, burnt	11½@12c
Umber, raw	11½@12c

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B.....52@55c
G. D.....per M 34@35c
F. L.....per M 40@42c
G. E.....per M 48@50c
Musket.....per M 62@68c

PRIMERS—

Berdan Primers $2.00 per M.....30&20%
B.L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $6.50.....10&5%
38 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal., Rim, $2.75.....10&5%
B. B. Caps, Con. Ball, swgd.....$1.90
B. B. Caps, Round Ball.....$1.49
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all ganges.....60&10%
Climax, Club, Rival, 10 and 12 gge.65&10%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic 10, 12, 16 and 20 gauge.....25&10%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge.....20&5%
Climax, Union, League, New Rival, 10 and 12 gauge.....25&5%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).....20&5%
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Black Powder.....40%
Smokeless Powder, medium grade....40&5%
Smokeless Powder, high grade....40&10&10

SHOT—

Drop, up to B 25 lb bag.....$1.70
Drop, B and larger, per 25 lb bag.....1.95
Buck, 25 lb bag.....1.95
Chilled, 25 lb bag.....1.95
Dust Shot, 22 lb bag.....2.25

GUN WADS—℔ 1000—

B E., 11 up.....$ 60
B. E., 9 and 10.....70
B. E., 8.....80
B. E., 7.....80
P. E., 11 up.....1.00 } 15%
P. E., 9 and 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50
Ely's B. E., 11 and larger.....$1.70@$175
Ely's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes

Iowa Farming Tools. ℔ doz.
Hawkeye.....$3.25
Western.....4.00

Anti-Rattlers

Fernald, Quick Shift, ℔ doz. pair, net..$2.00
Burton's, ℔ doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00
Kohler's: ℔ Gro.
Daisy, No. 4.....Net. $5.00
Perfect, No. 2.....Net. 7.20
Bolt Holder, No. 1.....Net. 9.00

Anvils

American "Horse-Shoe".....9¼c
Arm and Hammer.....8¼@8¾c
Eagle Anvils, ℔ lb, net.....7@7½c
Peter Wright's.....10½c
Trenton.....9 to9½c
Columbian, all steel, ℔ lb, net.....9c

ANVIL AND VISE COMBINED—

Millers Falls (with drill).....$18.00, 15&10%

Augers and Auger Bits

Boring Machine Snells.....70%
Com. Auger Bits.....75@75&5%
Forstner Pat. Bits.....25%
Ford Auger Bit Co:
Auger Bits } 40@40&5%
Car Bits }
Machine Bits }
C. E. Jennings & Co.:
D'bie Spur pattern car, No. 30..40&7½&10%
Nobles Double Spur, No. 33.....55&10%
No. 10, Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....66⅔&10%
Jennings' Pattern.....60&10%@70%
Snell's Auger and Car Bits.....60%
Extra.....60%
No. 1.....60&10%
Russell Jennings' Augers and Bits.....25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Romney's Adjustable.....*5.50&6.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....25%

EXPANSIVE BITS—

C. E. Jennings & Co., Steers' Pat...33⅓&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, ℔ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@$8.25
German Pattern, net.....$4.50@5.75
Mayhew's Diamond ℔ doz. $1.25.....40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper and Straight Shank...60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....⅓&5%
L'Hommedieu's.....15%
Snell's.....40%
Watrous'.....35&5%

Awl and Auger Handles

See Handles

Awls

	Per Gro.
Handled Brad	$2.75@3.00
Handled Scratch	$3.50@4.00
Patent Peg	.31@.34c
Sewing, Com	.88@$1.00
Shouldered Peg	.65@70c
Shouldered Brad	.63@.68c
Socket Scratch ℔ doz	$1.00
Stanley Rule and Level Handled Brad	45%

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ℔ doz. $7.50; No. 20, ℔ Doz. $10.....60&10%
Brad Sets:
No. 42, $10.50; No. 43, $12.50.....70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18.....15&10%
C. E. Jennings & Co's. Adj. Tool Hdls..33⅓&5%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18.....30%

Axes

First quality, best brands.....$6.75to9.00
Ice, Bradley's.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....$9.25

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc.....50%
Broad and Bbl.....40&10%
Boy's Axes.....50%
D Simmons & Co.:
Broad } 50&5%
Shingling and claw }
Lath, Hunters', etc }
Picks and Mattocks.....50%
Peck Edge Tool Co.:
Hatchets, shingling, etc.....50%
Broad and Bb'l.....40&10%
Boy's Axes and Hatchets.....50%

Axle Grease

Dixon's "Everlasting" Graphite:

1	lb cans (36 in case)	.15 ea.
2	" " " "	.25 "
10	" firkins (6 in case)	$1.20 "
25	" "	2.75 "
50	" kegs	5.00 "
100	" "	9.00 "
200	" half bbls	8½lb
375-400	lb "	

Snow Flake:

One-quart cans, ℔ doz.	$ 2.00
Two-quart cans ℔ doz.	3.20
One-gallon cans, ℔ doz.	6.00
Five-gallon cans, ℔ doz.	24.00
Quarter bbls. (15 gals.), ℔ gal.	.45
One-half bbls. ℔ gal.	.40
Bbls., ℔ gal.	.35

Discount 10%

Balances, Spring

Chatillon's:
Light, class A.....40&10%
Circular Balances, class C.....50%
Ice Balances, class B.....50%
Straight Balances, Class A1 and A2...40%
Class D. E. F.....30%
Class G.....20%

Balances, Sash

Caldwell's.....50%
Pullman's.....50&10&60

Beef Shavers

Enterprise:
Japanned, each, $8.00.....25@30%
Tinned, each, $10.50.....25@30%

Bells

HAND—

Hand Bells, polished brass.....60@60&10%
Pure bell metal.....60%
Silver chime.....33⅓@35%
White metal.....60%

DOOR—

Trip, Gem.....50&10%
Ding, Abbe's.....45%
Gong, Yankee.....55%
Dew Departure:
N Rotary.....50@10%
Push.....50%

COW—

Common wrought.....75%@75&10%
Kentucky.....70@70&10%
Kentucky, Sargent's list.....70%
Texas Star.....50%
Western, Sargent's list.....70@70&10%

Bellows

Blacksmiths'.....65&10@70%
Hand.....25&10%
Moulders'.....25&10%

Belting Rubber

Boston Belting Co:
"Boston".....50%
"Imperial," seamless stitched.....45%
Niagara.....60%
New Jresey Car Spring & Rubber Co:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Seymour Smith & Sons.....25&10%
Miller's Falls.....15&10%
Weston's.....40

Binder Twine

	Per Pound
Sisal	10c
Standard	10c
Standard Manila	11c
Manila	12c
Pure Manila	13c

Bit Holders.

Angular.....45%
Extension:
Barber's, ℔ doz. $15.00.....45@50%
Ives' ℔ doz. $20.00.....60&10%

Blind Adjusters

Columbian.....33⅓%
Domestic, ℔ doz. $3.00.....33⅓&5%
Excelsior, ℔ doz. $10.00.....50&10&2%
North's.....10%
Zimmerman's.....50%@50&10%

Blind Fastenings and Tenons

Security Gravity, ℔ gr.....$9.00
Zimmerman's.....50@50&10%

Blocks, Tackle

Eddy's.....50&10@60%
Hartz' Steel.....40&10?50&5%
Iron Strapped, Japanned Sheaves...70&10%
Iron Strapped, Lig Vitae Sheaves.....60%
Rope Strapped, Japanned Sheaves...65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50&10%

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....60%
Wrought Barrel.....80@80&10%
Wrought Barrel Bolts, Griffin's.....75&10%
Wrought Square.....70@70&10%
Wrt Shutter, St'nrd list...50&10%@50&10&5%
Wrought Spring, Sargent's.....70&10&5%

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ⅝x6 and smaller.....75&5%
Larger and longer.....70%
Phila. Eagle, $3.00 list May 24, '99.....80%
Bolt ends, list Feb. 14, '96.....70&2½%
Bolt ends, with C and T nuts.....70%
Machine, ⅝x4 and smaller.....75&5%
Machine, larger and longer.....70&5%

TIRE—

American Screw Co:
Bay State, plain, list Dec. 28, '99.....72½%
Bay State, fluted.....72½%
Eagle Phila.....82½%
Norway, Phila.....80%
Common.....75&10@80%
Norway, Phila.....80%
Portchester, Norway.....80%
Phila.....80%

STOVE AND PLOW—

Plow.....60&10&10@70%
Stove.....80&10@85%

MISCELLANEOUS—

Sink.....80%

Bone Mills

Enterprise.....25@30%
Stearns.....40%

Borers, Tap

Enterprise.....20@25%

Each	$1.25,	$1.65,	$2.50
Nos	1	2	3

C. E. Jennings & Co.:
No. 6.....30&10%
No. 10.....25&10%
Common ring.....20&10%
Ives.....25&10%

Boring Machines

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		35&5%
Miller's Falls	$7.50,	15&10%
Snell's, Rice's Pat.	$2.50,	$2.75
Ajax		40%
Phillips		$4.00 net

Bow Pins

Hotchkiss.....60&10%

Boxes, Mail

Heller's.....40&5%

Box Hooks

Humason & Beckley's.....60&10&10%

Box Openers

Humason's.....℔ doz. net $5.00
Bemis & Call's.....65%

Box Scrapers

Bradley's.....20%

Box Strapping

Cary Mfg. Co's., in case lots:
"Universal".....25&20%
Standard Metal Strap Co's.:
Eclipse.....20&10&10&5

Braces

Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
Ives':
Barbers'.....60&5%
Barbers' Ratchet.....60@60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 106@114½.....50&5&10%
No. 208½@214½.....50&5&10%
Lancaster Mach. & Knife Works.....50%
Gen. Spofford's.....60%

Brackets

Griffin's Folding.....70&10%
Griffin's Pressed Steel.....80%
Bradley's Patent, full cases.....80&10&10%
Bradley's, in broken cases.....80&10%

Bracket Saw Frames

Miller's Falls Co.....25&10%

Bracket Sets

Miller's Falls Co.....33⅓&10%

Bright Wire Goods

Standard list, June 24, 1908.....90&80@90&40%

Bull Rings

Humason, Beckley & Co's.....80%
Rea's 2½ in. net, ℔ doz.....$1.50
Sargent's.....80%
Seymour Smith & Sons.....60%

Bull Punches

Humason & Beckley's, ℔ doz. net....$3.05

Butchers' Cleavers

Bradley's.....40%
Foster Bros., flat heads.....80%
Foster Bros., round heads.....80%
Lancaster Mach. & Knife Works....33⅓&40%
L. & I. J. White.....80%
Plumb's.....33⅓%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star.....15@15&10%
C. E. Jennings & Co.....80&10%

Butter and Cheese Triers

Ordinary Black Handle.....25%
Humason & Beckley's.....40%

Butt and Rabbet Gauges

Stanley's.....25&10%

Butts

BRASS—

Wrought Brass, list September, 1898....20%

CAST IRON—

Fast Joint, broad.....40&10@50%
Fast Joint, narrow.....40&10@50%
Loose Joint.....70&5@75%
Loose Joint, Japanned.....70&5@75%
Loose Joint, Jap. with Acorns.....70&5@75%
Loose Pin.....70&5@75%
Mayer's Hinges.....70@70&5%
Parliament Butts.....70@70&5%

WROUGHT STEEL—

Table and back flaps.....75% } Ex 10@10&10%
Narrow and broad.....75%
Inside Blind.....75%
Loose Pin.....75%
Loose Pin, Ball and Steeple Tip.....85%
Japanned, Ball Tip Butts.....79&10%
Bronzed Wrt. Nar. and Inside Blind Butts.....55&10%

Calipers

Bemis & Call:
Wing.....60%
Double.....65%
Inside and outside.....65%
Straight leg.....65%
Call's Pattern, inside.....55%

Can Openers

American.....℔ gross, $1.75@$2.00
Goodell's Acme.....℔ gross, 6.00
Hopper's.....℔ gross, 15.00
No. 5, iron handle.....℔ gross, $2.00@2.25
Phœnix.....40%
Sardine Scissors.....75&10%
Sardine Scissors, forged steel..℔ doz., $4.50
Sprague, Nos. 1, $2.00; 2, 2.25; 3, 2.50..75&10%
Universal, ℔ doz.....50

Cartridges

See Ammunition.

Casters

Bed.....70@70&10%
French or Philadelphia Iron wheel.....75%
Plate.....60@60&10%
Payson's Furniture.....70&10&10%
Payson's Truck.....70&10%
Standard, Ball Bearing.....45%

Cattle Leaders

Humason, Beckley & Co's.....70%
Sargent's.....70&10%
Welton's.....70&10%

Chain

American Coil, Straight Link:

Inch	℔ 100 Lbs.
3-16	$7.50
¼	5.85
5-16	4.40
⅜	3.70
7-16	3.75
½	3.45
9-16	3.40
⅝	3.35
¾	3.30
⅞	3.25
1 to 1¼	3.25

Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain.....55&5%

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Chains

Galvanized Pump chain, ₱ lb.....5@5½c
Ger. coil, list July 24, '97...60&10@60&10&10%
Ger. Halter chain, list July 24, '97.60&10&10%
Jack chain, Iron.....60&10@60&10&5%
Jack chain, Brass.....60&10@60&10&10%
Oneida Wire Dog chains.....45@50&5%
Trace Wagon and Fancy Chains:
New list.....60@60&10%
Bridgeport Trace chains.....65%
Stake chains.....65%
Heel chains.....30%

COW TIES—
American.....45@50%
Niagara.....45&5@50&10&5%
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....50%
Sisal.....30&10%

Chain Guards

Aluminum S. & N. Co.....50%

Carpet Stretchers

Montross' "Excelsior," ₱ doz., $6.00....20%
Bullard's.....33⅓%
Cast iron, Steel points, ₱ doz.....80c
Sockets, ₱ doz.....$1.75

Carpet Sweepers

	₱ Doz.
Bissell's Cyco Bearing:	
"Parlor Queen"	$30.00
"Elite"	29.00
"Boudoir"	27.00
"American Queen"	27.00
"Ideal"	25.00
"Gold Medal"	24.00
"Premier"	24.00
"Superior"	24.00
"Prize"	24.00
"Welcome"	24.00
"Grand Rapids," nickel	24.00
"Grand Rapids," Japan	23.00
"Standard," nickel	22.00
"Standard," Japan	20.00
"Crown Jewel," nickel	21.00
"Crown Jewel," Japan	19.00
"Crystal"	36.00
"Grand," length of case, 17 inches	36.00
"Club," length of case, 24 inches	54.00
"Hall," length of case, 28 inches	60.00
"Junior," nickel, length of case 12⅛ inches	22.00
"Junior," Japan, length of case 12⅛ inches	20.00
"Misses"	9.00

Sterling Carpet Sweepers:

Model A, Nickel trimmings		25.00
" B, Japd. "		21.00
" " Nickel "		23.00
" C, " "		21.50
" D, Japd. "		19.50

Carpet and Rug Beaters

	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10, Wire, Glavanized	1.50	18.00

Cherry Stoners

Enterprise.....25to30%
Goodell's Family, net ₱ doz.....$5.00
Rollman's, net., ₱ doz.....6.00

Chisels

SOCKET FRAMING & FIRMER—
Standard Makes.....70&10@75%
L. & I. J. White.....30&30&5%
C. E. Jennings & Co., No. 70.....25&10%
Jennings & Griffin Mfg. Co.....65&2&10%

TANGED & MISCELLANEOUS—
W. & S. Butchers'.....$4.75@5$5.00to£
C. E. Jennings & Co.....25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels.....25&10%
Tanged Gouges.....25&10%
Tanged Firmers.....33⅓&10%
Tanged Gouges.....33⅓%
L. & I. J. White.....25&5%

COLD CHISELS—
Good quality, ₱ lb.....13&16c
Snell's best C. S.....50&10%
Cronk's.....50%

Cleaners, Sidewalk

	₱ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers

HORSE—
Chicago Flexible Shaft Co's.:

	Each.	
Lightning Belt Clipping Mach.	$15.00	15%
New '98, Chicago	8.75	15%
1902 Chicago	10.75	15%
Twentieth Century	5.00	20%

Coach Oil

Snow Flake — 33⅓%

One-pint cans, ₱ doz.	$ 3.00
One-quart cans, ₱ doz.	4.80
One-gallon cans, ₱ doz.	15.00
Five-gallon cans, ₱ doz.	66.00

Cocks, Brass

Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks....70&10@75%

Coffee Mills

Box and Side.....50&10@60%
Enterprise Mfg. Co.....25@30%
Lane Bros. Co.....30%

Compasses, Dividers, &c

Athol Calipers and Dividers.....40%
Bemis & Call Co's.:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers....75@75&10%
Stevens' "Ideal".....25&10%
Stevens' "Leader".....25&10%

Coopers' Tools

Bradley's:
Hoop Drivers.....25%
Rivet Sets.....20%
Cold Chisels.....20&5%
Punches.....15%
Vises.....15%
Inshaves.....20%
Barton's.....20@20&3%
L. & I. J. White.....20@20&5
Sandusky Tool Co.....25&10@30&10%

Corkscrews

Detroit Cork Screw Co.....33⅓%
Humason & Beckley Mfg. Co.....50&10%
Samson, ₱ doz.....$10.00

Corn Hooks

	₱ Doz.
Kretsinger Cut-Easy	net $3.00

Corn Knives and Cutters

Bradley's.....net
Wadsworth's.....net $1.5(

Countersinks

Mayhew's Diamond.....40@45%
Smith's.....25%
Snell's.....40%
Wheeler's Patent.....50%

Cow Ties

See Chain.

Crayons

Sargent's List.....20%
Dixon's: ₱ Gro.
Eclipse.....7 in., $3.75; 9 in., $4.38
Emerald.....5.00
Oriole.....5.0
Rainbow.....3.12
Solid.....7.50
Tailors, black, $5.62; red and blue....9.00

Curry Combs

Kohler's.....40%
The Metal Stamping Co.....40%
Southington Cutlery Co's.....25&10%

Cutlery

Foster's Pocket.....30%

Diggers

See Post Hole, etc.

Dividers

See Compasses, Dividers, etc.

Dog Collars

Walter B. Stevens & Son:
Brass.....40%
Embossed Glit.....30&10%
Leather.....40%
Union Hd'wre Co., new list.....50@50&10%

Door Checks

Bardsley's.....40%
Columbia.....50&10%
Eclipse.....60&10%
Home.....50&10%
Pullman's Screen, ₱ doz. net.....$4.50

Door Holders

Empire.....50%
Superior.....33⅓%

Door Springs

Columbian Steel.....20%
" Faultless.....50%
Gem (Coil), list Oct. '95.....20%
Pullman, Perfect.....20%
Pullman Coil.....30%
Star (Coil), list Oct. '95.....30%
Torrey's Rod, 39 in., ₱ doz. net.....$1.25
" " 48 in., " " " 3.50
Victor, Coil.....50&10&10%
Chicago Coil Springs.....40&10%
Reliance Coil Springs.....40&10%

Drain Cleaners

Iwan's Adjustable.....55%
Iwan's Stationary.....45%

Drawer Pulls

Drawer Pulls, Griffin Mfg. Co., list..75&10%
Sargent's list.....60

Drawing Knives

Standard Makes.....70&10@75%
Adjustable Handle.....25@25&10%
Bradley's.....40&5%
Jennings & Griffin.....50%
Watrous.....16⅔&10%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks

Automatic Boring Tools, Goodell's.....40&5@40&10%
Blacksmiths'.....60%
Breast, Goodell's.....25@30%
Breast, Miller's Falls, each $3.00....15&10%
Stearns' bench.....30%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00,
Adjustable, No. 10, $12.00.....33⅓%

TWIST DRILLS—
See Augers and Bits.

Egg Beaters

	₱ Doz.	₱ Gro.
Holt-Lyon Co.:		
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz, $6.60	1.15	13.00
No. 1, Tinned	1.40	16.80
No. B, Japanned, hotel size.	1.85	22.00
No. 6, Japanned, Dasher flared	1.65	19.20
No. 2, Tinned, hotel size	2.00	24.00

	₱ Gro.
Taplin Mfg. Co.:	
No. 60 Improved Dover	$ 6.0
No. 75 Improved Dover	6.5
No. 100 Improved Dover	7.0
No. 102 Improved Dover, Tinned	8.5
No. 150 Improved Dover, Hotel	15.0
No. 152 Improved Dover, Hotel T'd.	17.0
No. 200 Improved Dover, Tumbler	8.0
No. 202 Imp'd Dover, Tumbler T'd.	9.5
No. 800 Imp'd Dover Mammoth ₱ doz	2.0

Escutcheons

Wood.....25%

Farriers' Knives

	₱ Doz.
"Challenge"	$3.00
Popes	3.00
Wilkinson's, net	3.00
Wostenholm's	3.25

Faucets

Iron Petroleum.....70@70&10%
John Sommer's "Peerless," Tin Key....40%
"Boss," Tin Key.....50%
"Victor," Metal Key.....50&10
"Duplex," Metal Key.....60%
"I. X. L.," Corked Lined.....50%
"Reliable," Cork Lined.....50&10%
"O. K." Cork Lined.....50%
"Chicago," Cork Lined.....60%
"Perfection," Cedar.....40%
"No Brand," Cedar.....50%

SELF MEASURING—
Enterprise ₱ doz. $36.00.....40&10%
Lane's.....$40.10&2%

Files

DOMESTIC—
New list, Nov. 1, 1899:
American.....75&10@75&10&10%
Arcade.....75&10@75&10&10%
J. Barton Smith.....75&10@75&10&10%
Disston's.....75%
Disston's Superfine.....50%
Eagle.....75&10@75&10&10%
Great Western.....75&10@75&10&10%
Kearney & Foot.....75&10@75&10&10%
McClellan.....75&10@75&10&10%
Nicholson.....70&10@75&5%
Nicholson's X. F. Files.....40@40&10%
Royal.....80@80&10%

IMPORTED—
Stub's.....Stub's list, 80@33⅓

Filters

Acorn.....50%
Fulper's Natural Stone.....$3.50@$18.50
Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list.....60@60&10%
Kirby & Limerick, low list (50c. base)...10%

Fishing Tackle

	₱ Doz.
Bishop's,	
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:
Great American.....60&20%

Fruit, Wine & Jelly Presses

Enterprise.....20@25%

Fry Pans

Standard list.....75&10%

No.	1	2	3	4
₱ doz.	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8
₱ doz.	$6.00	$7.00	$8.00	$9.00

Gauges

Bemis & Call's Steel.....50%
Clapboard.....25&10%
Disston's Mortise.....70%
Marking Mortise, etc.....60%
Stanley's.....35%
Starrett's Surface, Center and Scratch.....25&10%,
Wire, Morses.....25%
Wire, P. S. & W., low list.....33⅓%

Gimlets

"Diamond" Gimlets, ₱ gro.....$4.00@$4.25
Double Cut.....40&10%50%
Metal Head.....50&10%
Wood Head.....50%

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40&10%

Glue Pots

See Hollow Ware.

Graters

Enterprise.....25@30%

Graphite, Lubricating

Dixon's Pure Flake:
632— 1 lb. cans.....20c. ea
633— 5 lb. screw top tin cans.....85c. ea
634— 10 lb. screw top tin cans.....$1.60 ea
644— 25 lb. boxes.....15c. lb
645— 50 lb. boxes.....14½c. lb
646—100 lb. kegs.....14c. lb
647—350 lb. barrels.....12c. lb

Grindstone Fixtures

Cronk's.....50%
Forest City.....30@30&10%
Sargent's Patent.....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....60&10%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₱ doz.....$6.50

Halters

Covert Mfg. Co.:
Jute Rope Halters.....50%
Sisal Rope.....30&10%
Web Halters.....85&5%

Hammers

HANDLED HAMMERS—
Cheney's:
Adze Eye and Plain.....40&10&10%
Blacksmiths and Riveting.....50&10%
Machinists and Engineers.....60&5%
Magnetic tack, Nos. 1, 2, 3, $1.25 $1.50 $1.75.....50%
Maydole's.....33⅓&5@40&10%
Sargent's new list.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....33⅓&7½%
Engineers and B. S. Hand.....50&12½%
Quaker City Hammers.....40&5%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS & SLEDGES—
Under 3 lb 50c lb.....80&10@85%
3 to 5 lb 40c lb.....80&10@85%
Over 5 lb 30c lb.....85%
Wilkinson's Smiths.....9½c@10c ₱ lb

Hammock Ropes

Covert Mfg. Co.:
Jute.....40&5%
Sisal.....20%

Hand Cultivators

Ulrich Mfg. Co.:
Osborne's, ₱ doz.....$15.00

Handles

WOOD—
Auger, assorted, ₱ gro.....$2.75
Auger, large, ₱ gro.....5.25
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 52½.....40%
Axe, Pick, etc.....60&5%@60&10%
Bliss Mfg. Co.:
Chisel, Brad Awl, File, Auger, Soldering Iron — 25@33⅓
Brad Awl, ₱ gro.....$1.75@$2.00
Chisel, Worcester, leather capped, ₱ doz. net.....$1.50
File, assorted, ₱ gro.....$1.40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro.....$2.25@$2.75
Hammer, Hatchet.....60&10%
Hoe, Rake and Fork.....45@50
Rollis Hdw. Co. Hafts, $9.00.....40&10%
"Simplicity" File Hdls, ₱ gro....$ .80&1.50
Saw and Plane.....40&10%50%
Shovel and Spade, Wood D Handle.....40%
Shovel and Spade, Long Handles..40.&5@ 50%

CROSS-CUT SAW HANDLES—
Atkins.....40&5%
Champion.....45@45&10%
Disston's.....50%

Hangers, Barn Door

Old Pattern.....60&10%
New England.....66⅔@70
Chicago Spring Butt Co.:
Friction.....25%
Oscillating.....25%
Big Twin.....25%
Lane's:
Covered.....60&2%
Hinge Pattern, net.....$6.08 ₱ doz.
Standard.....60&5%
Special, No. 25.....$2.50
" " 30.....3.90
" " 40.....5.00
" " 20.....6.25
Track for same, ₱ 100 ft. net.....3.75
Cronk's:
Nos. 1, 1½, 2 and 3.....60&10%
Nos. 11, 12.....70%
Nos. 22, 21½, 22.....60%
Nos. 32, 50.....60&20%
No. 44.....60%
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr..60.&10%
Myers' Stay-on.....60&5%
Wilcox's New Century.....50&10&10%

Hangers, Garment

Pullman's.....₱ gro. net $9.00

Hangers, Parlor Door, Etc

Lane's:
Standard.....net $3.20
Ball Bearing....." 4.15
No. 105....." 3.85
New Model....." 2.85
New Champion....." 2.25

Hardware Shelving

OAK CABINETS—
J. D. Warren Mfg. Co.:
No. B 438, 40 drawers, no partitions, run. ft., $3.60; net each.....$30.00
No. 1656, 58 drawers, no partitions, run. ft., $4.38; net each.....36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.62; net each.....54.28

OAK BASES—
No. 1700, open base with center shelf, run. ft., $1.85; net each.....15.40
No. 1702, open base with center shelf. run. ft., $2.25; net each.....18.75
No. 1708, with two adjustable center shelves, run. ft., $2.75; net each....22.92

NAIL BIN BASES—
No. 1732, 12 spaces, 150 lbs. each, run. ft., $2.71; net each.....22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each.....25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each.....30.68

Hasps and Staples

Cronk's.....50%
McKinney's "Perfect", $1.10 ₱ doz.....50%
Wrought.....90@90&10%
Wrought, Stanley.....80%
Wrought, Griffin.....80%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:
Myers Unloader, double steel track..$7.00
Myers Unloader, wood track.....7.00
Comb. Car, Double steel T.....7.00
Comb. Car, wood track.....7.00
Rev. Car, Double steel track.....7.00
Rev. Car, wood track.....7.00
Myers Unloader, cable.....7.00
Myers Unloader, single rail.....7.00
Sure Grip Sling Car, steel or wood track.....12.02
Dbl. Rail steel track, complete, ₱ ft.....
Single Rail steel track, complete, ₱ ft .20
D. H. Fork steel, regular, each.....1.80
Nellis Fork, each.....3.00
Double Grapple Fork, each.....7.00
Sprouts, Shear Fork, each.....1.50
Walker Fork, each.....2.50
Common 6 in. wood sheave pulley, Fig. 433, ₱ doz.....3.20
Faultless steel frame K. P. pulley, Fig. 435, ₱ doz.....4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 485, ₱ doz.....3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz.....4.80
Reed Wood Frame pulley with hook, Fig. 434, ₱ doz.....4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz.....3.50
Floor pulley, wood sheave, Fig. 486, ₱ doz.....4.50
Hanging Hooks for double steel track, ₱ doz.....1.40
Hanging Hooks for single steel track, ₱ doz.....1.40
Hanging Hooks for wood track, 10 in., ₱ doz.....1.00
16 in., ₱ doz.....1.30
Floor Hooks, ¾ in., ₱ doz.....1.40
Malleable Rafter brackets, ₱ doz.....70
Wrought Rafter brackets, ₱ doz.....70
Rope Hitch, ₱ doz.....3.20
Discount on above 50%

Hay and Straw Knives

Auburn Hay, com. and spear point..40&10%
Iwan's Hay, sickle edge, ₱ doz., net...$9.50
Iwan's Hay, imp. serrated, ₱ doz., net.10.00
Kohler's Hay, sickle edge, ₱ doz., net.10.00
Auburn Straw.....40&10%
Weymouth, pat.....65&5%
Wadsworth's.....40&5%

Hedge Trimmers

Wadsworth's:
No. 1, ₱ doz., net.....$8.00
No. 2, ₱ doz., net.....6.00

Hinges

WROUGHT IRON HINGES—
Screw Hook and Strap — 6 to 12 in., ₱ lb....3½c; 14 to 20 in., ₱ lb....3¾c; 22 to 36 in., ₱ lb....3c

STRAP AND T HINGES—
New list, Dec. 20, 1904:
Light Strap Hinges.....70%
Heavy Strap Hinges.....75&5%
Light T Hinges.....65%
Heavy T Hinges.....60%
Extra Heavy T Hinges.....70&10%
Hinge Hasps.....50%
Corrugated Heavy Strap.....70&5%
Corrugated Ex. Heavy T.....70&10%
Extra 10%

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SPRING HINGES—

Bommer Brothers:
- Bommer Spring Hinges 40%
- Bommer B. B. Floor Hinges 40%

Bardsley's Patent Checking 15%
Chicago Spring Butt Co.:
- Chicago Spring Butts 25%
- Triple End Spring Butts 50%
- Chicago Ball Bearing Floor Hinge 50%
- Garden City Fire Engine House Hinge 25%
- Chicago Saloon Door Hinge 25%

Columbian:
- Steel Hinges 60%
- Floor Hinges 60%
- American ..... 30&5%
- Gem 30%
- Oxford ..... 30&5%
- Acme, Steel 35%
- " Brass 25%

Niles Mfg. Co 30%
Superior:
- Floor Hinges 33⅓

GATE HINGES—

Clark's, Nos. 1, 2, 3 ..... 50&10@60&10%
N. E., ₱ doz., $7.20 ..... 60%
N. E., Reversible, ₱ doz., $5.20 ..... 60%
N. Y. State, ₱ doz., $4.20 ..... 60%
Western, ₱ doz., $4.20 ..... 60%

BLIND HINGES—

Parker ..... 70&10@70&10&10%
Sargent's, Nos. 1, 3, 5, 11, 13 ..... 75%
W. H. Co's., No. 2 Mortise Gravity 60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.20 ₱ doz. sets ..... 30&10%

Hitching Cords

Covert Mfg. Co ..... 45&2%
Hitchers Stall 35%

Hollow Ware

ENAMELED—

Lalance & Grosjean Mfg. Co. list Nov. 1, '01: Agate Nickel Steel Ware ..... 50&20%
Pearl Agate Ware ..... 50&20%
Blue and White Ware ..... 60&15%
All White Ware ..... 50&20%
Regal Steel Ware ..... 60&10%
Peerless Ware ..... 70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895 ..... 40&10%
Iron Clad:
- Peppered Ware, high list 70%
- Mottled Ware, high list 75%

STOVE HOLLOW WARE—

Blacklock:
- Ground ..... 55&60&10%
- Plain or Unground ..... 60&65&10%
- Country Ware ₱ 100 lbs. net ..... $2.75 & $3.00
- Enameled Ware ..... 50@55&10%

WHITE ENAMELED WARE—

Maslin Kettles 70%
Tinned Boilers and Saucepans 40%
Enameled 50%

GLUE POTS—

Tinned 35%
Enameled 40%

SILVER-PLATED HOLLOW WARE—

4 mo. or 5% cash in 30 days.

Hartford Silver Plate Co ..... 40&5%
Holmes & Edwards Silver Co ..... 40&15&5%
Meriden Brittania Co ..... 40&10%
Rogers & Brother ..... 40&5%
William Rogers Mfg. Co ..... 40&10%

Hooks

BUSH—

Jennings & Griffin's ..... 33⅓&5%
Wadsworths 60%

CAST IRON—

Ceiling, Sargent's list ..... 50&10@60%
Chandelier ..... 60@60@10%
Clothes Line, Sargent's list ..... 50&10&10%
Coat and Hat, Sargent's list ..... 50&10@60%
Coat and Hat, Stowell's 70%
Harness, Sargent's list ..... 50@50&10%
Lamp ..... 60@60@10%
Picture ..... 50&10%
Screw Hat ..... 60&10@70%
Wardrobe ..... 60&10@60&10@10&5

WROUGHT IRON AND STEEL—

Cotton, ₱ doz $1.35
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise 40%
Humason & Beckley, new list ..... 85&10%

WIRE—

Atlas, new list, single cases 75%
Ten case lots ..... 75&10%
Wire Coat and Hat, Acme ..... 60@60&10%
Wire Coat and Hat, Gem ..... 60&10%
Wire Ceiling, Gem ..... 60&10%

MISCELLANEOUS—

Belt ..... 80&10%
Covert Mfg. Co.:
- Safety Gate and Scuttle Hooks ..... 85&5%

Grass, Wadsworth's 60%
Gronk's, Grass, ₱ doz $3.00
Hooks and Eyes, Brass ..... 60&10&10%
Hooks and Eyes, Mal. Iron ..... 70&10%
Cotton, box and hay ..... 60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	1	
A. C.	25c	23c	23c	21c	21c	40&5%
American, all sizes, net						9½c
Nos.	6	7	8	9	10	
Anchor and New Haven	23c	21c	20c	19c	18c	40% @40&5
Nos.	6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K.	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	25c	23c	23c	24c	22c	40&10&5%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	25c	23c	23c	24c	23c	40&10@50%
Lyra, all sizes, net						9½c
Mand S	25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ₱ lb						12c
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
New Hutnam	19c	18c	17c	16c	15c	10&5%
Vulcan	28c	21c	20c	19c	18c	25&10%
Western, net						8½c

Horse Shoes

F. O. B. Pittsburgh:
Horse and mule, Iron, ₱ keg $4.00
Steel, ₱ keg 3.75

Horse Ties

Covert Mfg. Co.:
- Cotton 45%
- Hemp 45%
- Sisal 50%

..... 30 & 10 %

Hose, Rubber

Boston Belting Co.:
- "Boston" 50%
- Niagara 60%

N. J. Car Spring & Rubber Co.:
- Extra Para ..... 40&10%
- Reliable ..... 50&10%
- Staple ..... 60&10%

Standard ..... 70&10%

Hose Bands

Star Hydrant ..... 80&30%
Steam 70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross ..... $9.00 net
Crown ..... net
Gem Ice Shave ..... net
Sargent's Ice Awls 55%
Snell's 50%
Star ..... net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise, ... No. 33, ₱ doz. $6.00 25@30%
No. 34, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain ..... 20@25%

Knives

Kimball's:
- Bread Knives, ₱ doz. $1.50 ..... 20%
- Butcher Knives 25%
- Shoe Knives 25%

Cronk's Chopping 33⅓%
Dunlap Kitchen and bread Knives 25%
Foster Bros., butcher, &c 30%
Cable and Pocket, see Cutlery.
Wilson's Butcher Knives ..... net

Knives, Hay and Straw

Wadsworth ..... 40&10%

Knife Sharpeners

Pike's: 40%
- Nat. Grit Carving Knife Hones ₱ doz $3.00
- Solid Stone Carving Knife Hones ₱ doz $2.50
- Quick Edge Pocket Knife Hones ₱ doz $3.00
- Mounted Kitchen Sandstone ₱ doz $1.50

Knobs

Bardsley's wood, door, shutter and base ..... 10&15%
Base, rubber tip, 2½ in bead, ₱ gro ..... $1.15@$1.25
Door Mineral ..... 65@70c
Door Por. Jap'd ..... 70@75
Door Por. Nickel ..... $2.10@$2.20

Lanterns

C. T. Ham, Class A, B, C and D ..... 40&10%

Latches

₱ Doz.
Cronk's barn door, net $2.00
Lane's Barn Door ..... 40&10%

Lawn Mowers

Champion ..... 75&10%
Clipper Improved ..... 50&10&10&5%
Enterprise ..... 40&10%
Genuine Philadelphia Mowers:

Styles	M, S, C, K, T	A (all steel)	E, low wheel	E, high wheel	Drexel, low list	Gold Coins, low list
	70&10%	60&10%	60&10%	70&10&5%	40&10%	40&10%

New Departure, high wheel ..... 70&10%
New Departure, low wheel 75%
Pennsylvania ..... 60&10

Lawn Sprinklers

Enterprise ..... 25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

Nos.	1	2	3
Per Dozen	$12.00	$15.00	$24.00

30%

Kohler's:
- Daisy, net, ₱ doz $7.50
- Mystic 6.00
- Rainmaker 4.80
- Dew Drop 1.20

Lawn Swings Easy

Ulrich Mfg. Co., ₱ doz $75.00

Leads

Covert Mfg. Co.:
- Cotton 45%
- Hemp 45%
- Jute 50%
- Sisal ..... 30&10%

Lead Pipe, Etc

₱ Lb.
Bar Lead ..... 5½@6c
Block Tin Pipe ..... 35@37½%
Lead Pipe, full lenghts ..... 5 to 5¾
Lead Pipe, tin lined 12½c
Sheet Lead, full rolls 6½c

Lemon Squeezers

Berger Bros., ₱ doz. 8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Flush, ₱ doz $9.60
Little Giant ..... 50@50&5%
Porc. lined, Iron, ₱ doz $1.75
Porc. lined, Wood, ₱ doz $1.25
Wood, common, ₱ gro. ..... No. 0, $5.25 @$5.50; No. 1, $5.25@$6.50

Levels

C. E. Jennings & Co's.:
- Hexagon ..... 25&10%
- Iron Bench, new design ..... 25&10%

Hollis Hardware Co.:
- Adj. Steel 7 in., $24.00 ..... 40%
- 12 in., $27.00 ..... 40%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish 40%
Cotton Chalk, 20 feet ..... 40&10%
Cotton Trot 20%
Samson Cot., Nos. 4, $2.90; 4½, $2.75 ..... 20%
Silver Lake braided, ₱ gro., Nos. 0, $6.00; 1, $6.50; 2, $7.00; 3, $7.50 ..... 20%
Wire Clothes:

	18	19	20
1000 feet	$2.30	$2.00	$1.65
75 feet	1.80	1.70	1.30

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co 40%
R. & E. Mfg. Co 40%
Reading Hardware Co ..... 40&10%
Sargent & Co ..... 40&10%

CABINET—

Eagle Lock Co 33⅓%
Corbin 33⅓%
Yale 33⅓%

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00 ..... 40%
Ames Sword Co 40%
Brown's brass 25%
Brown's chain 25%
Champion 40%
Eagle 40%
Slaymaker's:
- General line ..... 35&10%
- Scandinavian 90%
- " steel keys 50%

Smith & Egge bicycle 50%
Wrought Iron ..... 75&10@80%
Yale Lock Co 60%

TRUNK—

Corbin's ..... 25&10%
Eagle 40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory ..... 45@5&50%
Lignumvitæ ..... 45@5&50%
Bliss:
- Carpenters, Tinners, Box, Carvers 33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden 33⅓%
Regular Goods ..... 70&10%@75%

Meat Cutters

American 30%

Nos.	1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$80

Dixon's, ₱ doz ..... 30&10@40%

Nos.	1	2	3	4
Each	$14	$17	$19	$30

Enterprise ..... 25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.75	$6	$4.50	$6

Little Giant ..... 33⅓@40%

Nos.	305	310	312	320	322
Each	$35	$43	$44	$72	$63

Woodruff's, ₱ doz ..... 30&1@40%

Nos.	100	150
Each	$15	$18

Beef Shavers (Enterprise) ..... 25@30%

Meat Juice Extractors

Enterprise ..... 25&30%

Metals, Anti-Friction

	₱ Lb
Magnolia Metal Co.:	
Defender	18c
Cosmic	10c
Magnolia, Anti-Friction	25c
Mystic	15c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00 ..... 40%
Sargent's ..... 60@60&10%

Mitre Boxes

C. E. Jennings & Co ..... 30&10%
Seavey's, ₱ doz., $30 ..... 40%
Stanley Rule and Level Co.:
- Nos. 340 to 460 ..... 30%
- Nos. 50 and 60 ..... 35%

Motors

COFFEE MILL—

Specialty Novelty Co., each $5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Assn list, July, 1899 ..... 90, 90&10%

PICTURE—

Niles' Patent 40%
Porcelain head, combination list ..... 60&10%
Porcelain head, Sargent's list 60%

Nail Nippers

"Gem," ½ gross lots, ₱ gross $31.00
" less quantity, ₱ dozen 2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net $7.50
Black Hawk, ₱ dozen 9.00
Cyclops ..... 50&10%@50%
Cronk's, ₱ dozen, net $12.00
Eureka, No. 74, ₱ doz., net $8.50
Eureka, No. 75, ₱ doz., net $9.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00 ..... 30&5%
Lightning, ₱ doz., $18.00 ..... 20%
Morris No. 1, list $20.00 ..... 50%
National, ₱ doz., $34.00 ..... 10%
Pelican, ₱ doz., $ 9.00 ..... 40@40&10%
Rollis Hardware Co., No. 1, $18.00 ..... 50&10%

Nail Sets

₱ Gro
Hunters, Cup Point, knurled $10.00
Hunters, Cup Point, plain 9.00
Octagon ..... 4.00@4.75
Round, assorted ..... 3.00@3.25
Square ..... 4.00@4.25
Snell's:
- Octagon, ₱ gro $5.25
- Corrugated 6.75
- Knurled ..... 6.75@7.50

Nippers

Acme 50%
Smith's cutting 50%
Todd's cutting 50%

Nut Crackers

₱ Gro
Acme, Japanned, $30.00 ..... 40%
Acme, Nickel Plated, $3.00 ..... 20%

Nuts

Cold Punched:

Mfrs. or U. S. Standard.	Off List
Square, blank	$5.00
Hexagon, blank	5.50
Square, blank, C. T. & R	5.20
Hexagon, blank, C. T. & R	5.90

Hot Pressed:

Mfrs. U. S. or Nar. Guage Standard	
Square, blank	5.50
Hexagon, blank	5.90
Square, tapped	5.40
Hexagon, tapped	5.80

Oils

Linseed, city, raw, in barrels, ₱ gal 54c
Linseed, city, boiled, in barrels, ₱ gal 56c
Out of town on spot, ₱ gal 53c
Calcutta, raw, in barrels, ₱ gal 60c
Lard, prime city, ₱ gal ..... 56@58c
Lard, Extra, No. 1 ..... 48@49c
Lard, No. 2 ..... 36@38c

Oilers

Brass and copper ..... 50&10
Tin or steel ..... 65&10
Cushman & Denison's: ₱ Doz
- Gem ..... $ .50
- Leader ..... .50
- Perfect oilers 1.50
- Star pocket oilers ..... .75

"Paragon," brass ..... 45@50%
"Paragon," zinc ..... 60&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust ..... 70@70&10%
Zinc and tin ..... 65@65&10%
American Tube & Stamping Co.:
- Spring bottom cans ..... 70@70&10%
- Railroad oilers, etc ..... 60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes': 40%
- Hindostan, large axe ..... 8c ₱ lb
- " small " ..... 10c " "
- Queer Creek Axe ..... 20c " "

OIL STONES—

Pikes': 33⅓%
- Lily White Washita ..... 60c ₱ lb
- Rosy Red " ..... 60c " "
- Extra " ..... 50c " "
- No. 1 " ..... 40c " "
- No. 2 " ..... 30c " "
- Lily White " round edge slips ..... 20c " "
- No. 1 Washita, round edge slips ..... 70c " "
- Washita Pen Knife pieces ..... 70c " "
- No. 1 Hard Arkansas stone 3 to 5½ in. long ..... $2.80 " "
- No. 1 Hard Arkansas stone 5½ to 8 in. long ..... $3.50 " "
- No. 1 Soft Arkansas stone 3 to 5½ in. long ..... $1.50 " "
- No. 1 Soft Arkansas stone 5½ to 8 in. long ..... $1.70 " "
- Soft Arkansas, round edge slips ..... $2.50 " "
- Hard Arkansas, round edge slips ..... $4.00 " "
- Hard Arkansas Pocket Knife pieces ..... $4.00 " "

Pikes':
Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes 40%
India Oilstones, all grades and sizes 33⅓%
Queer Creek Oilstones ..... 20c ₱ lb
Chocolate Oilstones ..... 50c " "
Regular Hindostan ..... 8c " "
Small Hindostan ..... 10c " "
} 40%

Packing, Steam

RUBBER—

Boston Belting Co.:
- Phoenix, net ₱ lb 50c
- Plumbago 50%

Pure Packing, "Excelsior" 50%
Extra 60%

MISCELLANEOUS— ₱ Lb

American Packing ..... 8c@10c
Cotton Packing ..... 16c@25c
Italian Packing ..... 9½c@12c
Jute ..... 4½c@5c
Russian Packing ..... 8½c@11c

Padlocks

See Locks.

Parers

APPLE—

Advance	₱ doz	$ 4.00
Baldwin	" "	4.00
Bonanza Improved	each	6.50
Daisy	₱ doz	4.00
Dandy	each	7.50
Eureka Improved	"	20.00
Family Bay State	₱ doz	15.00
Improved Bay State	" "	88.00
Little Star	" "	5.00
New Lightning	" "	7.00
Reading, 72	" "	3.25
Reading, 78	" "	6.25
Rocking Table	" "	6.30
Turntable, '98	" "	6.00
White Mountain	" "	5.00

POTATO— ₱ Doz

- Saratoga $7.00
- White Mountain 6.00

Pencils

Dixon's:	₱ Gro
Carpenter's	$2.17@8.75
Carpenter's, blue or red lead	4.00@7.50
Office	1.87@7.50
Lumber	6.87
Colored lumber	9.00
Black artists	9.37
Colored	4.38@7.50
Assortment boxes	1.31@2.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 28, 1899 ..... 70&10@75

Pipe Hangers, Conductor

Iwan's, Perfection wire 50

Planes and Plane Irons

WOOD PLANES—

- Bailey (Stanley R. & L. Co.) 40%
- Bench, first quality ..... 40&10%
- Bench, second quality ..... 50&10%
- C. E. Jennings & Co ..... 50&10
- Molding ..... 33⅓&5

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IRON PLANES—
C. E. Jennings & Co., iron....50&10%
Sargent's....60@60&10%
Standard Tool Co....50@60&5%
Stanley Rule & Level Co.:
Bailey's....40%
Miscellaneous....35%

PLANE IRONS—
Buck Bros....80%
Butcher's....$5.00@5.25 to £
C. E. Jennings & Co....16⅔&10%
Stanley R. & L. Co....35%
L. & I. J. White....20&5@29%

Pliers and Nippers

Button....79&10@75%
Cronk & Carrier:
Pliers.
No. 1....60&10%
" 20, net....$9.00
" 40....75%
" 50....80%
" 65....40%
" 70....50%
" 80....40%
" 85....40%
Wm. Johnson's Gas Pliers....60⅔%
Smith's Side Cutting....25%

Plow Bolts

See Bolts.

Plumb Bobs

Keuffel & Esser Co....33⅓%

Plumbs and Levels

Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's....70%
Machinists'....25%

Pocket Levels

Stanley's....45%
Duplex....35%

Poachers

See Egg Poachers.

Police Goods

Tower & Lyons....25%

Polish Metal

Presoline Liquid, new list....40%
Prestoline Paste....40@40&10%
U. S. Metal Polish Paste, 3 oz boxes, ₱ doz....$ .50
₱ gross....4.00
¼ pound boxes, ₱ dozen....1.25
1 pound boxes, ₱ dozen....2.95
U. S. Liquid, 8 oz cans, ₱ dozen....1.25
₱ gross....12.00
Barkeeper's Friend Metal Polish ₱ dozen....1.75
₱ gross....18.00

Polish, Stove

Black Eagle benzine paste, 5 lb cans, ₱ lb....10c
Black Eagle, liquid, 10 oz. cans, ₱ doz....75c
Black Jack paste, ¼ lb cans, ₱ gross....9.00
Black Kid paste, 5 lb can, each....65c
Ladd's Black Beauty, ₱ gross, $10.00....50%
Joseph Dixon's, ₱ gross, $5.75....10%
Dixon's Plumbago, ₱ lb....8c
Fireside, ₱ gross....2.50
Gem, ₱ gross., $4.50....10%
Japanese, ₱ gross....3.50
Jet black, per gross....3.50
Peerless Iron enamel, 10 oz. cans ₱ doz....1.50
Wynn's:
Black silk, 5 lb. pail, each....70c
Black silk, ¼ lb. box, ₱ doz....1.00
Black silk, 5 oz box, ₱ doz....75c
Black silk, ½ pint liquid, ₱ doz....1.00

Poppers, Corn

Square.	₱ Doz	₱ Gro
1 qt....		$ 9.00
1¼ qt....		11.00
2 qt....		13.50

Post Hole Diggers

Disston's Samson Digger, ₱ doz. $34....25%
Kohler's:
Little Giant.... ₱ doz., net $12.00
Hercules.... " " 9.50
Invincible.... " " 9.00
Pioneer.... " " 7.20
Universal.... " " 13.00
New Champion.... " " 5.50
Rival.... " " 7.50
Ryan's....₱ doz., $20.00....25%
Iwan's:
₱ Doz
Split handle....net $7.00
Perfection...." 8.00
Rockford Tack & Nail Co.:
Rockford brand....₱ doz.," 6.50
Atlas pattern...." " " 7.50

Post Hole Augers

Iwan's Patent improved....40&5%
Perfection....₱ doz., net $8.25
Split handle...." " 7.50
Vaughan's, 4 to 9 in...." " 6.00

Potato Hooks, Etc

Hoe Down Hooks....75&10&2%
Hop Hooks....60&10&2½%
Potato Hooks....70

Powder

See Ammunition.

Presses

See Fruit and Jelly Presses.

Primers

See Ammunition.

Pruning Hooks and Shears

Cronk's Pruning Shears, all styles....33⅓%
Disston's Combined Pruning Hook and Saw, ₱ doz., $18.00....25@25&10%
Disston's Pruning Hook, ₱ doz., $12.00....25@25&10%
Smith's:
Pruning Shears....60&10%
Rockdale Pruners....33⅓%
Standard Tree Pruners....75%
E. S. Lee & Co's. Pruning Tools....40%
P. S. & W. Co's. Shears....40%
Waters' Tree Pruners....75&10%

Pulleys

Awning....60@60&10%
Axle....50&10@60%
Brass screw....45&10%
Ceiling....50@10&10%
Clothes line, Japanned....60%
Common Sense....60%
Dumb Waiter....60@60&10%
Empire Sash Pulley....60%
Fox all steel....50%
"Grand Rapids," all steel....50%
Hay Fork, swivel eve., ₱ doz., 4 in., $3.75; 6 in., $5.00....55%
Hay Fork, Hartz, 4¼ in., ₱ doz., $6.00....50&10%
Hay Fork, 5 in., solid, $5.70....50%
Hot House....50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₱ doz., $12.00....40%
Side, Anti-Friction....60%
Shade rack....45%
Upright....50&10@50&10&10%

Pumps

Cistern, best grades....60@60&10%
Pitcher Spout, best grades....75@80%
Power Pumps, Myers'....50%
Spray Pumps, Myers....50&10%
Spray Pumps, Kohler's:
Daisy, net ₱ doz....$ 7.50
Mechanical, net ₱ doz....7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 328, 3 in. Shallow Well Pump....18.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump....15.00
No. 5, Fig. 307, 3 in. Deep Well Pump....15.00
No. 6¼, Fig. 307, 3½ in. Deep Well Pump....17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump....15.00
No. 32, Fig. 522, 3 in. Deep Well Pump....17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump....14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump....17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump....15.00
No. 72, Fig. 333, 3 in. Deep Well Pump....15.00
No. 102, Fig. 448, 3 in. Lift Pump....9.00
No. 108, Fig. 448, 3½ in. Lift Pump....11.00
No. 128, Fig. 510, 3 in. Lift Pump....7.00
No. 131, Fig. 510, 3½ in. Lift Pump....8.50
No. 225, Fig. 389, Windmill Pump....12.50
No. 235, Fig. 403, Windmill Pump....16.00
No. 240, Fig. 406, Regulator Pump....28.00
No. 302, Fig. 477, Spray Pump, complete....11.50
No. 330, Fig. 547, Knapsack Spray Pump....10.00
Discount 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump, net....5.00
No. 320, Fig. 492, Bucket Spray Pump, net....2.00

Punches

Bemis & Call Co's.:
Cast Steel Drive....50%
Morrill's....50%
Niagara Hollow....45%
Niagara Solid....55%
Saddlers' or Drive, good....60@65%
Snells' Tinners'....40&5%

Rail

Barn Door, Light, Inches...	¼	⅝	¾
₱ 100 feet	$1.40	1.95	2.60

Barn Door, "None Better" No. 1, ₱ ft....3½c
Barn Door, "None Better" No. 2, ₱ ft....4c
B. D. for N. E. Hangers:
Angular, ₱ ft., 6c....70%
Double Flange, ₱ ft., 8c....70%
Cronk's:
₱ Ft
O. N. T. style, No. 13....2¾c
Double braced....3c
Lane's:
O. N. T. 1 in., ₱ 100 ft., net....$3.75
O. N. T. 1¼ in., net....4.00
O. N. T. 1¾ in., net....4.00
Hinge Hanger, 1 in., ₱ 100 ft....3.50
" " 1¼ " " " " 3.98
Stowell's Wrought steel....25%
Sliding Door, Bronzed Wrought iron, ₱ ft....6¼c
Sliding Door, Steel, Brass Plated, ₱ ft....5¼c
Sliding Door, Wrought brass, 1⅜ in ₱ lb. 36c....25@30%
Victor Track Rail, 7c ₱ ft....60&10&2½%

Rakes, Etc

Cronk's:
Malleable....70%
New Champion....75%
Victor....80%
Anti-Clog Lawn....75%
Never Break Garden....75&10;
Queen City Lawn....40%
Kohler's:

	Net
Lawn Queen, 20	$3.45
" " 24	3.60
Jumbo Lawn, 36	5.25
Paragon (wood head)	2.75
Steel Garden, 10th	2.24
" " 12th	2.40
" " 14th	2.64
" " 16th	2.88

Rasps, Horse

Disston's....75%
New Nicholson Horse Rasp....70&10&75&5%
See also Files.

Razors

Electric	List	Net
Boracic		60%
Fox		50%
J. R. Torrey Razor Co		20%
Wostenholm & Butcher, $10.00 to £		10%

Razor Hones

Belgian German and Swaty, all sizes....50%

Registers and Ventilators

HOT AIR—
New list, July 1, 1903:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated....70&10%
White Porcelain....60%
Solid Brass and Bronze Metal....50%

Revolving Chimney Tops

Iwans' Volcano....50&5%

Rifle Cleaners

Bishops':
Small Bore Rifle Cleaner, ₱ doz....$8.00

Rings

See Bull and Hog Rings.

Rivets and Burrs

COPPER—
Belt with Burrs....50&10@50&10&5%
Hose with Burrs....50&10@50&10&5%

IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners....75%&5%
Miscellaneous....75%&5%

Rivet Sets

Regular list....70%

Rollers, Stay

Cronk's:

Nos	50	55	56	60	65
₱ Dozen	$1.00	.60c	.75c	.75c	.90c

Rope

Cotton Rope:	₱ Lb
Best ¼ in. and larger	16½c
Medium	14½c
¼ in. and larger	
Common	10½c

Jute Rope:
A grade....6c
C grade....5½c
Manilla Pure:
7-16 in. and larger....12c
⅜ in....12½c
¼ and 5-16....13c
Sisal, Pure:
7-16 in. and larger....10c
⅜ in....10½c
¼ and 5-16 in....11c

Root Cutters

Lane's....25%

Rules

Athol, Steel....33⅓%
Boxwood....60&10@60&10&10%
Ivory....35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood....35&10%
" steel....33⅓&10%
Lufkin's:
steel....50&10%
Lumber....60%
Miscellaneous, Stanley's....60%

Sad Irons

DOVER ASBESTOS—
Polishing....50%
Pressing....50%
Laundry....45%
Sleeve....50%
Tourist....50%
Toy....50%
Blacklock:
Plain black in cases, ₱ 100 lbs....$2.75
Bronze finished in cases, ₱ 100 lbs....3.15
Aluminum finish, in cases, ₱ 100 lbs. 2.95
Full nickel, in cases, ₱ 100 lbs....3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa....20&5&5%

Safety Fuse

See Fuse.

Safety Lifts

Burr Mfg. Co., steel....70&10%

Sand and Emery Paper and Cloth

Baeder, Adamson & Co's. list:
Emery cloth....50&10@60%
Garnet paper....25%
Flint and emery paper....50&10@60%

Sash Balances

Caldwell Mfg. Co....50%
Pullman....50&10@60%
Victor bronze....75%
Victor steel....70%

Sash Chain

Competition....50&10%
Giant....40%
Monarch B. C. Co....70%
Pullman bronze....70%
Pullman cop steel....70&10&10%
Royal metal....65&5%
Steel B. C. Co....70&10%
Steel, copperplated....70%
Victor bronze....70%
Victor steel....75%

Sash Cord & Weight Fastener

Ives....40%

Sash Cord

Cable Laid Italian, ₱ lb....16@18c
Cable Laid Russia, ₱ lb....15c
Common India, ₱ lb....10@10½c
Patent Russia, ₱ lb....14c
Patent India, ₱ lb....12½@18c
Silver Lake:
A Quality, drab, ₱ lb....40c
A Quality, white, ₱ lb....35c
B Quality, drab, ₱ lb....35c
B Quality, white, ₱ lb....30c

Sash Fasteners

Imperial....33⅓%
Sash rollers....70%
Ives casement fasteners....40%
Champion....50%
Monitor, steel....25%
Shutter sheaves....60%
Window screen sash lifts....62%

Sash Locks

Champion meeting rail....50%
Champion side....60%
Ives' patent:
Bronze and Brass....62½
Crescent....50&10,
Iron....62½
Window ventilating....60%
Robinson pat. ventilating sash lock....40%
Wrought bronze and brass....55%
Wrought steel....55%
Payson's signal....80%
Pullman patent ventilating....25%

Sash Weights

Ton lots at factory (Eastern)....$25.00

Sausage Stuffers or Fillers

Enterprise Mfg. Co....25@25&7½%
National Specialty Mfg. Co....30%

Saws

Atkins:
Band to 14 in. wide....30%
Band ⅛ to 8-16 in. wide....50%
Butcher....40&10%
Pruning and Compass....40%
Circular....50%
Cross Cut....35&5%
Gang....50%
Hand, Panel and rip....40%
Wood....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws....25%
Disston's:
Circular, solid and inserted tooth....50%
Band 8 in. to 16 in. wide....60%
Band ⅛ in. to 1¼ in....60%
Cross cuts....50%
Narrow cross cuts....55%
Mulay, mill and drag....50%
Framed wood saws....35%
Wood saw blades....35%
Wood saw rods....35%
Hand saws, Nos. 12, 99, 9, 16, D100, D88, 120, 76, 77, 8....22½
Hand saws, Nos. 7, 107, 107½, 8, 1, 0, 00, combination....30%
Compass, keyhole, pruning, dovetail, &c....25%
Butcher saws and blades....35%
C. E. Jennings & Co's.:
Butcher....30&10%
Hand Panel, rip & other saws....20&2½&10%
Peace:
Cross cuts....50%
Hand panel and rip....30%
Richardson:
Circular and mill....50%
X cuts....50%
Hand saws....30%
Star, Butcher....25%

HACK SAWS AND FRAMES—
Chatillon....30%
Diamond Saw & Stamping Works:
Sterling hack and saw blades....35%
Sterling hack saw frames....20%
Disston's:
Concave blades....25%
Keystone flex. back and mach. blades 40%
Hack saw frames....30%
Griffin's:
Complete....40&10%
Saw blades....35&5&10%
Star, saws and blades....22½

Saw Filer

Disston's D8 Clamp and Guide, $30.00 ₱ doz....30%

Saw Frames

C. E. Jennings & Co....20%
Richardson's Wood....net

Saw Sets

Atkins,
Criterion saw sets, ₱ doz....$6.00
Exclsior saw tools, " " 6.00
Disston's Monarch, Nos. 1 & 10 & Star....30%
Hart's patent lever....20%
Kohler's:
"Giant Royal," ₱ doz. net....$3.50
"Royal," ₱ doz. net....5.00
Morrill's:
Nos. 1, $15.00; 10, $15.63; 11, $15.63....50%
Cross cuts, Nos. 3 & 4, $20.83; 5, $30.00..50%
Richardson's....25%
Seymour Smith & Son, hammer, ₱ doz. $4.75
Stillman's, ₱ doz....1.00
Taintor's Positive, $18.00 ₱ doz....60%

Scales

Chatillon's:
Eureka....40%
Favorite....40%
Grocers' triple scales....50%
Family, Turnbull's....30@30&10%
Hatch:
Counter....40%
Tea....40%
Union Platform, plain....$1.80@$2.00
Striped....$2.00@$2.20
Pelouze....50%

Scale Beams

Chatillon's No. 1....30%
Chatillon's No. 2....40%

Scrapers, &c

Adj. Box scrapers (S. R. & L. Co.) $6.00...45%
Box, 1 handle, ₱ doz....$2.00
Box, 2 handle, ₱ doz....$3.00@$4.00
Foot....55&5@60&5%
Ship, Common, ₱ doz., net....$2.40
Ship, R. I. Tool Co....10%

SIDEWALK—
Kohler's steel No. 7, ₱ doz....$2.50

Screens

DOOR—

Phillips.	₱ Doz
Style E, ⅛ in	$10.00
Style O77, ⅛ in	7.50
Style X Y, ⅛ in	10.50

WINDOW AND FRAMES—
Phillips:
Flyer pattern....60&10@60&10&5%
Air Line pattern....60&10%
Perfection....60&10@60&10&5%
Screen frames....70&5@60&10%

Screw Drivers

Brace Screw drivers....35&10&5%
Buck Bros....30%
Screw Driver Bits....27½
Champion....40%
Disston's Flat Blade, electric, telegraph and cabinet makers....70%
Electric spiral, No. 01, ₱ doz., net....$3.00
Electric spiral, No. 02, " " " " 5.00
Ellrich's socket and ratchet....40&10%
Fray's hollow hdle sets, No. 3, $12.00....50%
C. E. Jennings & Co., No. 285....40&10%
Jennings & Griffin....66⅔%
Sargent & Co's.:
No. 1 forged blade....50&10@50&10&5%
Nos. 20 and 40....66⅔%
Screw Driver bits (Snell's) ₱ doz....60c
Stanley R. & L. Co's.:
No. 64, varnished handles....60&10%
No. 86....70&10%
Victor....55%
Defiancio....70%
Snell's No. 5....75%
No. 10....80%
Nos. 20 and 30....70%
Tower & Lyon:
Champion....40%
Magazine....35%
Machinists'....40%
Belsley's patent....33⅓%

Screws

WOOD SCREWS—
List July 22, 1903.
Drive screws, diamond point....87½&10%
Iron, bright flat head....87½&10%
Iron, bright round and oval head....85&10%
Brass, flat head....85&10%
Brass, round head....80&10%
Bronze, flat head....77½&10%
Bronze, round head....75&10%
Nickel Plated, iron flat head....77½&10%
Nickel Plated, iron round head....77½&10%

MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head...50@50&10%

COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '99....75&12½%
Hand Rail....70&10@75%
Lag screws, list Oct. 1, 1890.
Cone Point....75&1

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BENCH, HAND, ETC—

Bench, iron, ₱ doz.....1 in., $2.50@$2.75
1¼, $3.00@$3.25; 1½, $3.50@$3.75
Bench, wood, beech.....30@30&5%
Hand, wood.....30@30&5%
Jack Screws, Miller's Falls, roller bearing.....50&10%
Jack Screws, Miller's Falls, without roller bearing.....40&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes

	₱ Doz
Wadsworth's:	
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, grain; weed and bush	40%

Scythe Rifles

2-Coat, ₱ gro., $10.00	40%
4-Coat, ₱ gro., $12.00	

Scythe Stones

	₱ Gro	
No. 1, Indian Pond	$ 7.00	40%
No. 2, " "	4.50	
White Mountain	9.00	
Black Diamond	12.00	
Lamoille	11.00	
Green Mountains	6.00	
Leader Red End	4.50	
Willoughby Lake	9.00	
Extra Quinnebog	7.00	
Pike's Corundum	24.00	
" Emery	15.00	

Seeders

Raisin, Enterprise.....25@30%

Shears

Acme (cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....63⅓%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
Straight Trimmers, etc.60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge

Wm. Wilkinson & Sons.....50%

Sheaves

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%

SLIDING SHUTTER—

Sargent's list.....70%

Shells

See Ammunition.

Ship Tools

L. & I. J. White.....25%

Shot

See Ammunition.

Shovels and Spades

Association List, Nov. 15.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars

Ives'.....45%

Shutter Bolts

See Bolts, Shutter.

Sifters, Flour

Hunter's Genuine, ₱ gross....$10.50@$11.50

Skate Sharpeners

Eureka.....₱ doz., $1.75; ₱ gro., $18.00

Slaters' Tools

Plumbs.....30%

Slaw and Kraut Cutters

Disston's:
Slaw, vegetable, corn grater, turnip shredder.....40%
Kraut cutters, 24x7, 26x8, 30x9.....55
Kraut cutters, 26x12, 40x12.....40%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 knife, ₱ gro.....$18.@$20.00
2 knives, ₱ gro.....$22.50@$30.00
Kraut cutters.....40%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers

See Hammers.

Slicers

Vegetable, Enterprise.....25%

Smiths' Bellows

See Bellows.

Snaps, Harness, &c

German, new list.....40@40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast strap, bkle snaps.....45%
Yankee Breast strap, bkle snaps.....17½%
Breast strap protector.....45&2%
Double for bits or trace carrier.....45%
Trojan snaps.....45%
High grade snaps.....45%
Jockey snaps.....35%
Derby snaps.....30&2%
Rope snaps.....35&5%
Yankee snaps.....30&2%

Scythe Snaths

National Snath Co.....45@50%
Grain cradles.....40&12½%

Spoke Shaves

Bailey's (Stanley R. & L. Co.).....50&10%
Razor Edge.....35%
Iron, ₱ doz.....50&10%
Miller's Falls.....15&10%
Seymour Smith & Sons, iron.....20%
Wm. Johnson's:
Wood, best.....30%
Wood, second quality.....33⅓%

Spoons and Forks

Boardman's:
Nickel silver, catalogue "D".....net list

SILVER PLATED FLAT WARE—

L. Boardman & Son, cat'lge "D" net list
International Silver Co.:
"1847".....40&10%
"Anchor".....60%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....40&10%
Holmes & Edwards.....50&10%
Germau silver, unplated.....60@60&5%

KNIVES AND FORKS, NO. 12—

₱ Doz. Net
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....3.00

Springs

See Door Springs.

Spring Balances

See Balances.

Spring Hinges

See Hinges.

Squares

Disston's Try sq're & T bevels, new list..70%
Try square and T bevel.....60&10&1@70%
Winterbottom's Try and Mitre:
Iron Handle.....40%
Wood Handle.....50%
Nickel-pl'ted, new list, Jan. 5, '00.70&10&10%
Steel and iron.....70&10&10%

Staples

Barbed blind, ⅛, ⅜, & ¾ in., ₱ lb.....6½c

FENCE—

Same price as Barb Wire, see trade report.

Stay Rollers

Cronk's, No. 50, net ₱ doz.....$1.00
" " 55 " " " 60c
" " 56 " " " 84c
" " 60 " " " 84c
" " 65 " " " 80c
Lane's, Nos. 1, 2 and 3.....40%

Steels

Chatillon's "Dicks".....30%

Stocks and Dies

BICYCLE—

Holroyd & Co.....40&10%

BLACKSMITH'S—

Butterfield's.....35&40%
Gardner.....33⅓10%
Holroyd & Co.....50&10&5%
Holroyd's R'd Adj. screw plates.....50%
Reece's new screw plates.....25%
Lightning screw plate.....25%

PIPE MAKERS—

Holroyd & Co.....80&10%@80&10%

Stones

See Oilstones.

Stops

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders

Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts

See Bolts.

Stove Polish

See Polish, Stove.

Sweepers

See Carpet Sweepers.

Tackle Blocks

See Blocks.

Tacks, Brad, &c

List January 15, 1899.
American cut tacks.....90&25%
S. S. cut tacks.....90&30&5%
Carpet Tacks:
American blued.....90&25&5%
American tinned.....90&25&5%
Swedes Iron Tacks:
S. S.....90&30&10&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10&5%
Gimp Tacks:
S. S.....90&45&5%
Hungarian Nails, steel.....80&30&5%
Lace Tacks:
S. S.....90&45&10%
Looking Glass Tacks.....65&5%
Trimmers' Tacks:
S. S.....90&30&10&5
Trunk and Clout Nails:
Steel, black.....80&10%
Steel, tinned.....80&10%
Upholsterer's Tacks:
S. S.....90&40&5%

MISCELLANEOUS—

Double Point, in dozens.....90&8tens
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers

Columbia, No. 1, ₱ doz., net.....$5.00
" " 2, " " 1.00
Little Jack, ₱ doz., net..... 1.00

Tapes, Measuring

Eddy's:
American Asses' skin.....40&10@50%
Leather Case.....25@25&10%
Star steel.....40@40&10%
Steel.....30&5@35%
Chestermans.....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin.....40&10@50%
"Favorite" Buck & Leather.25&5@25&10%
Metallic steel, lower list.....35@35&5%
Pocket.....35@35&10%
Lufkin's steel and metallic.....30@33⅓%

Tap Borers

See Borers, Tap.

Taps

American Screw Co.:
Machine screw.....70%
Holroyd & Co's.:
Blacksmiths.....60&10%
Machine screw.....75&10@80%
Machinists's Hand:
1-16 to 1¼ in. inc.....65&10%
1⅜ to 2 in.....50&10&5%
2⅛ to 3 in. inc.....33⅓10%
3⅛ to 4 in. inc.....20%
Pipe, ⅛ to 1¼ in.....30&20%
Pipe, 2 to 3 in.....30&15%
Pipe, 3½ and 4 in.....66⅔&15%

Tap Wrench

Rollis Hdw. Co., $6.00.....50%

Thumb Latches

See Handles.

Ties, Wall and Veneer

The Metal Stamping Co., Niagara...20&10%

Tinware

Stamped, Japanned and Pieced..net prices

Tire Bolts

See Bolts.

Tobacco Cutters

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers

See Clippers.

Trammel Points

C. E. Jennings & Co., "Eureka".....25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....45%

Transom Lifters

Payson's solid grip, Nos. 643 and 644, ₱ 100, net.....$33.00
Payson's:
Balance, Iron list.....70&10&10%

Traps

FLY—

Balloon..... ₱ doz. $1.25, ₱ gro., $12.00
Globe..... " " 1.25, " " 12.00
Harper..... " " 1.40, " " 13.50

GAME—

Enterprise Mole..: .....15&10%
Hawley & Norton.....65%
Newhouse .....45@45&5%
Victor.....70&10@70&10&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, round wire, ₱ doz., $1.00.....10%
Mouse, wood, choker, ₱ doz. holes.....9c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ea. $1.21; ₱ doz.....$13.25
No. 3, Rat, ₱ doz., $6.50; case of 50.. 5.75
No. 3¼, Rat, ₱ doz., $5.25; case of 72.. 4.70
No. 4, Mouse, ₱ doz., $3.85; " " 150 3.00
No. 5, " " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₱ Doz
Superior Rat Trap.....$15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00

Trouser Hangers

Pullman No. 1, ₱ gro.....$ 9.00
" 4, " " 24.00

Trowels, Mechanics

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden.....35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plst'rng & Moulding..25&5%

Trowels, Garden

Kohler's:
Mal. Hdl. Jap., ₱ gross, net.....$5.00
" " Tinned, ₱ gross, net..... 6.20
Wood Hdl., ₱ gross, net..... 4.50
Disston's.....35%

Vegetable Slicers

Enterprise Mfg. Co.....25%

Vises

Oval slide.....60&10%
Solid box.....60&10@60&10&10%
Columbian Hdw. Co.:
Nos. 110 and over.....50&5%
Nos. 100 and under.....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel.....40&45%
Coachmakers'.....40%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40&10
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&8⅓%
Lowell Hand.....33⅓%
Massey:
Perfect.....20%
Clincher.....35@40%
Wood-working.....15@30%
Planer.....15@20%
Comb. Pine.....40%
Millers' Falls:
Mechanics'.....10%
Oval Glide.....60&19%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snedliker's.....30@33⅓%
Stephen's.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS

Bonney's No. 1 & 3.....40%
Wentworth's.....40&10@50%

Wads

See Ammunition.

Wagon Jacks

Covert's Auto Screw Jacks.....30&2%
Mfg. Co's. steel.....45%
Automobile.....45%
Lane's steel.....30&10%

Washer Cutters

Otis A. Smith's.....20&10&10%

Water Motors

Rosenberg's, single, F. O. B. Balto.....40%
" in Doz. Lots, Frt. Pd..40&10%

Weights, Hitching

Covert Mfg. Co.....40&2%

Well Wheels

Japanned, 8 to 14 in.....net

Weed Extractors

"Pastime," ₱ doz., net.....$1.75

Window Cleaners

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
Bosley's X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters

Ives' new list.....35%
Taplin's "Perfection".....35%

Wire Gauges

See Guages.

Wire and Wire Goods

Brass wire.....20%
Bright Wire Goods:
New list June 24, 1903.....90&30@90&40%
Cast steel wire.....50%
Copper wire.....25%
Annaled & Tin. on spools.....70&10&10%
Brass and Cop. on spools.....60@60&10%
Spooled wire, ass'd for retailing.70&10&10%
Market Wire, Bright or Annealed:
Nos. 6 to 9.....80&5%
Nos. 10 to 18.....80%
Nos. 19 to 26.....80&10%
Nos. 27 to 31.....80&5%
Galvanized:
Nos. 15 to 26.....75&5%
Coppered:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&10%
Tinned:
Nos. 6 to 14.....77½%
Nos. 15 to 18.....75&5%
Cast steel.....65%
Charcoal iron.....60%
Gun screw.....65%
Picture wire, list of Oct. 2, 1900.....85&10@85&10&10%
Stub's steel wire.....$6.00 to$ 33⅓%

Wire Clothes Lines

See Lines.

Wire Cloth, Netting, &c

Galvanized wire netting.....80&10@80&15%
Painted screen cloth, good quality, ₱ 100 sq. ft.....$1.30@$1.25

Wire Rope

Bright.....45&2½%
Iron, galvanized.....37½&2½%

Wire Rope Clips

Crosby.....25%

Wire Stretchers

W. C. Heller's grip, ₱ doz.....$1.50

Wrenches

Agricultural.....75&10@75&10&10%
Alligator.....70&10%
Baxter's.....70@70&10%
Machinists.....50%
Solid handle.....50&10@60%
Bemis & Call's:
Briggs pattern.....30&10%
Improved Pipe, bright.....60%
Patent Combination black.....40&5%
Patent Combination bright.....40%
Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....40%
Coes':
Genuine.....40&10&5&5%
"Mechanics".....40&10&10&5&5%
Coes' pattern, wrought bar....60&5@ 60&10%
Donohue's engineer.....40&10%
Eagle pipe.....50&10%
Gem.....30%
Stillson pipe.....60&10%
Acme.....60@60&10%
Bull Dog.....70%
Hercules.....70%

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HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Agricultural Implements
Geneva Tool Co., Geneva, Ohio
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O.

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anti-Rust Tin Ware
Reed Mfg. Co., Newark, N. Y.

Anvils
Alfred Field & Co., New York

Arbor Presses
Chandler & Farquhar, Boston

Augers and Auger Bits
John H. Graham & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.

Automobiles
J. Stevens Arm & Tool Co., Chicopee Falls, Mass.

Automobile Forgings
Thomson Drop Forge Co., Plantsville, Conn.

Awls
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Axes and Edge Tools
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York
Snow Flake Axle Grease Co., Fitchburg, Mass.

Babbitt Metal
Magnolia Metal Co., New York

Balances, Sash (Spring)
Pullman Mfg. Co., Rochester, N. Y.

Bank Railings
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Barb Wire
Fuller Bros. & Co.. New York

Barn Paints
E. E. Nice, Philadelphia, Pa.

Bath Room Fixtures
Buffalo Mfg. Co., Buffalo, N. Y.
Novelty Mfg. Co., Waterbury, Conn.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co.. Geneva, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs
John H. Graham & Co., New York

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
Gendron Wheel Co., Toledo, Ohio
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands
F. E. Meyers & Bro., Ashland, Ohio

Bicycle Step Ladders
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries
Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Boiler Feeders
N. A. Watson, Erie, Pa.

Bolt and Screw Cases
J. D. Warren Mfg. Co., Chicago

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburg, Pa

Bolts, Wrought Barrel
Griffin Mfg. Co., Erie, Pa.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Straps
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Boxes (Paper)
National Metal Edge Box Co., Philadelphia, Pa.

Braces, Carpenters
John H. Graham & Co., New York
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.

Brackets
E. E. Josef Mfg. Co., Buffalo, N. Y.

Brackets, Folding
Griffin Mfg. Co., Erie, Pa.

Brackets, Shelf
Griffin Mfg. Co., Erie, Pa.
Piqua Bracket Co., Piqua, Ohio

Brad Awls
Hurwood Mfg. Co., Bridgeport, Conn.

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass and Composition Castings
Magnolia Metal Co., New York

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Brass Novelties
Novelty Mfg. Co., Waterbury, Conn.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
The Wm. Bayley Co., Springfield, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales
John Chatillon & Sons, New York
Osgood Scale Co., Binghampton, N. Y.

Butchers' Tools
John Stortz & Son, Philadelphia, Pa.

Butts, Door
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinets, Bolt
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Can Openers
John H. Graham & Co., New York
A. F. Meisselbacher & Bro., Newark, N. J.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carpet Beaters
Holt-Lyon Co., Tarrytown, N. Y.

Carpet Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing
Frank Miller Co., New York

Carriers, Hay
F. E. Meyers & Bro., Ashland, Ohio

Cash Registers
National Cash Register Co., Dayton, O.

Catalogue Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Cement Rollers
John Stortz & Sons, Phila., Pa.

Chafing Dishes
Buffalo Mfg. Co., Buffalo, N. Y.

Chain Hoist
Jos. F. McCoy Co., New York.

Chains
Covert Mfg. Co., West Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chains, Cow
Covert Mfg. Co., West Troy, N. Y.
Oneida Community, Kenwood, N. Y.

Chains, Halter
Oneida Community, Ltd., Kenwood, N. Y.

Chains, Sash
Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chair Seats
Eureka Chair Seat Co., Syracuse, N. Y.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.
Goodell & Co., Antrim, N. H.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Cold
Hurwood Mfg. Co., Bridgeport, Conn.
John Stortz & Son, Philadelphia, Pa.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clamps, Rug and Carpet
E. E. Josef Mfg. Co., Buffalo, N. Y.

Cleavers
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Clocks Alarm
Western Clock Mfg. Co., La Salle, Ills.

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars
A. J. Phillips Co., Fenton, Mich.

Coach Oil
Snow Flake Axle Grease Co., Fitchburg, Mass.

Coat Hanger (Folding)
Leader Mfg. Co., Hartford, Conn.

Coat, Hat and Ceiling Hooks
John H. Graham & Co., New York

Coffee and Spice Mills
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila., Pa.
W. H. Glenny & Co., Rochester, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y.

Coil Springs (Door)
Pullman Mfg. Co., Rochester, N. Y.

Coke Forks
Geneva Tool Co., Geneva, O.

Conductor Pipe
Am'can Steel Roofing Co., Middletown, O

Contractors' Plows
Syracuse Chilled Plow Co., Syracuse, N. Y.

Contractors' Tools
John Stotz & Sons., Philadelphia, Pa.

Cooking Utensils (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Hooks
Geneva Tool Co., Geneva, O.

Corn Sheller, (Hand)
The Wm. Bayley Co., Springfield O.

Corundum Wheels
Pike Mfg. Co., Pike, N. H.

Cotton Hoes
Geneva Tool Co., Geneva, O.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Counters, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin
J. D. Warren Mfg. Co., Chicago, Ill.

Countersinks
C. E. Jennings & Co., New York

Cover Lifters, Stove
Fanner Mfg. Co., Cleveland, O.

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Curry Combs
John H. Graham & Co., New York

Cuspadors
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
J. Stevens Arms & Tool Co.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dairy Scales
Osgood Scale Co., Binghampton, N. Y.

Dampers
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleve., O.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Superior Spring Hinge Co., Chicago, Ill.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.

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Dormant Scales
Osgood Scale Co., Binghamton, N. Y.

Drawers, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Drawer Pulls
Griffin Mfg. Co., Erie, Pa.
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
C. E. Jennings & Co., New York
Keuffel & Esser Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Drawing Knives
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)

Dripping Pans
The Bronson Walton Co., Cleveland, O.

Drop Forgings
Thomson Drop Forge Co., Plantsville, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa

Duplicating Machines
Felix P. J. Daus Duplicating Co., N. Y.

Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
L. & I. J. White Co. Buffalo, N. Y.

Egg Beaters (Dover)
Holt Lyon Co., Tarrytown, N. Y.

Electric Bells and Supplies
John H. Graham & Co., New York

Elevator Enclosures and Bars
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Elevators
Kimball Bros. Co., Council Bluffs, Iowa

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.

Enamel Ware (Turquoise)
Reed Mfg. Co., Newark, N. Y.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Export Agents
John H. Graham & Co., New York

Fans (Ventilating, Ceiling)
The A. Rosenberg Co., Baltimore, Md.

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Faucets, Metal
John H. Graham & Co., New York

Faucets, Wood
John Sommer's Son, Newark, N. J.

Fences (Stel Picket)
Glen Mfg. Co., Ellwood City, Pa.

Fences (Wire)
Glen Mfg. Co., Ellwood City, Pa.

Fences, Wire and Iron
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Stewart Iron Works, Cincinnati, O.
Van Dorn Iron Works Co., Cleveland, O.

Field Hoes
Geneva Tool Co., Geneva, O.

Files
G & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.
N. A. Watson, Erie, Pa.

Filters, Water
N. A. Watson, Erie, Pa.

Fire Arms
Alfred Field & Co. New York
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Pots
Clayton & Lambert Mfg. Co., Detroit, Mich.

Fishing Tackle
Clark, Horracks Co., Utica, N. Y.
The Horton Mfg. Co., Bristol, Conn.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Flintstone Enamel Steel Ware
Reed Mfg. Co., Newark, N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila., Pa.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Furnace Shovels ("Tropic")
Avery Stamping Co., Cleveland, Ohio.

Galvanized Hoops, Bars & Bands
Harold McCalla, Philadelphia, Pa.

Galvanized Ware
Reed Mfg. Co., Newark, N. Y.

Galvanized Wire
Fuller Bros. & Co., New York

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
W. H. Glenny & Co., Rochester, N. Y.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges
The H. H. Mayhew Co., Shelburne Falls, Mass.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.

Glass Cutters
W. L. Barrett, Bristol, Conn.
Fletcher, Terry & Co., Forestville, Ct.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Glue
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O
Geneva Tool Co., Geneva, O.

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grates
Blacklock Foundry, South Pittsburgh, Tenn.

Grinders (Clipper)
John Van Benschoten, Poughkeepsie, N. Y.

Grist Mills (Hand)
The Wm. Bayley Co., Springfield, O.

Gummers, Saw
Henry Disstons Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Hack Saws
Diamond Saw & Stamping Co., Buffalo, N. Y.
West Haven Mfg. Co., New Haven, Conn

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Halter Chains
Covert Mfg. Co., West Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y.

Hammers
Henry Chenney Hammer Co., Little Falls, N. Y.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York
Franklin Specialty Co., Reading, Pa.

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Hand Carts
Syracuse Chilled Plow Co., Syracuse, N. Y.

Handles, Tool
Berger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.
W. H. Glenny & Co., Rochester, N. Y.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Cabinets
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York

Hardware Shelving
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties
Alfred Field & Co., New York
Enterprise Mfg. Co. of Pa., Phila.
Robert Murray, New York
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Franklin Specialty Co., Reading, Pa.
E. E. Josef, Mfg. Co., Buffalo, N. Y.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., West Troy, N. Y.

Hatchets
Franklin Specialty Co., Reading, Pa.

Hasps and Staples
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Header Forks
Geneva Tool Co., Geneva, O.

Heaters (Carriage)
Standard Stamping Co., Marysville, O.

Hinges
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Hoist Chain)
Jos. F. McCoy Co., New York.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware
Blacklock Foundry, South Pittsburgh, Pa.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York

Horse and Cattle Ties
Covert Mfg. Co., West Troy, New York
Oneida Community, Ltd., Kenwood, N. Y.

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Holders, Pillow Sham and Dust Pan
E. E. Josef Mfg. Co., Buffalo, N. Y.

Household Specialties
W. H. Glenney & Co., Rochester, N. Y.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
The Dana Mfg. Co., New York, N. Y.
John H. Graham & Co., New York
North Bros., Mfg. Co., Philadelphia

Ice Creepers
Blair Husking Glove Co., Bucyrus, O.
Edwin B. Stimpson & Son, New York

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Franklin Specialty Co., Reading, Pa.

Ice Tools
W. H. Glenny & Co., Rochester, N. Y.
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.
John Stortz & Son, Phila., Pa.

Injectors
N. A. Watson, Erie, Pa.

Injectors, Excelsior
N. A. Watson, Erie, Pa.

Inverted Light
Wiederhold Light Co., New York, N. Y.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron and Steel
Harold McCalla, Philadelphia, Pa.

Iron Works
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

"Japalac"
Glidden Varnish Co., Cleveland, O.

Job Lots
Chas. Weiland, New York, N. Y.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.

Ladders, Folding
Udell Works, Indianapolis, Ind.
Berger Bros. Co., Philadelphia

Lamps, Bicycle
John H. Graham & Co., New York

Lanterns
Hurwood Mfg. Co., Bridgeport, Conn.
R. E. Dietz & Co., New York, N. Y.

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Lawn Fences
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Rakes
Geneva Tool Co., Geneva, Ohio

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh, New York
Globe Lawn Mower Mfg. Co., Reading, Pa.
Philadelphia Lawn Mower Co., Philadelphia, Pa.

Lawn Tools
Geneva Tool Co., Geneva, Ohio

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialy Co., Erie, Pa.
John H. Graham & Co., New York
John Sommer's Son, Newark, N. J.
Leader Mfg. Co., Hartford, Ct.

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Levels (Patent Aluminum)
Davis & Cook Co., Watertown, N. Y.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Light (Inverted)
Wiederhold Light Co., New York, N. Y.

Lighting Systems
American Gas Machine Co., Albert Lea, Minn.

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks and Knobs
John H. Graham & Co., New York

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lubricators
Geo. W. Cole Co., New York, N. Y.

Machinists' Tools
Barnes Tool Co., New Haven, Conn.
Henry Disston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mail Boxes
Vermont Slate Co., Zanesville, Ohio
Smith Bros. Mfg. Co., Indianapolis, Ind

Mallets
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New York

Manufacturers' Agents
John H. Graham & Co., New York
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Manure Hooks
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City, New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa., Phila.

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Measuring Tapes
Alfred Field & Co., New York
John H. Graham & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Metal Ceilings
Northrup, Coburn & Dodge Co., New York, N. Y.

Metal Side Walls
Northrup, Coburn & Dodge Co., New York, N. Y.

Mills, Coffee and Spice
The Wm. Bayley Co., Springfield, O.
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Mop Wringers
The Dana Mfg. Co., New York, N. Y.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nail Sets
John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Sawyer Tool Mfg. Co., Fitchburg, Mass.

Needles
Alfred Field & Co., New York

Nippers
Alfred Field & Co., New York
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburgh, Pa.

Office Railings
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans (Safety)
Vermont Slate Co., Zanesville, Ohio

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, O

Ovens, Gas Stove
Schofield & Co., Freeport, Ills.

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
E. E. Nice, Philadelphia, Pa.

Paint Specialties
Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.

Paper Boxes
National Metal Edge Box Co., Philadelphia, Pa.

Paper Clips
Cushman & Dennison, New York

Paviors' Tools
John Stortz & Sons, Phila., Pa.

Patents
Davis & Davis, New York

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Perforated Metals
Edwin B. Stimpson & Son, New York

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Planters' Hoes
Geneva Tool Co., Geneva, O.

Plated Ware
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York

Plates, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers
Hurwood Mfg. Co., Bridgeport, Conn.

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
Alfred Field & Co., New York
John Chatillon & Sons, New York

Pocket Knife Tool Kit
U. J. Ulery, New York, N. Y.

Polish, Stove
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Stove Polish Co., Chicago, Ills.

Polishes, Liquid
Geo. W. Huffman, Indianapolis, Ind. and New York

Polishes, Paste
Geo. W. Huffman, Indianapolis, Ind. and New York

Portable Revolving Whip Rack
John H. Best, Galva, Ill.

Postal Scales
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers
John H. Graham & Co., New York
F. E. Kohler & Co., Canton, Ohio

Potato Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Pressed Steel Tiling and Brick
Northrup, Coburn & Dodge Co., New York, N. Y.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting
F. E. Myers & Bro., Ashland, Ohio

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches
Chandler & Farquhar, Boston
The H. H. Mayhew Co., Shelburne Falls, Mass.

Punches, Spring
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

Radiators
Rochester Radiator Co., Rochester, N. Y.

Railings, Wire and Iron
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Stewart Iron Works, Cincinnati, O.

Rail, Barn Door
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses
Magnolia Metal Co., New York

Railways
M. V. Richards, Land & Ind. Agt., Southern Ry., Washington, D. C.

Raisin Seeders
Enterprise Mfg. Co. of Pa., Phila.

Rakes
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York

Razors
Alfred Field & Co., New York
Jos. Rodgers & Sons, New York and Sheffield, England

Razor Grindstones
Pike Mfg. Co., Pike, N. H.

Razor Guards
L. T. Weiss, Brooklyn, N. Y.

Razors, Safety
Gillette Sales Co., New York, N. Y.
Kampfe Brothers, New York
Gem Cutlery Co., New York
Reichard & Schneber Mfg. Co., New York, N. Y.

Reamers
C. E. Jennings & Co., New York
Wiley & Russell Mfg. Co., Greenfield, Mass.

Reels, Wood
John Sommer's Son, Newark, N. J.

Reels, Rope
Udell Works, Indianapolis, Ind.

Refrigerators (Iceless)
The Dana Mfg. Co., N. Y.

Registers, Warm Air
Berger Bros. Co. Philadelphia

Revolvers
Harrington & Richardson Arms Co. Worcester, Mass.

Revolving Horse Hay Rakes
Geneva Tool Co., Geneva, O.

Rifflers
The H. H. Mayhew Co., Shelburne Falls, Mass.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

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F. H. Smith Mfg. Co., Chicago, Ill.

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Berger Bros. Co., Philadelphia
Garland Nut & Rivet Co., Pittsburgh, Pa.
C. C. & E. P. Townsend, New Brighton, Pa.

Roasters and Bakers
The Bronson Walton Co., Cleveland, O

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Columbus Bolt Works, Columbus, O.

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Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

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Stanley Rule & Level Co., New York

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Keuffel & Esser, New York, N. Y.
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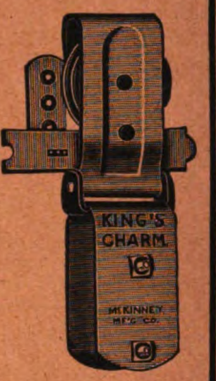
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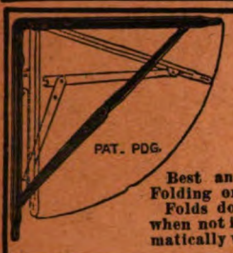
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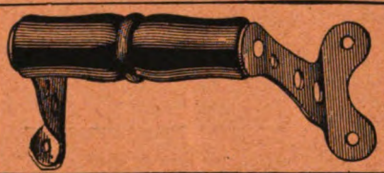
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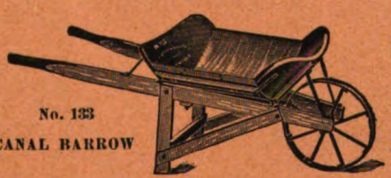
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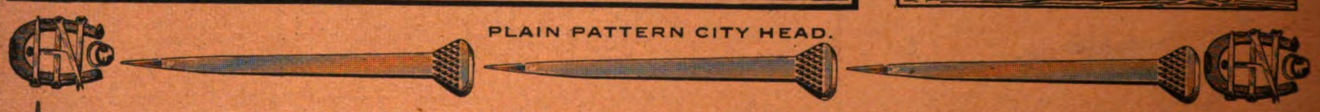
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INDIA OILSTONES SHARP and QUICK SEE PAGE 53

VOL. XXXII NO. 5

HARDWARE

NEW YORK DEC. 10 1905

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Look For It On Page 51

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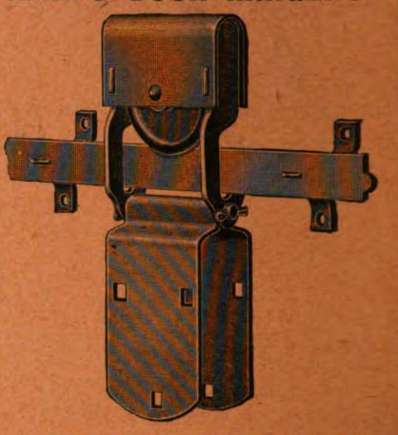


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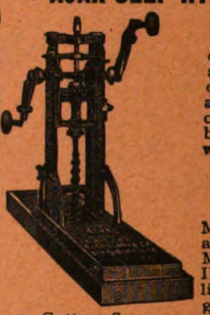
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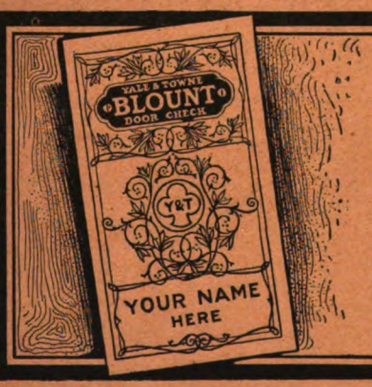
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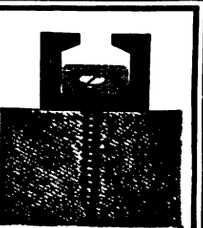
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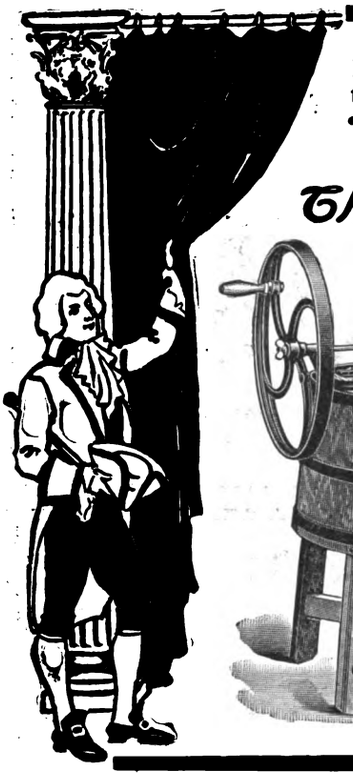
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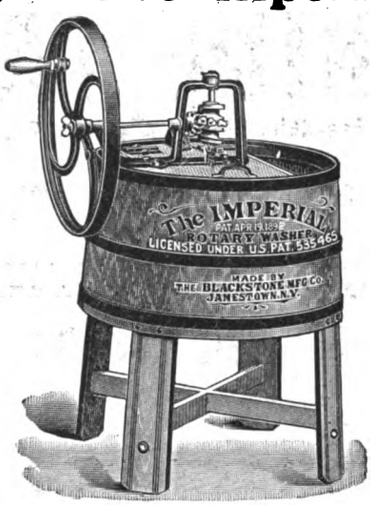


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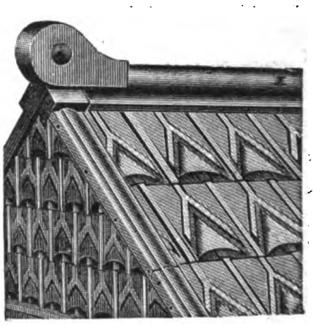
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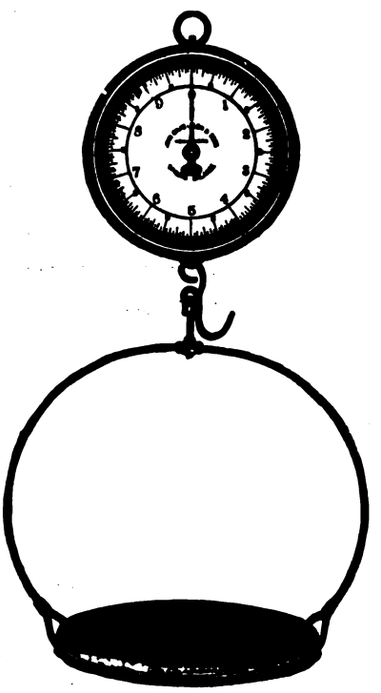


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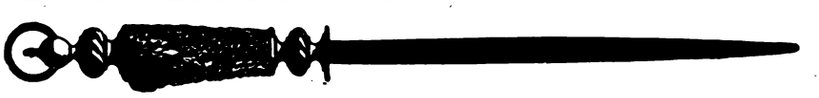
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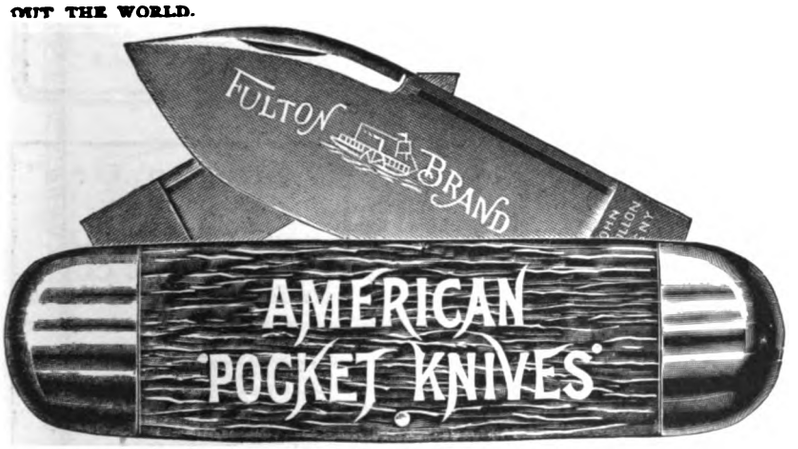


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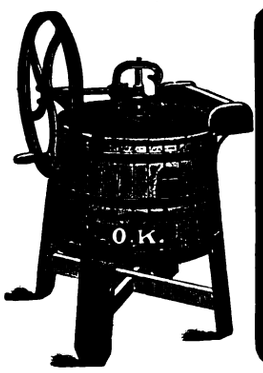
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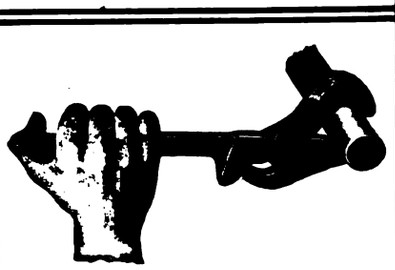
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Every "Peny" Riveter is Guaranteed

to be made of malleable iron, and free from imperfections of workmanship or material.

Ask your Jobber for the "PONY"

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POSITIVE,

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SELLING AGENT

IS THE

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OF THE



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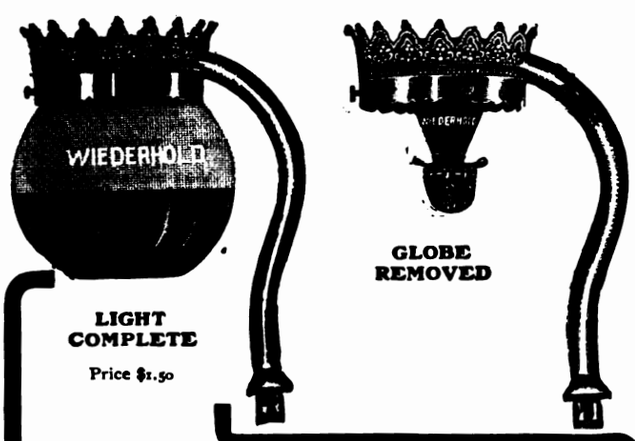
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LIGHT COMPLETE

Price $1.50

The Best--Because

It never flashes back, blackens mantels nor smokes. Does not flicker.

It's ornamental, durable and gives

50 Per Cent. More Light

at less cost for gas and mantels. Fits any fixture—burns all kinds of gas.

Mark: Its Rays Are Downward.

We want a representative in every town. Write us.

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Handsomo Profits

are made by Hardware Dealers selling the

AMERICAN AUTOMATIC LIGHTING SYSTEM

to merchants, householders, farmers, hotels and churches.

Wherever installed they insure consumers complete satisfaction. They give that brilliant, cheerful light to a store that attracts trade. In the home their light is perfect for reading or sewing. *Write us for catalogs and estimates.*

AMERICAN GAS MACHINE COMPANY,

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See that the label on your Wire Lawn Rakes reads ***Hoosier,*** and you will have the strongest—best finished—wire lawn rake on the market. Made only by the

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L. & I. J. White Co.'s Edge Tools have been marketed for nearly three quarters of a century.

It requires, therefore, no second glance to determine their superiority over any others on the market.

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UP-TO-DATE BARROWS

ORDER THE ◆ ◆ ◆

Champions, the **World's Best.**

All Kinds of Wood and Steel Barrows.



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The Success OF THE Peerless Iceland

led us to make other things which appeal to the women in the home and are handled by the same jobbers and retailers. The trade, we think, recognizes that they can count on us to help move anything we make.

Peerless Iceland Freezer

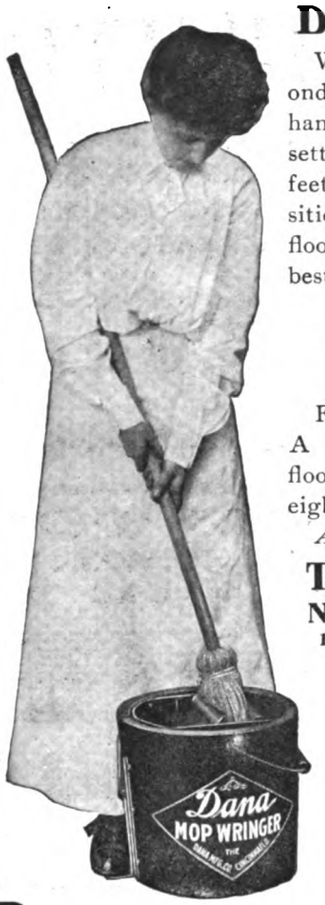
(Ice Cream in Three Minutes)

Simplest freezer made. Patented dasher does the work. Better than ever this year. The product of our new factory—better facilities. This, and strong advertising make it the Freezer the women ask for.

Frezo Freezer

An excellent freezer, double scrapers fastened same way as in Peerless Iceland. All sizes.





Dana Mop Wringer

Wrings the mop dry in five seconds—does it without wetting the hands and without danger of upsetting the bucket and wetting the feet. You stand in a natural position—both feet rest firmly on the floor. The latest, the simplest, the best Mop Wringer on the market.

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For the window. No ice bill. A refrigerator that takes up no floor space and is run without ice eight months in the year.

Ask your jobber.

The Dana Mfg. Co.

New York, 10 Warren St. **Cincinnati.**

(For the Window)



Automobile Cycle Skate

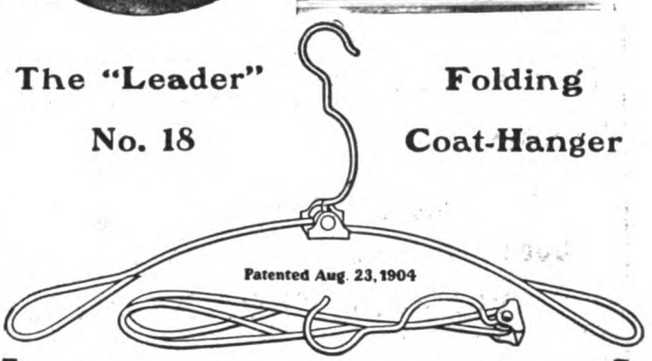


Our newest model. [illegible] size, extension 10 to 12 ins., ball bearings, 5-in. rubber tired wheels, metal parts sheet steel, finely nickel plated. Retail $10.00 per pair. With 4-in. wheel, $7.50 per pair.

Every dealer in Hardware, Sporting Goods, etc., will find it profitable to sell our line of Cycle Skates, as they appeal to both young and old, being adapted for use in Skating Rinks or on smooth sidewalks. Write for catalogue and trade discounts.

Cycle Skate and Sporting Goods Co.
37 Park Street, New York

The "Leader" No. 18 Folding Coat-Hanger



JUST the thing for persons traveling. Takes up but a small space in the grip. Nicely nickel plated. Keeps coat or ladies' jacket in perfect shape.

Great seller for agents.

Write for catalogue and prices.

THE LEADER MFG. CO., HARTFORD, CONN.



Blacklock Andirons

Add "the finishing touch" to any fire place. They are very popular. They sell. Their reputation will add "the finishing touch" to your business this Fall if you handle them.

We make a variety of them, from severely plain patterns in wrought iron, dead black finish to the most ornate and showy models, finished in gold or aluminum bronze.

They are an all-the-year round ornament and sell

In Season and Out of Season

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We make only the best.



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HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

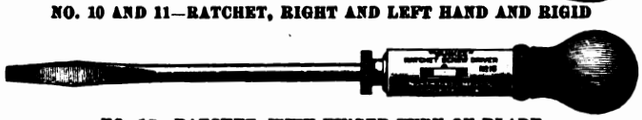
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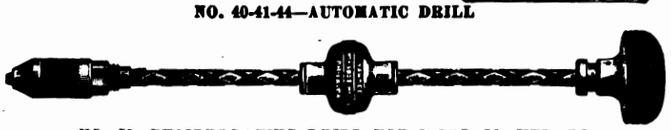

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MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTER MAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

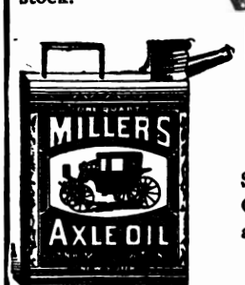
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FRANK MILLER'S
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Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.



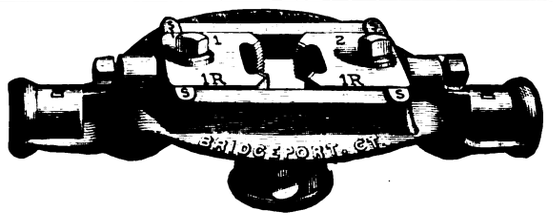
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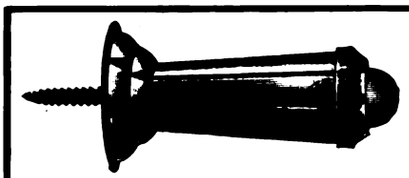
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The ARMSTRONG TRADE MARK

on our Adjustable Stock, No. 2, and dies for threading brass pipe, is proof positive of qualities that make it a good seller. We can furnish these stocks with pipe dies or bolt dies, or both.

Will take ⅛ to 1 in. pipe dies; ½ to 1¼ in. bolt dies Send for catalog.

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NEW YORK OFFICE: 139 Centre St.



The Champion Metallic Base Knobs NEVER BREAK
(TRADE MARK)

Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all Finishes to match other hardware. Manufactured only by
THE CHAMPION SAFETY LOCK CO., Geneva, O.

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A Long (K)Night In HARDWARE

¶ For years retail hardware men have been groping in the dark, looking for some efficient way to increase their business—some of them have found it!

Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

¶ It enables you to sell goods to a *German*, a *Scandinavian* or *any* other foreigner who, even though he cannot speak English can *point* to what he wants.

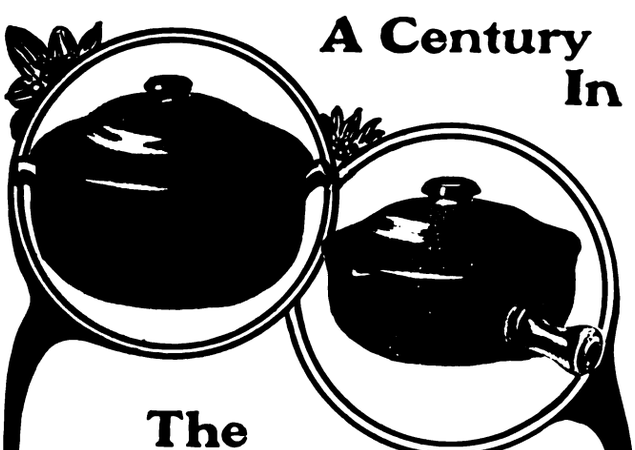
¶ It improves the appearance of your store *100 per cent;* enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

¶ Send dimensions of your store and let us supply you—FREE—with a color plate made to scale showing how *your* store will look when equipped with The Best Shelving in the world for your purpose.

¶ Remember the shelving is made on the unit plan—if you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

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900 Masonic Temple, Chicago

THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Notary, Lodge and Corporation Seals,
Send for Catalogue. BRIDGEPORT, CONN.



A Century In The Pottery Business

Is the best argument we can offer in behalf of all our Pottery. We know how to make it perfect.

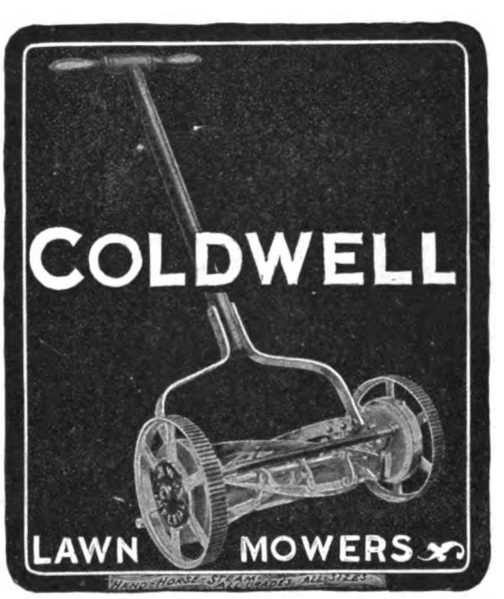
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Pottery for Every Purpose

Name anything you wish in the line of first class pottery that your customers want, and we'll supply you promptly.

Our prices leave no room for argument. When sending for our complete catalog let us quote you.

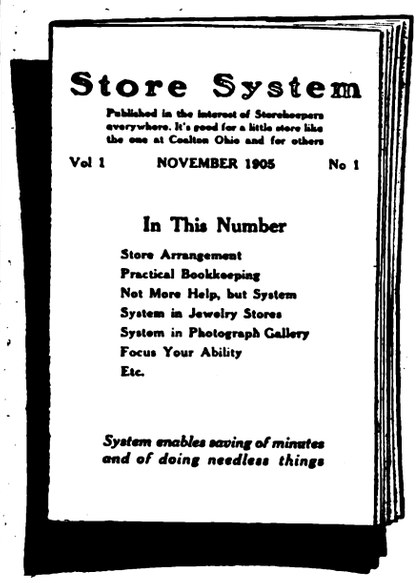
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Hand, Horse, Motor Power
1906
Catalogue Now Ready

COLDWELL LAWN MOWER CO.
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We will send this booklet to any retailer who will send a two-cent stamp

Please cut off here and mail to us today

National Cash Register Co.

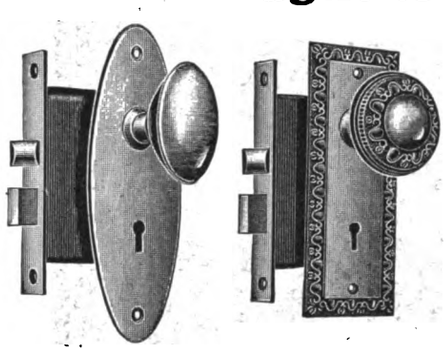
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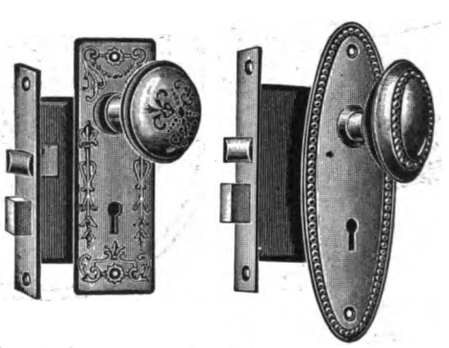
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You Ought to See the Rest of Our Line!



You will appreciate a copy of our catalogue. It gives full particulars and prices on our

Light Gray Iron Castings, Builders' Hardware, Dampers, Damper Clips, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes, Hardware Specialties.



The **TAYLOR & BOGGIS FOUNDRY CO.. Cleveland, Ohio**

New Jersey Wire Cloth Co.

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THE ROEBLING STANDARD WIRE LATHING,

"JERSEY" POULTRY NETTING AND FARM FENCING,

PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,

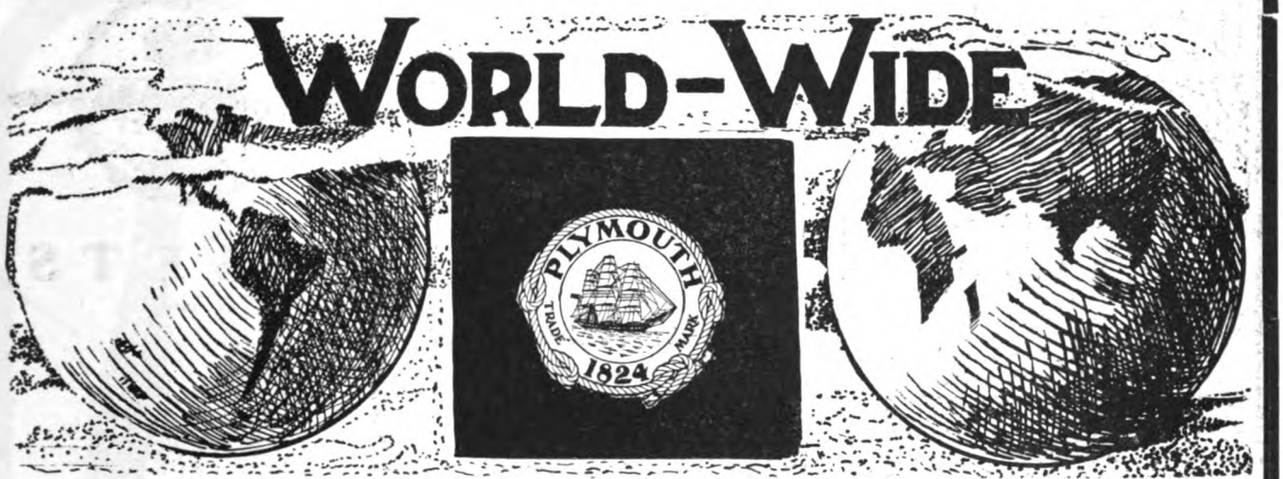
and every kind of

IRON, STEEL, BRASS and COPPER WIRE CLOTH.

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"Plymouth" Rope The Best

Because we spare no pains in the selection of the purest fibre of Manila Hemp.
Again, over eighty years experience is wrought into every rope we make.
You can't buy any better and sell any better rope than the "PLYMOUTH" KIND.
It has the name and fame for quality all over the world. ∴ ∴ ∴ ∴
Write us and we will put you in touch with the nearest distributing agency.

Plymouth Cordage Co., 384 Court St., No. Plymouth, Mass.

What's In A Nail?

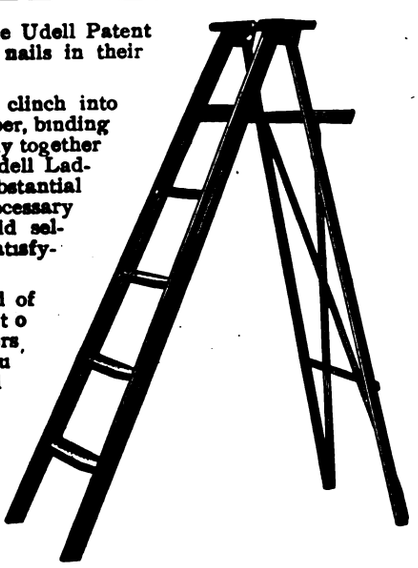
A great deal, when the safety of life or limb depends on it.
To insure absolute security in

UDELL LADDERS

we use only the Udell Patent Barbed Wire nails in their construction.

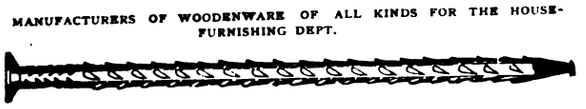
These Nails clinch into the tough timber, binding all parts firmly together and giving Udell Ladders that substantial strength so necessary to such a rapid selling, trade satisfying article.

Such a word of explanation to your customers, will secure you certain and profitable sales. Other "Reasons why" for the asking.



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MANUFACTURERS OF WOODENWARE OF ALL KINDS FOR THE HOUSE-FURNISHING DEPT.



THE UDELL PATENT BARBED WIRE NAIL

Business Economy

Demands the maximum of work at the minimum cost in any office or store.

DAUS' "TIP-TOP" DUPLICATOR

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It duplicates 50-150 Letters, Circulars, Invoices, Menus, Music, from one original. It saves time and money on your print bills.

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ESTABLISHED 1840.

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All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use; also Tool Cabinets.
Machinists' and pipe fitters' empty Tool Chests.
Agents for Steel Tool Chests.
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200 West Houston St., New York, U. S. A.

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WRITE FOR PRICE LIST & DISCOUNT
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&c. &c. &c.
PACKAGE WORK A SPECIALTY

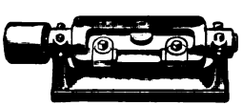
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Straightens wire from No. 3 to No. 20. It is 14 inches long, 4½ high and 5 wide. Weight 25 pounds.
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Sells "On Sight" and Stays Sold.



Show this Level together with the ordinary style, and note the result.

Made of Wood, Iron and Aluminum Frames

COOK'S PATENT LEVEL
Of all jobbers, or DAVIS & COOK CO., Watertown, N. Y.

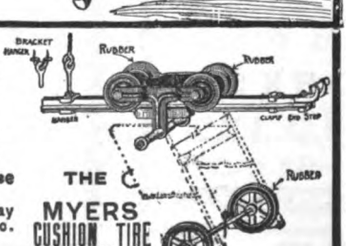
"Hold up! I'll take off my hat to the MYERS."



The name MYERS on Pumps and Hay Tools fixes their rank, indicates their quality and "separates them from the Goats," figuratively speaking.
That's why "all Hats Come Off" when the MYERS come in sight and why *The Glass Valve Takes Competition Off Its Feet.*



THE MYERS PUMPS, HAY TOOLS AND STAY-ON DOOR HANGERS
MEET ALL REQUIREMENTS.
Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.
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Write for Descriptive Circulars to
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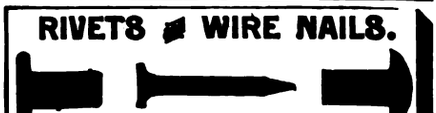
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ADAM'S STEEL & WIRE WORKS.
Wire Fencing, Ornamental Steel Fencing, Window Guards, Wire Signs, Jail Work, etc.
Send for Catalogue.



ADAM'S STEEL & WIRE WORKS, JOLIET, ILLS.

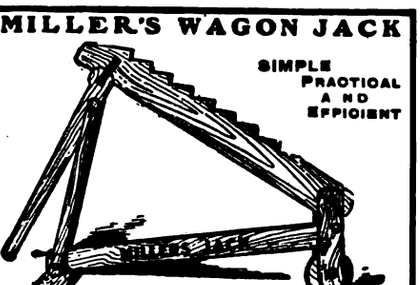
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SIMPLE PRACTICAL AND EFFICIENT

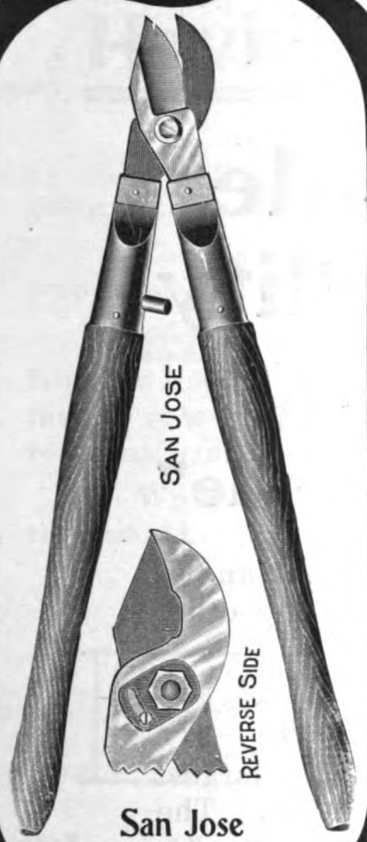


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Pruning Shears

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SEAMLESS FERRULES
NOTCHED HOOK
(Patented Dec. 31, 1901. Dec. 8, 1903.)

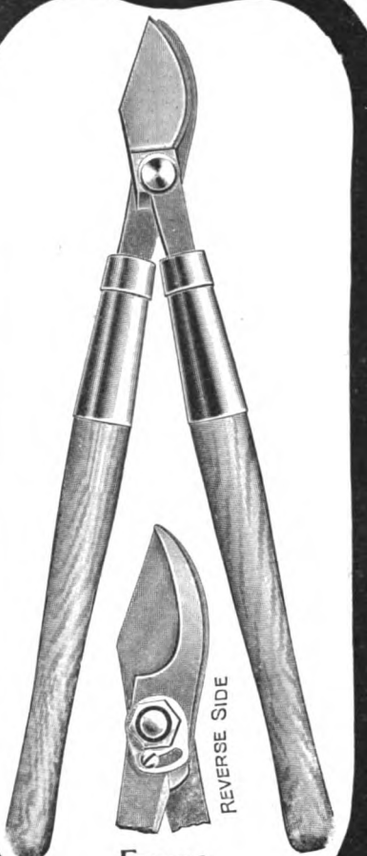


San Jose

The Cronk & Carrier Mfg. Co.
Elmira, N. Y.

Garden Rakes
Garden Mattocks
Garden Hoes

Write for
1906
Catalogue.

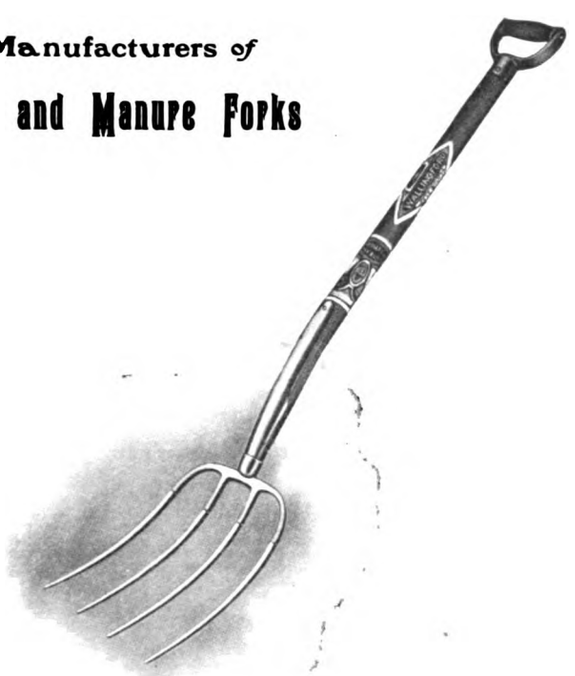


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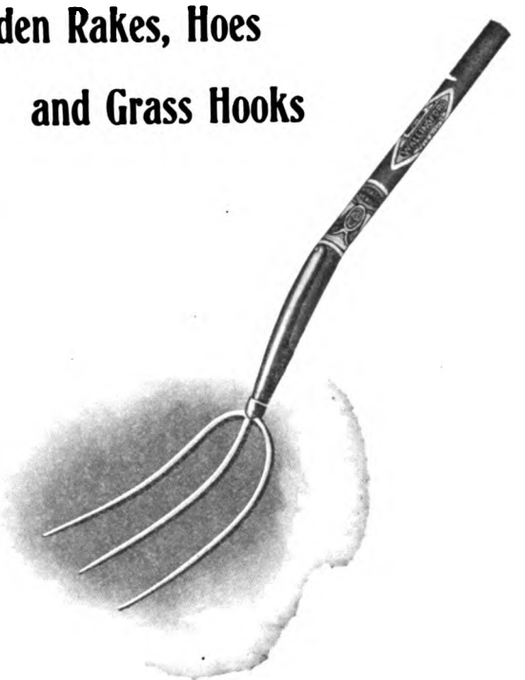
WALLINGFORD MANUFACTURING CO.

Manufacturers of

Hay and Manure Forks



Garden Rakes, Hoes and Grass Hooks



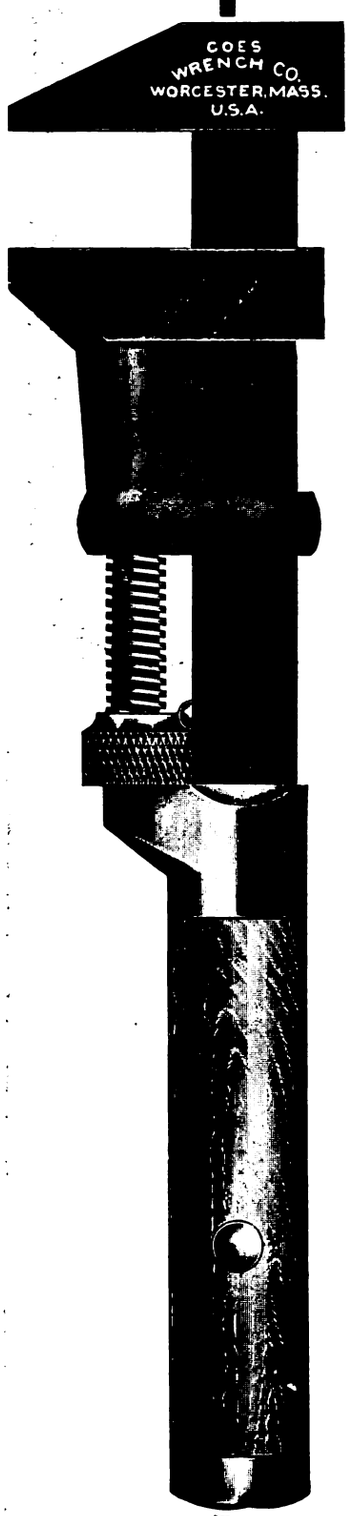
Catalogue on Request.

SELLING AGENTS

JOHN H. GRAHAM & CO., 113 CHAMBERS STREET NEW YORK

118 to 122 Holborn, London, E. C., England. 123 California St., San Francisco, Cal. Copenhagen (Freeport).

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In the Scale of Durability

Coes' New "Hammer Handle"

Model is as strong as Coes "Steel Handle" and 30 per cent. stronger than any other Wrench made.

It is the best balanced, smoothest, and best finished wood-handle Wrench.

The "Hammer Handle" is the largest "one-handed" Wrench ever made. The handle is heavier, made of hard wood—heavier than has ever been put on a Wrench before.

It fills the hand—no gripping power is lost.

There's nothing so pleasing to the hard-working merchant as

The Jingle of Profits

at the end of the week. Coes' Wrenches are full of profit for the dealer, because mechanics everywhere "swear by" them—not at them. That's the reason why Coes Wrenches

Never "Queer" the Dealer

Don't take our word for this statement, but make a test.

---

15 in. size now ready; 10 in., 12 in., 18 in. and 21 in. sizes will be ready soon.

COES WRENCH CO.,

Worcester, Mass.

Selling Agents: J. C. McCarty & Co., 10 Warren St., or John H. Graham & Co., 113 Chambers St., New York.

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Having It All His Own Way

The Dealer who carries a full assortment of "Bristol" Steel Fishing Rods is going to have things pretty much his own way with the fishing tackle trade.

There is no other rod maker doing half the advertising we are—no other rod proposition that appeals so strongly to anglers.

"Bristol" Rods are good rods—even the most insistent adherent of the old fashioned wood rods admit their superiority once they have given them a trial, and the new generation of anglers accept them as the natural result of evolution in fishing rod manufacture.

We have fought the battle. We have won the victory. We have created the demand. Will you fill it?

Order from your Jobber.

Our Rods are the *original* Steel Fishing Rods. We have been making them for over fifteen years. Look for our name and trade mark "Bristol" on every reel seat. They are absolutely guaranteed to be free from defect in material or workmanship.

The Horton Mfg. Co., BRISTOL, CONN, U. S. A.



BUY STERLING HACK SAWS



THEY CUT AND WEAR WELL.

DIAMOND SAW AND STAMPING WORKS. BUFFALO, N.Y. U.S.A.

"STERLING" POWER HACK SAW MACHINES ARE MADE WITH TIGHT AND LOOSE PULLEY, WITH GRAVITY FEED, ARE GEAR DRIVEN, WITH AUTOMATIC SHUT OFF, WILL DO QUICK WORK

"STERLING" BLADES ARE BEST FOR POWER HACK SAWS



Bishop Lanterns

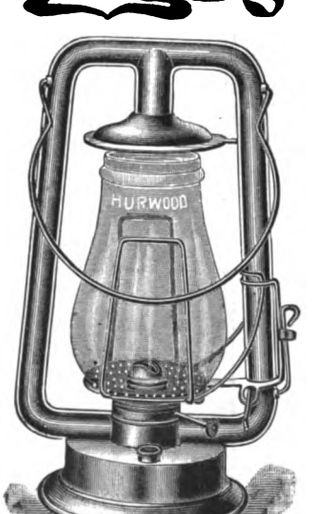
Have proved themselves to be up-to date goods for up-to-date dealers.

If you are looking for a lantern that is most easily filled, lighted and trimmed; one that gives a clear white flame and is wind and jar proof.—Buy the Bishop.

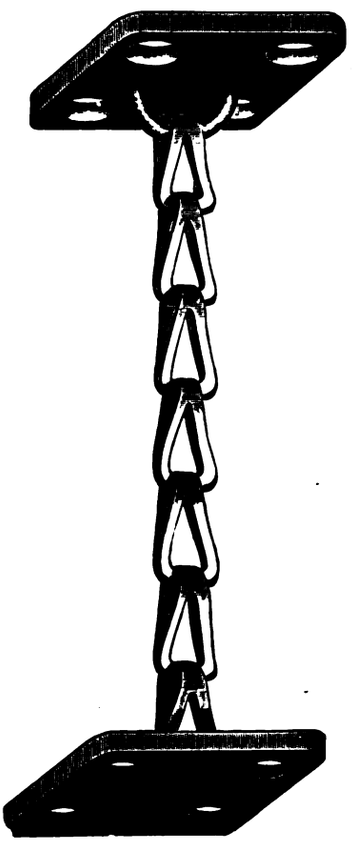
It puts all others in the shade as a seller. Drop us a line.

Mention HARDWARE.

The Hurwood Mfg. Co.
Bridgeport, Conn.



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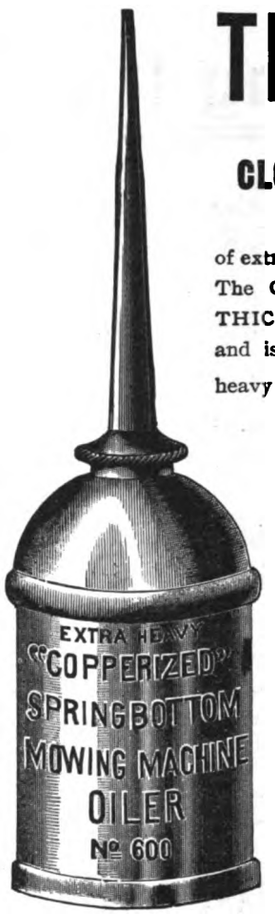
TRANSOM CHAINS.

SASH CHAINS.
JACK CHAINS.
PLUMBERS' CHAIN.
CABLE CHAINS.
BELT PUNCHES.
GAS PLIERS.
SASH FIXTURES.
PADLOCKS.

CYCLE SUNDRIES.

Write for Catalogue to

THE SMITH & EGGE MFG. CO.,
BRIDGEPORT, CONN.



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swodoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,
SUCCESSORS TO
The Wilmot & Hobbs Mfg. Co.,
BRIDGEPORT, CONN.

"SIMILAR"

A CERTAIN tool manufacturing company adorns the pages of the catalogues it gives to hardware buyers with a rubber stamp impression like this:

Similar to Starrett's No.....

That Starrett Tools are the standard is a fact which we have for some time, and with strenuousness and persistency, tried to impress upon mechanics and the trade, and we have been to some expense and a good deal of labor to accomplish this purpose. It is therefore gratifying to find a competitor backing up our advertising with such an unqualified endorsement. We deeply appreciate the compliment.

It is doubtless unnecessary to suggest that live hardware dealers will still prefer Starrett Tools to any whose highest claim is that they are "similar."

Send for Catalogue No. 17 T

***The* L. S. Starrett Co.**
Athol, Mass., U. S. A.



Remember!

The BAYLEY HAND CORN SHELLER

will prove your best seller—
Because—

It will Handle Little Nubbins and Crooked or Flat Ears, as well as Straight Ones, and Handle them Rapidly.



The **Bayley Hand Grist Mills** for grinding Corn Meal, Buckwheat, Peas, Coffee, Spices, etc., are in great demand among Farmers.
Better place a trial order now.

The WILLIAM BAYLEY CO.
Successors to the Rogers Iron Co.
98 North St. - SPRINGFIELD, O.

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HARDWARE

The Glen Mfg. Co., of Ellwood City, Pa., manufacturers of "The Glen Steel Folding Mat" has brought suit for infringement on their patents against Geo. C. Sleeth of New Jersey who makes a steel mat known as the Rossman Mat sold by the Rossman Manufacturing Co. The Glen people state that they are going to vigorously prosecute their suit and desire to warn all dealers of the danger they run in handling infringing articles.

✤

As is their usual custom, the Bissell Carpet Sweeper Co. will show their full and complete line of carpet sweepers, including many new and elegant finishes, at the New York Furniture Exposition, Forty-third St. and Lexington Ave., N. Y., from Jan. 5th to Feb. 3rd, 1906. Space 109, 3rd Floor.

✤

RAPID ADDRESSING MACHINE COMPANY, 290 Broadway, New York, N. Y., have sent us a copy of their latest catalogue of Rotary Addressing Machines and other office requisites, such as Stencil Box Cabinets, Stencil Typewriters, etc. The catalogue will be found very interesting and parties desiring same will receive one promptly on request.

✤

THE TAUNTON LOCOMOTIVE CO., Taunton, Mass., have sent us an eight page folder which gives a list of the various kinds of Machinery Tools and Fixtures offered for sale by them, including Lathes, Screw Cutting Engine Lathes, Planers, Shapers, Upright Drills, Boring Machines, Gear Cutters, Milling Machines, Arbor Presses and also a long list of miscellaneous supplies. For Information, prices, etc., apply to the representatives of the Works at Taunton or to Hill, Clarke & Co., 156 Oliver St., Boston, Mass.

✤

HILL, CLARKE & CO., 153 Greenwich St., Cor. Liberty, New York, N. Y. have issued a leaflet announcing the consolidation of P. Blaisdell & Co., Draper Machine Tool Co., and the Whitcomb Mfg. Co., stating that this amalgamation has given them a surplus of machine tools, mostly Lathes and Planers, which they offer at very attractive prices. If you care to obtain a list of these Lathes and Planers, showing dimensions, etc., send for a copy of this very interesting circular.

✤

THE NATIONAL MOTOR BOAT AND SPORTSMAN'S SHOW will open at Madison Square Garden, New York City, Febuary 20, 1906, and continue up to and including March 8. This promises to be the greatest show of its kind ever held in this country, judging from the number of applicants for space, which include nearly all the old exhibitors and many new ones.

SIMONDS MFG. COMPANY.

The annual meeting of the branch house managers and salesmen of the Simonds Mfg. Company, manufacturer of Saws, was held at the main office and works, at Fitchburg, Mass., during the week beginning November 20, with the usual excellent results which come through discussions of this sort. Those who attended the meeting were: Daniel Simonds, president; J. E. Kelley, secretary; M: Simonds, assistant treasurer; H. B. McDonald, assistant superintendent; T. F. Howarth, auditor, and H. D. Horton and W. G. Fisher of Fitchburg; C. F. Braffett, E. F. Simonds and A. T. Simonds, vice-presidents; C. R. Hubbell, superintendent; W. L. Taylor, traffic manager, and R. H. Newman, salesman of the Chicago branch; L. A. Kimball, manager, and E. Clark Evans, salesman, of the Portland and Seattle branches; G. K. Smith, manager, and L. E. Bowman, salesman, of the New Orleans branch, and F. C. Johnson, manager of the Simonds Saw Company, San Francisco.

A GOOD OPPORTUNITY.

The attention of Hardware manufacturers is called to the fact that Charles Weiland, 147 and 149 Chambers Street, New York, is in the market for anything in the way of "Seconds" or "discarded goods;" and an offer of the same, accompanied by sample, and memorandum of quantities, will receive his prompt attention. There is no better way of cleaning out a line of goods which it is undesirable to continue making, than by doing what is suggested above.

ATHOL MACHINE COMPANY.

The control of the Athol Machine Company, Athol, Mass., has been purchased by interests identical with the L. S. Starrett Company of that town. The two companies will not be merged, the corporate existence of the Athol Machine Company being retained and the two establishments conducted under distinct managements. The new owners of the stock are L. S. Starrett, F. A. Ball, F. E. Wing, W. G. Nims and N. B. Waterman, all associated with the Starrett Company. The new officers of the Athol Company are: President, F. A. Ball; vice-president and treasurer, L. S. Starrett; clerk, F. E. Wing. The Athol Machine Company changed ownership a few years ago, when Stephen H. Bellows sold his holdings of stock to S. E. French, F. S. Ewing and D. T. Bates, all of Orange, Mass. Mr. Ewing will retire from the business. Mr. French will be the superintendent. The company conducts a general foundry business, and manufactures vises and meat choppers and a line of mechanic's tools. All these lines will be continued.

NEW ENGLAND HARDWARE DEALERS' ASSOCIATION.

An enthusiastic meeting of the Executive Committee of the New England Hardware Dealers' Association was held in the Committee Rooms of the Boston Merchants' Association at 2 p. m., December 5, President Hunter presiding.

After an encouraging report by Secretary Chandler, Treasurer Sanders reported a balance of $258.00 on hand and all bills paid.

Advance plans for the Annual Convention were laid, and March 1 and 2, 1906, will be the dates, and Hotel Vendome, Boston, the headquarters.

Increased membership enlivened the interest with real issues, and interested trade friends point to the great success of the meetings.

President Bogardus and Secretary Corey, of the National Retail Hardware Association, will be present.

The convention will include business meetings, trade discussions, question box and such diversions as theatre party one evening and a "ladies' night banquet" another.

All in all, the affair is to be the "greatest ever" in New England on occasion of the first visit of National officers.

THE T. B. RAYL CO.'S 30TH ANNIVERSARY.

The T. B. Rayl Co., of Detroit, Mich., celebrated their 30th anniversary on the 2d of October, last. T. B. Rayl and Dudley W. Smith went from Wooster, Ohio, to Detroit in 1875 and bought out the Hardware firm of Arthur Glover, and they enjoyed the distinction of having occupied the same location with the same partners and the same name for thirty years. In 1894 they were incorporated and added Alexander Paton to the company. If not the first, they were one of the first firms in the west to publish a catalogue of tools and their business in this line extends all over the United States, with occasional orders from foreign countries. They publish two distinct catalogues, one of woodworkers' tools and one of Machinists' Tools and Factory supplies. The anniversary was a very pleasant occasion commencing with a supper to the employees and ending with a theatre party. Fifty-six sat down to supper and speeches were made by the members of the firm and those of the employees who had been with them from ten to twenty-five years. A handsome silver loving cup was presented to Mr. Rayl and to Mr. Smith and a gold headed cane to Mr. Paton.

WINNING SEVERAL TROPHIES.

The Urbana Ohio Gun Club was successful in landing both the team and individual trophies which have been contested for during the several months past by the gun clubs of Springfield, St. Paris, Urbana and nearby points. The final shoot was held at St. Paris on Nov. 1st, the Urbana team winning the Peters cup with a score of 210, and E. W. Holding, of Urbana, won the individual trophy with a score of 49 out of 50.

The Woodward trophy contested for during the past season by the members of the Sandusky Ohio Gun Club, was finally won by John Deist, who thus establishes his claim to the championship of the club. Many of Mr. Deist's highest and most regular scores were made with Peters factory loads.

At Boundbrook, N. J., Nov. 16th, the New Jersey Individual State Championship was won by F. C. Bissett, and the first and second amateur averages for the day's program were won by E. F. Markley and J. Pleiss, all using Peters Ideal factory loaded shells.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2 50

CHICAGO - - - - - 1164 Monadnock Block
C. H. GREENE, Representative

DETROIT, - - - - - 61 West Congress St.
G. T. NEWKIRK, Representative

L. E. MACINTYRE, - - - - President.

A. P. MITCHELL, - - - - - Secretary and Treasurer

HENRY HOPKINS, - - - - Editor.

J. W. PENTZ, - - - - - Advertising Manager.

DECEMBER 10, 1905

Editorial Trade Review

Holiday goods just now have the call, and take precedence wherever provision has been made for their encouragement, which is everywhere in evidence. This has been such magnificent Fall weather, which has been so warm by comparison with the ushering in of previous Winters, that skates and sleds and similar goods have held off in a hesitating way; but as twenty-four hours frequently brings the severest change in Winter weather, there is still ample room for us to be surprised previous to Christmas, in which case the stock of these goods, which are those most sanguinely put in stock, for Winter holiday demands, will melt away, figuratively speaking, and prove the best of sellers. All other kinds of holiday goods are making great headway. There is a definite and solid enquiry for Plated goods, fine cutlery and razors, and household conveniences of every kind that will surprise the housewife by an unexpected purchase, are in great demand and meet with urgent sales.

November business has proved to be of greater volume than ever, surpassing that of a year ago; the future has a very satisfactory outlook, viewed from every standpoint. The advances on goods have on the average been so extremely moderate that one need not manifest surprise if higher prices still will be noted by the trade for Spring sales. There are few goods but what can be bought more favorably at the present time than at a period more remote, and it behooves the dealer at the present time to study the figures that govern the market, and make his calculations accordingly.

The retailers are purchasing goods quite freely, no doubt with the feeling that any excess they might purchase they would have no fear would prove a burden to carry, as the probable advance would pay the interest. The Jobbers find that it is extremely difficult to obtain goods from the manufacturers, whose orders have been so unusually heavy and full, that the dealer has no such fear of overstock, a feeling that is constantly made prominent at this season of the year, from force of habit in arranging for the inventory.

The sales for December, it is made evident, will reach a record amount, as the feeling of confidence regarding the future, and the large addition to the sales made by holiday goods bid fair to make this one of the best months in which to round out a year's sales and count largely in the survey.

In regard to prices, the trend is towards higher prices, but the buyer of regular stock is ordering usual assortments for the current season. The customary Winter stock is not over-estimated by the dealer, who buys confidently what his stock requires.

The months succeeding January are usually dull ones and trade will assume its customary regularity. In January and February the many retail associations will hold their Conventions and the attention of the dealers will be given to the sundry questions of interest that may be brought before them, preparations for which have already been made, and the new impetus given by the Associated Granges, who manifest so strong a desire to establish the Parcels Post, may make it incumbent on the retailers to do more than make a simple objection.

The conditions for a continuance of prosperity during the next six months, and perhaps the entire year, are of the most flattering kind, being all favorable for a good Spring trade, which most of the manufacturers have already made preparations for by adding to their present facilities wherever they have been found deficient. Heavy Hardware has become more steady in its conditions, and, although manufacturers are very much behind their orders taken at present figures, a more conservative state of affairs will soon be noted.

Everything under way is liberally designed, and the improvements contemplated impress one, whether they are among those of the Railroads, with their new equipment in new cars, and especially those for freight, which run into the thousands, or real estate owners, whose willingness to improve so greatly while present prices prevail, show an unbounded confidence in the future that is the subject for admiration.

The trade will soon be busy with their inventories and the hope is expressed that they will be found showing the good trade of the year has not proved unprofitable. Dealers look forward with a great deal of confidence to this last scene of all, in which the eventful history of a good year's activity brings its deserved rewards. Competition may have been brisk, although "price cutting" was not remarkable, and profits on some things closer than ordinary, but, on the whole, we fancy dealers will find it to have been a memorable year.

THE ADVERTISING MANUFACTURER.

One way by which the retailer can fight the catalogue house is by giving hearty support to the manufacturer who thinks enough of his goods to advertise them liberally. It is through advertising in various forms that the catalogue houses have obtained their hold on the public. Against this the retailer can only compete in a limited way, but when a manufacturer seeks to create a demand for his goods by liberally advertising in behalf of the retail dealer, the latter loses a golden opportunity if he not only does not keep the goods in stock but fails to make good use of them to broaden the influence of his establishment.

No one ever enters a store without unconsciously or otherwise noticing some other article in that store. It is up to the retailer to make the impression a lasting one so far as the store is concerned, but let him not forget to do full justice to the interests of the manufacturer whose advertising brought the customer. The results of such support are not only direct through immediate sales, but other manufacturers will thereby be encouraged to do likewise. There is a lot of real business success possible in the aiding of your own real business friends and supporters, the advertising manufacturer.

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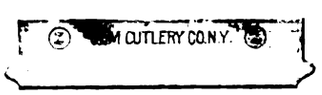
PROFIT MAKING LINES

THE ZINN AUTOMATIC RAZOR.

Among razors and shaving devices which have been put on the market within a comparatively short time, none has created as much stir in the shaving world as the Zinn Automatic Razor.



Tempered by electricity, its sheet steel blades are so hard they will cut glass. They are ground and honed to so fine, smooth and so perfect a cutting edge that no matter how tough the beard or how tender the face the Zinn Automatic Razor is equal to the



task. Again, it is this new but secret process of tempering, known only to the manufacturers of this wonderful "Little Barber," which permits each blade to be used from six to twelve times, and, as twenty-four blades go with every Zinn, honing or stropping of these blades is entirely needless. There is not the



least doubt that safety razors to-day are more extensively advertised than any article selling for about the same money, and for the short time the Zinn Automatic Razor has been on the market, it certainly has had its share of publicity in all the leading popular magazines. It is not advertising alone, however, which has attended the entrance of "The Little Barber"—the Zinn Automatic Razor—into the shaving world with such phenomenal success in its sale all over the United States, Canada and Mexico. Its success has been due to the intrinsic merit of the razor itself. It has been due to its tiny, electrically tempered blade, two hundred of which, if placed side by side, are only an inch in thickness! However, its success is attributable to the fact that men are being educated, through advertising, that they can get more comfort at less expense from the use of a safety razor. That the maximum of comfort at a minimum expense can be gained from the use of the Zinn Automatic Razor, thousands of pleased customers have discovered. Of course, their complete



satisfaction, expressed to fellow-shavers, has greatly enhanced the reputation of the Zinn. It is packed in a handsome case,



compact and handy, as shown herewith. The sheet steel razor is here to stay because it has staying qualities. It is manufactured by the Gem Cutlery Company, 34 Reade Street, New York, manufacturers of the celebrated Gem Safety Razor.

THE DISAPPOINTMENTS IN TRADE.

After being attracted to a certain Hardware store because of the catchy advertisement of cutlery, which was splendidly gotten up, well displayed and located next to the reading matter at top of column. It was an advertisement one could not help but see, and reading it, would at once have the desire to go and see the goods advertised. Upon entering the store the customer, himself one of three customers, waiting for a clerk to get ready to show us goods. Two clerks there were in the store and another man (probably the proprietor). One of these clerks was, in a half hearted way waiting on a customer, the other clerk was opening a case of goods in the rear, the third, who seemed to be the owner of the store, was sitting at a desk perhaps writing advertisements. Both he and the one opening the box were too busy to show us the goods. One of the customers left the store saying he could wait no longer. The other one was so cross when the clerk finally got ready to wait on him, that he would not have bought gold dollars at 50 cents.

Now this incident illustrates the almost uselessness of spending good money in advertising unless a merchant pays proper attention to his customers when they come into the store. Advertising only pays when properly followed up by good store methods.

Another error merchants are inclined to make is that of over stating the goods in an advertisement. An advertisement should be so attractive that it will create a desire for the article advertised, but it should not overstate the value or in anyway misrepresent it. To be drawn to a store by clever advertising and then be treated with discourtesy will disgust a customer almost as much as the still poorer business of misrepresentation in an advertisement.

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GRANGE ACTIVITY.

On the eve of going to press with this issue of HARDWARE we have received the folowing letter and enclosure, which we present herewith:

KNOXVILLE, TENN., Nov. 29, 1905.

To the Members of the Southern Hardware Jobbers' Association:

GENTLEMEN.—We quote below, an article which appeared in the *North American*, Philadelphia, Friday, Nov. 24, in regard to action taken by the National Grange on the subject of Parcels Post during their convention at Atlantic City, which has been in session for the past two weeks. The National Grange is a very strong organization of farmers and naturally wields an immense power in any work they undertake. It is universally conceded by jobbers and retailers that the enactment of the Parcels Post law will mean a vast curtailment of the jobbing and retail business. In fact it threatens the annihilation of the retailer dealers, especially those located in the agricultural sections. This of necessity would result disastrously to the jobbing interests. It therefore behooves us as jobbers to exert every possible effort to defeat the Parcels Post Bill, and we ask that you take advantage of any opportunity—in fact seek opportunities—to lay before and impress upon yaur members of Congress the demoralization and injury which would result from the enactment of the proposed Parcels Post. Instead of securing the adoption of this measure, urge upon them the importance and benefits to be derived from One Cent Letter Postage law, as the enactment of one of these measures means the defeat of the other, and surely you need no arguments to convince you of the importance of one cent postage proposition.

Yours very truly.

By C. B. CARTER...
Sec'y-Treas.

GRANGERS TO SPEND $10,000 IN FIGHT FOR PARCELS POST.

Appropriation Made by Convention to Boom Scheme.

TO UNMASK FOES.

Committee Will Push Campaign Before Next Congress.

Atlantic City, N. J., Nov. 23rd, 1905.—An appropriation of $10,000 to be used as an educational fund for dissemination of grange policies was made at the closing session of the National Grange to-day.

This means that a determined, aggressive campaign for a government parcels post will be commenced immediately.

"Establishment of parcels post, to my mind," said the newly elected master of the National Grange, former Governor Nahum J. Bachelder, of New Hampshire, "is the issue that must be pushed. Every granger in the United States, within the coming year will be asked to demand from their Senators and Representatives in Congress a pledge they will support a parcels post bill.

TO UNMASK OPPOSITION.

"The Legislative Committee of the National Grange will watch the bill closely, and no efforts will be spared to unmask all the forms of opposition to this measure."

Strong utterances were made by the Committee on Resolutions in support of President Roosevelt's "square deal" policy and upon the labor question. These utterances follow:

In these days of higher civilization and a larger degree of prosperity, when so many are demanding special rights for themselves to the injury of the many, we, as an order, "without party affiliations," stand by the Administration in its earnest and consistant demands that every American citizen shall have if he wills, an opportunity to work for reasonable compensation; that no combine, corporate or organized company, shall have full power to crush the more humble individual, but that every man shall have a "square deal"; therefore,

INDORSE ROOSEVELT SQUARE DEAL.

Resolved, That we, the National Grange of the Patrons of Husbandry, do most heartily support the people's President, Theodore Roosevelt, in his demand that those in places of responsibility, whether employed by the government, corporation, company or individual, shall be held accountable both to the laws of his country and the people they serve; therefore;

Resolved, The we, as American citizens, believe it is every man's privilege to work as many hours as he wills for pay; that energy, thrift and activity are entitled to encouragement and should command rightful compensation for services rendered.

The Committee on Foreign Relations, through its chairman, W. F. Hill, of Pennsylvania, presented their admirable report, the feature of which was its advocacy of the International Institute of Science and a participation by the United States in the work of such institute.

Mr. Hill also introduced a resolution favoring the grant to trolley companies in all the States of the right to carry freight, and opposing the ownership by steam railroad corporations of electric roads which parallel their lines.

Installation of the officers elected yesterday was conducted in an impressive manner by H. O. Hadley, master of the New Hampshire State Grange.

Aaron Jones, the retiring master of the National Grange, in a farewell address, told how the grange has increased 78 per cent. in his eight years' occupancy of that office. He twice refused nomination for Congress in the Indiana district, where nomination was equivalent to election.

At the conclusion of his address George W. F. Gaunt, of New Jersey, the newly elected National Lecturer, in the name of the grange, presented to Mr. and Mrs. Jones a beautiful silver service.

Governor Bachelder made an eloquent address on assuming the office of master.

E. B. Norris, of New York, Master Bachelder and Past Master Jones were named on the Legislative Committee that will watch Grange interests in Washington during the session of Congress.

Colorado won out against Connecticut in the contest for the next convention. The Colorado delegates say Denver will be the convention city.

All the grangers are enthusiastic over their treatment in Atlantic City. They declare that the convention was the most fruitful and was held in the most pleasant environment in the history of the grange.

NO LIMIT TO WORKING DAY.

Before adjourning this evening the grange adopted a resolution declaring "That we, as American citizens, believe it is every man's privilege to work as many hours as he wills for pay, that energy, thrift and activity are entitled to encouragement and should command rightful compensation for services rendered."

Another resolution adopted provides that "When a granger is found to be dealing in liquor or conducting a saloon he shall be dropped from the roll without notice."

WHAT CONSTITUTES A HARDWARE STORE?

One who claimed to be a "well posted" Hardwareman, writing in a recent number of a Hardware trade publication, very severely criticized the growing tendency on the part of the up-to-date Hardware dealer to broaden and expand his business by adding side and outside lines. The trend of his argument against all expansion in this direction was that few Hardware stores carried a complete stock of Hardware. Let the Hardwareman first have a store where everything in Hardware can be found; then let him talk about other lines of merchandise. Such was the standpoint of this writer, "who had come in close touch with many Hardware dealers in many parts of the United States and found few stores with a complete Hardware stock." Why tell the dealer about these side lines—calling his attention to the paint and painters' supplies trade; to sewing machines; telling him about sporting goods; showing him how a good business may be built up in silverware and Christmas goods? Why continually advising and constantly urging the dealer to put in other goods, when his stock of regular Hardware is not complete? Why not rather push the dealer to carry a better, more complete stock of Hardware?

That was a position taken by this "well posted" Hardwareman, who rigidly maintained that if the dealer would concentrate in this way his efforts more closely on Hardware, his would be more truly a Hardware store and his business thus concentrated would also be more profitable.

Now, in the first place, it's perfectly plain that it would be well nigh impossible for any merchant, outside of the very largest centres, ever to be able to carry a complete Hardware stock; even to have everything in the line that might occasionally be asked for. The attempt to have such a store would necessitate a very large capital, and the carrying out of such an idea would at once create a large amount of almost "dead" stock.

Then, too, there is much in the regular Hardware line that is sold on a very close margin, and, after taking out the cost of doing business, is actually handled at a loss. The wise dealer is he who is endeavoring to eliminate as much as possible such goods—where it's not absolutely necessary to carry them. All business is gradually being done on a closer margin. It is, therefore, of great importance to increase the volume of trade—and to do it with profitable goods—there it is that the wide-awake merchant is ever on the lookout for any lines of merchandise that will fit well in his stock and find a ready sale. If certain goods are not profitable and are not business bringers they should be supplanted into other and more profitable lines. This it is that the various trade publications are urging the Hardware merchant to take up the sale of much in merchandise that may not be Hardware, but that will find a ready place in the store, and thus it is that many thoughtful Hardwaremen are doing it and making their business more profitable, and, in many cases, more pleasant to handle. HAMMERNAIL.

DON'T WORRY.

"I'm afraid I may have to go to jail," wailed the prominent packer.

"Why so? asked the sapient senator.

"I've been indicted."

"Pooh! Look at me. I've been convicted."

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SEWING MACHINES AND HARDWARE DEALERS, No. 6

I have reserved until the last, one of the most important announcements of all and I feel very sure that the Hardware trade will thoroughly appreciate the advantages and possibilities of this idea and in the hope that it will have a beneficial influence in helping them build up their business, I give the plan of meeting and overcoming catalogue house competition in minute details.

The matter of catalogue house competition and how to best overcome the same can best be told by relating an experience that came under my personal observation while traveling in Northwestern Wisconsin, over a year or so ago.

In this territory, bordering on the banks of the Mississippi River, Chicago catalogue houses were particularly active and aggressive. I was sent over the territory to find out the actual conditions and how best to overcome same. The catalogue houses had put out an alluring bait by offering a five drawer drophead sewing machine at $8.95 and so eager were they to get their catalogues in active circulation, that they were paying fifty cents and freight on every catalogue that was delivered to a resident farmer that had money—more or less—and which he was not afraid to send away to some distant mail order house for some article which he saw listed in the catalogue at what he considered a bargain price.

How well I remember the plans I made and what arguments I could best advance to keep our dealers in line and at the same time hold up and increase the volume of my trade. It was a cold, raw, blustering morning when my train pulled up at the Station of ———, a town of three thousand, situated not so many miles away from the Mississippi and made my way to the Hotel and thence to the dealer's store. It was with much relief that I found the trade had already solved the catalogue house problem and the key to the whole situation was to fight the catalogue houses with their own goods and with their own medicine.

My dealer grew very enthusiastic as he told me how he had his rural friend John send to the catalogue house for one of their $8.95 machines and how, after its receipt, he placed an ad in his local paper and mailed circulars to the farmers throughout his County advertising the machine at twenty-five cents less than the catalogue house asked for it.

"Now," he said, after showing me his ad and printed matter, "I keep one of these machines on hand constantly and I tell my customers if they want a machine of this caliber, I will deliver it to their homes at twenty-five cents less than they can buy it from the catalogue house and I also make it very strong to them that if at any time within four or five weeks, they are in any way dissatisfied with the machine, they are at perfect liberty to return it and I will allow them exactly what they paid for it on the purchase price of one of my regular machines."

Some months later, I had occasion to visit ——— again, and called on my old friend and asked how his plan of bucking the catalogue houses worked out, although I knew by the number of repeat orders he had sent in that the plan must have been a success. "Why," he said, "do you know, those circulars I mailed out are working yet. Every day or so, a farmer will come in and ask to see that $8.95 machine. I treat him very nicely but before showing him that cheap machine, I give him a good strong talk and show up my own machines and then wind up by comparing my machine with the catalogue house machine and I haven't failed yet to sell my machine, in a single instance. Why," he continued, "if every dealer in the land or even a goodly portion of them would take up and follow this plan, the catalogue houses would soon have to find some other bait than low prices to catch the farmers with. Of course," he went on, "it takes a little effort and some time and money to carry out this plan, but I have got it all back and more and I have sold more of my better grade of sewing machines this season than ever before and best of all, I have practically wiped out the catalogue house competition of this Section."

This plan is unquestionably a good one and with certain modifications could, I believe, be worked to good and profitable advantage to every up-to-date dealer.

I would suggest that the dealer follow up his newspaper advertising by mailing out circulars or dodgers of the ad to every farmer in his County. Then follow it up with another circular letter, say a week or ten days after the dodger has been mailed. In other words, let your trade know just what you propose to do and after you get the people into your store, you will find it a comparatively easy matter to swing them over to purchasing your better and higher grade sewing machines.

If a proposition has life in it, and this one certainly has, the thing to do is to get it before as many people as possible, as quickly as possible and as cheaply as possible. That is the long and short of the follow up circular letter in a nut shell and I believe that the dealer who tries this plan will derive the best and most profitable results if carefully followed up with a series of follow up letters.

The first mission of a circular letter, in fact, of any letter, is to be seen. Notice, I say it is only the first mission. It is not the greatest. The greatest mission is to convince. Before any letter can convince or convey any message whatever, it must be seen by the reader for whom it is intended. Every letter of a series of circular letters should be a part of a long connected story. This story is the story of your goods. It should tell in the long run, just why your customers should buy your sewing machines—just what particular advantage they have that other machines do not have—what the prices are where prices can be quoted to advantage and the various things about your way of doing business which will appeal to them or convince them.

In the circular letter, more attractive than fine pictures, more potent than fine language alone, are the *why* and *wherefore* of the Goods—the Reasons. All letter argument is simply the setting forth of two main reasons—reasons why the reader ought to buy—reasons why the seller sells. The buying reason is grounded deep in human nature. Readers are not content to be told that your sewing machine is high grade and is to be sold at a popular price. First, Human Nature wants to know the price. Then it wants to know whether the machine sews—how it sews—how long it will sew, and what you propose to do about it if it stops sewing within five or ten years. When Human Nature has all this evidence, it can come very close to knowing whether it is worth while to consider buying your sewing machine or not.

From this you will note that the circular letter is really a secondary salesman. In other words, it is expected to go out and tell the story of your business to customers; to give descriptions; to quote prices, and, to get orders. I believe it will do all this, if it is properly constructed, but, in order to do it, it must consist of something more than a mere mass of descriptions and prices. It must embrace good, sensible reasons as to why the sewing machine described should be purchased instead of another make. It must try to point out the advantages of your sewing machine and show just where it is to the interest of your customer to purchase your sewing machine. It should demonstrate to your customer the advantage of buying your machine over any other.

There are a few things that the circular letter can't do, no matter how good it may be or how wisely placed. First, it can't restore health and strength to a broken down business that is drawing its last breath and hasn't enough vitality to take any nourishment. Second, it can't sell enough of a poor article to make it profitable in the long run. Third, it can't sell very much of a good thing if an equally good and well advertised thing is sold at a lower price.

And it can't do the most good anyhow, unless it is pretty good itself—unless there is real thought and method in it—business argument—interesting details—reasons—facts. On the other hand, there are a few things that a circular can do and will do—that it is doing right along. Circular letters of the right sort will help any legitimate business under Heaven that deserves help. Backed up by the right goods and prices, it will do more to build up a business than any other one force known to the business world. Under its influence, a small business will grow in that easy, continuous way that pays after spurts and booms are dead and forgotten. It widens and extends the big business along safe, sure lines. It will pull many a business man out of the hole when it's a matter of finding a wider market for a good thing and finding it promptly.

All this, the wise use of the circular letter has done, is doing and will do and if the dealer will use it wisely or use it in a sewing machine follow up campaign as above indicated, the results will be more than gratifying and he will have the satisfaction of keeping in close touch with his customers and the chances are big, if your customers have any idea of sending to the catalogue houses for any article they see advertised, they will first consult you, and then, with proper salesmanship on the dealers' part, the balance is easy.

G. H. DIRHOLD, *St. Louis, Mo.*

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Legal Matters

OF INTEREST TO HARDWAREMEN

INSURANCE—CUSTOMER'S INTEREST—POLICY.

The Supreme Court of Wisconsin held, in the case of Johnson vs. Abresch, that a carriage maker having in his possession a carriage belonging to a customer for repair and sale on the customer's account had a right to insure the customer's interest therein by a policy taken in his own name.

CARRIER—BILL OF LADING—SALE.

The Supreme Court of Rhode Island held, in the case of Vaughn vs. New York, New Haven & Hartford Railroad Company, that where a bill of lading was sent by the seller through a bank accompanied by a draft upon the buyer, who was obliged to pay the draft and obtain the bill of lading before he could secure the goods, title to the goods did not pass to the buyer until he paid the draft and obtained the bill of lading, and that if the goods were destroyed before that time he could not by afterward paying the draft and taking up the bill of lading obtain a title which would relate back so as to authorize him to sue for the destruction of the goods. The court further held that where a carrier permitted the consignee of merchandise to open the cars containing the same after they have been placed on a spur track near the consignee's warehouse, and to remove part of the contents thereof and exercise dominion over the same, and put his own locks on the cars, the carrier's liability as such for the merchandise had accepted a delivery thereof and sold and removed some of it, the fact that such merchandise still remained in the carrier's cars for the convenience of the consignee did not impose any liability as warehouseman on the carrier.

HOMESTEAD—ADMINISTRATOR'S SALE.

The Supreme Court of Nebraska held, in the case of Bradford vs. Jensen, that a homestead of less value than $2,000 could not be disposed of at administrator's sale, either for the discharge of encumbrances thereon or for the payment of debts against the estate of the decedent, and that a license granted by the district court purporting to authorize such a sale was absolutely void.

INSURANCE—ACCIDENT—NOTICE—WAIVER.

The Supreme Court of Indiana held, in the recent case of The Aetna Life Insurance Company vs. Fitzgerald, that an accident policy insuring against "bodily injuries effected through external violent and accidental means" covered an injury caused by the injured lying upon his hand against the bedrail when asleep; that a provision in such a policy "against loss of business time" from such injuries covered loss of time from disease of the bones of the hand resulting from an injury as above stated; that a provision in the policy requiring "immediate notice" of injury amounted merely to a requirement for notice within a reasonable time, and that an instruction that if notice was not given within a reasonable time the failure of the company to object to a subsequent notice for that reason, but only by denying liability solely on another ground, was a waiver of the provisions requiring immediate notice, was erroneous.

RELATIVE TO FIXED RETAIL PRICES ON BISSELL "CYCO" BEARING SWEEPERS.

The Bissell Carpet Sweeper Co., Grand Rapids and 25 Warren St., New York, who have, both in this country and abroad, been strenuously insisting for several years upon conditions that ensure for the dealers "Price Maintenance"; have recently distributed the following letter to their trade, to more fully complete what is so well begun, and which received the high commendation of approval at the conventions of the trade recently held in Washington.

TO OUR CUSTOMERS:

One of the distinguishing features of Bissell's "Cyco" Bearing sweepers, is that they have always been sold at fixed retail prices that have insured to the dealer a good profit, and every dealer handling our goods rests secure in the belief that his neighbor is not underselling him. That fixed retail prices commend the Bissell sweeper to the trade generally, is attested to by the commanding position our goods have attained, and it is a great pleasure for us to be able to state that among 20,000 customers of our books, not 1% are disposed to cut our prices. Whenever a cut does occur, it is either due to a mistake on the part of the dealer, or otherwise because of a misapprehension as to our right to fix the price on our commodity.

For the enlightenment of our customers on this point, and for those who may feel that once they buy an article, they can sell it at any price they choose, we beg to explain that recent decisions both in English and United States courts fully sustain the manufacturer of a patented article, to fix the price on his commodity. We want our customers to feel that in fixing the retail prices on Bissell's Cyco Bearing sweepers we are protecting their interests as much as our own, and that we are, through our price maintenance policy, practically guaranteeing good profits to every handler of Bissell sweepers. If any dealer will report to us a case of price cutting on Bissell's "Cyco" Bearing sweepers, we will see that it is promptly corrected. Pasters similar to sample enclosed are attached to every invoice of Bissell's "Cyco" Bearing sweepers showing the retail prices we fix on these machines.

We shall esteem it a favor if you will give us the name of any dealer who may be cutting our prices, sending us a clipping showing his ad. when we will follow the matter up promptly not mentioning your name in any way.

This letter is intended as a formal notice to all our customers, that the retail prices on Bissell's "Cyco" Bearing sweepers are fixed for every reason herein presented, should be maintained.

Trusting that our price maintenance policy meets with your approval, and that we will have your hearty co-operation in the carrying out of same, we remain,

Yours truly,
BISSELL CARPET SWEEPER CO.
Robt. E. Shanahan,
Sec'y & Gen'l M'g'r.

ARBITRATION COMMITTEE OF THE NEW YORK CREDIT MEN'S ASSOCIATION.

Howard Marshall, Chairman, Joseph Wild & Co.
D. A. Austin,.....Henry Nestle
A. C. Brew,.....Faulkner, Page & Co.
I. E. Edgar.....Garfield National Bank.
W. A. Jones,.....American Linseed Co.

In the general conduct of business, disputes between debtor and creditor are of increasing frequency; and the just and equitable settlement of differences and controversies which arise from time to time is often impossible, except as the result of protracted litigation, expense and delay; involving also the termination of business relations between the parties at interest. The New York Credit Men's Association has therefore instituted an "Arbitration Bureau" to which all members may refer for determination such questions of dispute and difference.

This committee will be prepared at all times to hear any case brought before it for determination, and will undertake to render a decision which will be impartial and without prejudice, and as promptly as the merits of the case will permit. It is empowered to call upon any member or members who may be best qualified to pass upon the questions at issue by reason of particular knowledge or experience, expert or otherwise, as sitting members of the Committee and all proceedings will be conducted upon well established and recognized principles of sound business.

METHOD OF ARBITRATION.

Two members, or a member and a non-member, having a dispute or disagreement to adjust, and who desire action thereon by this Committee, will mutually sign an appeal to the Committee, and address it to the Secretary of the New York Credit Men's Association, 320 Broadway, New York City. Proceedings will at once be put in operation, and the Secretary will appoint a day and hour, convenient to all parties, upon which to meet and present the facts. Due consideration will be given to the merits of both sides of the question at issue, and an early decision will be rendered.

It is to be understood that a case presented to this Committee for consideration will be closed finally and amicably when the decision is rendered, and that both parties will abide by such action.

It will be the desire of this Committee to amicably adjust all controversies committed to it for decision, and the Committee expresses the hope that as a result of its labors the relationship between the parties at interest will be preserved in friendship and a continuance of business.

As probably there will be no expense incurred by any of the parties to a dispute, it is expected our members will take advantage of the good offices of this Committee, and thereby preserve their business friendships and avoid the worries, delays and expenses of litigation.

THE ATWATER MFG. CO., Southington, Conn., have sent us their Standard Revised List Prices on Clips, Couplings, King Bolts and Body Loops as adopted by all manufacturers. The pamphlet will be found very handy and useful as the lists have been very carefully prepared, and cuts are given showing to advantage the good qualities of the Company's products, all of which they claim are made of the very best material. They request that when ordering parties refer to this leaflet, a copy of which will be promptly sent upon request.

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CATALOGUE HOUSE COMPETITION.

With a copy of the treatise in question, which was issued under the auspices of the Wholesale Hardware Joint Committee, and is a very valuable pamphlet which should be read and thought over by every member of the Association; we have received the following from the Sub-Committee, which has been sent to each member for his information:

"The deep interest which has so far been manifested by Manufacturers, Jobbers and Retailers on the subject of Catalogue House Competition, indicates its importance. If this method of doing business was not injurious to both the Jobber and Retailer, it would not have been given so much publicity. We find a very large proportion of the Retailers do not appreciate the very demoralizing influence of Catalogue House Competition, and looking toward the proper enlightenment of the Retail dealers as to the deep and far reaching injury which will result to them by further encroachments of the Catalogue Houses upon the dealers' business, a sub-committee of the Wholesale and Retail Hardware Joint Committee has been appointed consisting of the undersigned whose purpose is to thoroughly agitate this subject among the Southern Retail Hardware Dealers. We have prepared a very comprehensive treatise on Catalogue House Competition, setting forth ways and means to combat this evil. This is a very valuable publication and we are anxious to place a copy in the hand of every retail dealer in the South. Copies will be promptly forwarded upon application to any of the undersigned."

C. B. CARTER, Knoxville, Tenn.
M. L. COREY, Argos, Ind.
R. M. DUDLEY, Nashville, Tenn.

THE USE AND ABUSE OF CREDIT.

Every fall those engaged in the lines of trade to which we give our attention experience a considerable rush in business. It is fortunate for some and unfortunate for others that credit is extended to them by the wholesale houses, so that they are enabled to conduct their business at such times with limited capital. Credit is based on confidence and all know the dangers into which the overconfident fall. Those who extend credit too freely on this basis often lose their goods; those who draw overconfidently on credit often give their customers credit where they would not be so tempted if credit had not in turn been extended to them. Men who have not given the attention to bookkeeping details which a successful business requires are liable to be overtaken by the troubles accompanying too generous credit. Because they are conducting a brisk trade and are closely confined to the mechanical work or because they have for years been eminently successful is no good reason for granting credit without the sanction which properly kept accounts should give practically at a glance.

All wholesale houses have a man who gives critical attention to the credit extended to their customers. The most careful credit man who keeps in close touch with the accounts of his customers and the reports of his salesmen cannot always understand when to extend a little more credit and when it is desirable to reduce the credit already enjoyed by a customer. If he could many of the troubles of the business man could be avoided. It is not infrequent that these credit men are sharply criticised when they refuse to continue the credit. Their action is induced many times when their favors seem unappreciated and when it is desired to teach an important lesson from the temporary hardship which it incurs.

It is incumbent upon the honest business man who intends to pay every cent he owes to see that his credit is maintained with confidence by the regularity with which he meets his obligations. It is especially important when for any reason conditions arise making it impossible for him to meet the bill when its payment is due that he should inform the house of his inability and explain the cause. In most instances this will secure the extension of credit necessary. The failure to make the explanation and the failure to pay leave those who favor him with but one conclusion, and that is, that he is indifferent to past favors which have been granted. This is at once an undermining of the confidence on which credit is established. Too many tradesmen act as if they felt that the obligation was all on the other side, and do not seem to realize that it is their duty to keep those favoring them informed of the little financial difficulties which interfere with the prompt settlement of bills. A tradesman who keeps his friends thus informed will often receive advice and assistance that will be invaluable, and if his reasons are good will never fail to obtain that extension of credit to tide him over his temporary troubles. It is incumbent on the man who accepts credit to regard it in the same light as he would one of his promissory notes. He must make arrangements to meet its obligations. If all tradesmen would maintain this view of credit they would not accept too much and would escape many of the troubles, embarrassments and dangers that never trouble the cash buyers and would sooner be on the cash basis themselves, increasing their profits by discounting their bills.—*Metal Worker.*

PUTTING AMERICAN SPECIALTIES ON FOREIGN MARKETS.

Americans have mastered domestic trade, but most American manufacturers have little conception of foreign trade, and even less knowledge of the proper means to achieve it, says Paul T. Derrick in *American Industries.*

It must be admitted that the past enormous and rapid development of our domestic market has left us little time to study foreign trade conditions and to take advantage of opportunities which they may present to us. But this, while it explains the past, does not excuse the present lack of interest in the subject.

Our western frontier has been pushed all the way across the Continent, and with the occupation of our free lands we are entering upon a new trade epoch. Instead of new markets being created from wilderness within our own borders, trade, in the future, must look abroad for enlarged opportunity and domestic commerce must face increased competition.

Our government is wise in supplying an active consular service which is constantly accumulating facts of vital importance with reference to foreign markets. This information the government lavishly distributes, and much of value is thus brought to the attention of American manufacturers.

Boards of trade and various associations, through co-operative channels, also disseminate much information of value. All these, and other means, are excellent and certain to incite increased interest in foreign market opportunities and to assist greatly in arriving at correct conclusions.

There is, however, a deplorable lack of information of vital interest for American manufacturers engaged in the production of specialties intended for general consumption.

Marketing specialties for popular consumption requires, nowadays, both clever commercial organization and advertising methods. Means must be employed to create a demand for the goods. Economical, rapid distribution of them must be accomplished to insure the manufacture against loss from demand at unstocked points.

KINDS OF INFORMATION NEEDED.

When one considers the millions of dollars spent in advertising, and the absolute necessity for generous outlay of intelligent advertising in foreign countries to permit American manufacturers to open up such markets profitably, it seems highly proper to suggest, and for American manufacturers to insist, that the government shall include in its Consular Service reports as full information as can be secured, regarding the advertising possibilities and requirements of all important foreign markets.

I would suggest that the government should undertake to advise one how to go about advertising and marketing goods of this nature, but statistics should be gathered concerning available advertising media of all sorts; proportion of reading population to the whole; the purchasing power, based upon average wealth; the public readiness to adopt new ideas and fashions, if demonstrated to be of advantage; climatic conditions governing food and clothing requirements, and such other various matters of vital importance in the consideration of new and unknown markets.

There are many countries which offer splendid opportunities to manufacturers of specialties of infinite variety, but which are a sealed book to the American manufacturer solely because of his lack of experience outside of the home market.

The broader the foundation of American commerce, the larger and safer the superstructure of wealth which may be reared upon it. This will be especially realized in times of commercial depression and over production at home. "Hard times" are as certain to come as "good times." In periods of overproduction in the home market, the advantage of foreign outlet is easier to observe, but it is "flush times" at home that the American manufacturer should establish himself abroad, in order that easy, frictionless channels of foreign outlet be developed to supplement his profits in times of domestic trade depression.

Modern merchandizing includes advertising as certainly as it includes salesmanship. In fact, it is only a specialized form of salesmanship, based upon the knowledge that the *consumer* is the most vital element in the problem of selling. Retail trade is only a link in the endless chain which carries the manufacturer's product to the consumer. Upon the interest and good will of the consumer depends the success of every commercial interest. No undertaking will succeed without this, and none can fail with it. Therefore, advertising to create this interest and good will on the part of the consuming public, is absolutely essential to present-day success.

This fact is no more applicable to one country than to another. Methods for accomplishing it may differ—in fact, do differ, in a

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varying degree—in all countries, and that is why the United States government should assist in bringing about a correct understanding of the best means for securing the necessary popular attention and esteem of American goods in foreign fields.

The future development of American commerce abroad will depend more and more upon manufactured goods. Our rapidly increasing population will come nearer and nearer to a total consumption of our raw products. There is, therefore, an increasing obligation for the government to lay before manufacturers such facts as will enable them to undertake foreign trade development with the least possible risk. Success abroad involves intelligent advertising to the consumer. Manufacturers should combine in urging the government to render them such assistance as is possible to arrive at a correct knowledge of the actual conditions surrounding the proper exploitation of their goods abroad.

The National Association of Manufacturers has done much along these lines. No other line of investigation and report can accomplish more permanent, practical good for its members in the future.

Not until one lives abroad can he fully appreciate the paucity of American manufactured goods in foreign shops. The reason for this, and the reason for the obliteration of the American flag upon the seaways of the world, no doubt lies in the enormous domestic market which has been developed because of our rapid spread of population and the marvelous uncovering of our natural resources.

With the occupation of our free lands we are now brought face to face with a readjustment of conditions. We must more and more create wealth, instead of finding it. Opportunity will be lessened. Domestic competition will grow yearly more exacting. Foreign trade opportunities will grow relatively more alluring. Those who first wake up to the value of present opportunities abroad will have the least difficulty in entrenching themselves in foreign markets. The late comer will find, when he finally puts in an appearance, that he will encounter not only native competition, which often is sleepy and obsolete in its methods, but also keen, established American competition. In other words, "first come, first served," and the man-behind-the-times will have to content himself with what is left.

Having thus stated the case broadly, from a purely international point of view, we may profitably pass to a brief consideration of the opportunities for American manufacturers in Great Britain and the British colonies.

The British public is soberminded and conservative. It will not swallow extravagant statements nor tolerate trifling. Its shillings are more carefully safeguarded from trickery and fraud than are our American dollars. But for these very reasons, response to legitimate trade effort and intelligent advertising is even greater than in the States. This is not a popular belief. The ultra conservatism of the Briton has been overexploited. Actual experience in introducing commodities of genuine merit and utility has proved this field of exceptional merit, if intelligently advertised.

A population of half that of America is packed into a small area, greatly simplifying and economizing both commercial and advertising effort.

Certainly no foreign market offers anything like so great an opportunity to so varied a list of American goods as does Great Britain.

When it is understood that the successful exploitation of goods on the British market also opens up trade in all British colonies as well, the importance of giving it most serious consideration will be appreciated.

ADVANTAGES IN THE ENGLISH MARKET.

Local effort in British colonies can also be conducted from London. Established here, American manufacturers will find, ready to hand, all the necessary trade and advertising machinery for energetically pushing their wares throughout the whole British Colonial system.

One particular advantage presented by this market over other markets abroad, especially to the American who never before tried his wings in foreign flight, is the fact that he is dealing with his own people. The same racial traits, the same climatic conditions, the same religion and literature and above all, the same language. Modifications of marks, labels, printed matter and advertising are less here than for any other market. Selling agencies and other trade arrangements are comparatively easy. The public is used to foreign-made goods. Discussion, for political effect, is sometimes indulged in to the theoretical advantage of "protected markets," but public opinion is for free trade. Mr. and Mrs. John Bull will buy to their best advantage, regardless of political opinion.

Splendid opportunities exist here for many American concerns, and for some they are better than at home; for others infinitely better than is found in America, outside the large cities.

The immense cultivation of American home market is frequently carried beyond the point of profit. It is much more sensible and business-like to scoop the cream from two continents, than to be content to restrain the skimmed milk of one. The future successful American manufacturer is he who, keenly alive to his opportunities at home, is intently studying foreign market conditions with a view of finding outlets of less resistance abroad. He will not allow prejudice to enter into his calculations, nor will he permit ignorance to cheat him out of his proper commercial place in the world. Where the trade is, there will he go. Where trade may be developed, there will he advertise. Seas and national boundaries will be no limit to his opportunity and success.

OBSTACLES TO TRADE.

BARRIERS CREATED BY AMERICAN MANUFACTURERS.

Consul Halstead, of Birmingham, furnishes a report in which he describes obstacles that are created by manufacturers and merchants in this country in efforts that are made by merchants in England to place orders. The consul's report is based on a statement made to him by a Birmingham merchant, who subsequently expressed his views in writing on this subject. The merchant declared that his firm had been recently trying to extend their operations in this country, and that overtures to that end had been met by many American manufacturers in a manner that was not at all encouraging, and in a few cases bordered on discourtesy. The firm, it is explained, has established satisfactory relations with a number of United States manufacturers, but when it is desired to take up a new article, difficulties are likely to arise. The consul quotes the Birmingham merchant as follows:

The vast majority do not seem to have any understanding for the exigencies of the export trade at all and seem particularly to be quite incapable of comprehending the terms which may be quite logical between two firms in the same city are unworkable under the altered circumstances. Either they refuse to do business at all or they present terms which are unacceptable. Some of them wish to attach sight draft to the bill of lading, which means a heavy loss in exchange, apart from the fact that we, in common with many firms of standing in this country, do not wish to have drafts levied on us at all. When it is a question of large sums and for transactions of metals, etc., this may pass, but for general lines of goods and smaller amounts it is quite out of the question. Other firms suggest cash with the order, which means that we should have to entrust them with cash two, three, or even four months before we get the invoice and documents for the goods. Yet again, others a trifle more accomodating, appear willing to accept our terms, but state that they will not allow the cash terms they give on the other side unless they receive payment within ten days of dispatch.

On the one hand we cannot afford to lose the 2 per cent for cash, but on the other hand it is impossible to comply with such a request, unless we keep funds lying idle in New York for the special purpose of paying our invoices there. Even if we did so, it would mean an extra commission besides the loss of a good deal of interest. When, however, firms have proved themselves reasonable enough to suggest the latter alternative they usually end by being amenable to argument, and, as a rule, after the exchange of a few letters to make them see that we are in earnest and will not do what they want, they give way. It is, however, a pity that there is so much correspondence necessary to obtain what ought to be granted without delay, and of course this attitude of the greater portion of the American manufacturers we have had to deal with does not make us eager to extend our relations with them, and is decidedly discouraging when compared with the replies we get to similar inquiries addressed to other foreign countries.

THE VALUE OF ANGER.

About the only value there is in getting angry comes to the man against whom the anger is directed and the benefit to him depends a good deal upon whether he keeps his own temper or not.

If there is any time in the world when a man hears the real truth about himself as he appears to others it is when some real angry man commences to abuse him. It may be an exaggerated truth he hears; no matter, if it strikes in enough for him to recognize his faults, trust him to tone it down all it needs. At the same time he is wise if he takes just enough notice of the utterances of an angry man to ask himself, "Is he telling me the truth about myself? How much of it is true?" Probably if we all saw our own faults and failings as the world sees them, there would be more New Year resolutions made (and broken) in the year 1906 than ever before.

A COMPLIMENT.

She—Ah! We can't tell what the future has in store for us!

Her Husband—Well, don't worry, dear! Whatever it is, you'll get it at a bargain.—*Puck*.

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HARDWARE DEALERS OF UNKNOWN EUROPE

(Specially Contributed.)

American Hardware, according to our consul-general at Buda Pest, Mr. Chester, is rapidly making its advent in all forms over Hungary. This, and our sporting goods. Many of the American innovations, however, are rapidly underbid by the Germans as American exporters fail to register their trade-marks or patent the articles in Hungary, and hence the Germans can imitate, and do so, in a cheaper and better-selling medium. American razors and shaving guards, as well as American tennis-balls, are found in all large Hardware stores of the Magyar capital.

Rents are high for these stores in the city, a thousand dollars a year—equivalent to $5,000 with us—for a small one. Department stores, however, do not cut into the business, public sentiment standing out against them. Salesmen in the shops get all the way from twenty-four to sixty-four dollars the month

American stoves and American fountain-pens, as well as fly cages and stereoscope sand toy-flying machines and kodaks, are on the stock-list of every large Hardware merchant of the city, and occupy prominent places in his great windows, which, by the way, open street-ward, and so block traffic on the walk while being arranged. One Hardware store here sells American electrical novelties almost exclusively, the stock containing, among others, electrical candles and shaving sticks and flat irons, as well as ink-wells and gymnasium appliances, without the electricity. Cheaper wares are often exposed along the sidewalk before the stores, being taken in when the shutters are drawn, during the noon-hour, that all employees may eat at the same time.



Queer, round, brassy pencil-sharpeners, at eighteen cents, and nickel nippers and short-axes, such as all firemen carry in this city, are other staples of the trade. For the grocers, too, there are long narrow wooden tongs, selling for a dime and employed as pickle lifters.

Out at the great storage plant, on the out-skirts of Buda Pest, wares of every sort, wires in cases, or in the ball; dyes, cut out in the blocks, cases of candles, balls of corks, and almost everything else, are kept by the wholesaler, as precaution against fire losses, being shipped from there to the small dealer.

Novelties in the Hardware line abound in Buda Pest. There are bunches of keys containing, respectively, knife, pen and file; there are revolvers that shoot forth a lead pencil, and there are great pocket knives convertible into a tablespoon, knife and fork, pen knife and cork screw.

Toward the Serb frontier, wire is in great demand, being trailed from poles like our telegraph poles, set over the hop fields for the vines to trail about. Among the Ice Cavern districts, to the north of Hungary, oil lamps are among the best sellers.

To-day, Hardware dealers from the north, speaking the German, traverse Bosnia, which, less than thirty years ago, was a brigands' paradise, and do a splendid business. Bazaars here for Hardware are all grouped together, and as the guild system obtains, prices and wages are the same in all. Sprinkling cans have a great sale here, being carried about by boys and filled with cold water, which is hawked at a pittance the glass; for water is never free in the Balkans. Razors, too, go quickly here, for the Moslems shave the entire head in the summer. All horses in the interior of Bosnia are decked with sleigh bells, and these, too, the Hardware dealer is expected to handle. The oblong cans in which Standard Oil is sent are also traded in by him, being bought by the peasants for carrying water from the town fountain.

At Rejeka skillets and coffee cups, ladles and cake shovels, one and all for tacking to the wall behind the stove, as well as wooden salt boxes, the housekeeper gets from the Hardware dealer. Kettles, too, and the sprinkling can for drinking water, as well as a waffle pan, she must have for keeping beneath the range.

At Sarajevo, the capital, the bazaars are large and contain in some cases almost everything Hardware shops of the smaller sort can provide. Canary cages for the homes of the Austro-Hungarian officers, are novelties one would scarce expect to find here. The Hungarian merchants have established a commercial museum at Sarajevo, as our wholesalers might at Manilla, where one specimen of everything they have to sell is exposed, as in some gigantic Hardware store, and from the numbers on these, the peasants order, by catalogue, in whatever quantity they desire. Things for the kitchen are especially numerous here.

For the Emperor's birthday, at Sarajevo, great numbers of little tin cups are sold, being filled with oil and a wick added, and then set in the windows or on minarets, in long rows, to do their share of the general illumination of the city. Knives, with an ornamental handle of bone and fitting in an exceedingly light, yellow case covered over with tin, or other metal, also have tremendous sales.

Regulation Hardware stores, aside from the bazaars, also obtain in Sarajevo, and among them even dog muzzels have been introduced.

Along the east coast of the Adriatic, Hardware stores, as such, hardly exist, being merged in the general store that supplies the town with all its external needs.

For the cafes of Belgrade and elsewhere sets of dominos are sold over Servia. The peasants, too, require a long, clumsily carved beam, borne either over the shoulder or as a yoke about the neck to either end of which baskets and parcels or even bunches of fowl, tied by the legs, are borne. Clocks are sold by the Hardware dealer here, with the hour hand the larger of the two.

A feature of the stores of the trade, at Nisen, the military city of Servia, are the long bundles of rope suspended from bars over the door. At Bucarest, the capital of Roumania, the gipsies are the locksmiths and the tinkers, and the good friend of the Hardware man. In the poverty-stricken Rouman villages, Hardware stores could not exist, and so the women carry their tin cans and the men the bells for their horses or such little purchases with them on the semi-annual visit to "town."

At Rust-chuk, the metropolis of Bulgaria, the stores put up their shutters during the noon hour as at Buda Pest.

At Plevna, where the battle was fought, there are stores selling cheap knick-knacks only; all other thinks being of home manufacture.

At Sofia, a swinging saw, employed on the faggots piled in the front gardens of the finer homes, is an unexpected novelty in the stock in trade.

At Philippolis, in East Rumelia, stores sell a queer bronze figure of a peacock, each feather of whose tail, when drawn proves to be a neat table knife.

FELIX I. KOCH.

✤

THE NATIONAL CUTLERY COMPANY, Westmoreland & Boudinot Sts., Philadelphia, Pa., have recently published an exceedingly interesting and instructive catalogue in regard to which they state: "In issuing this Catalogue our aim is to bring before the buyers the great variety of Scissors, Shears and Snips manufactured by the National Cutlery Company. and to call attention to their superior quality. We are leaders for quality, finish, perfect adjustment and cutting power, and the buyers are fast becoming aware of these facts, as the very great increase of our sales demonstrates." The catalogue contains 80 pages, is profusely illustrated, and is indexed. A view of the large plant occupied by this Company is shown and a page is devoted to facsimiles of medals which have been awarded at the three Exhibitions where the Company's goods have been exhibited. The catalogue is very attractive in appearance, the cover being artistically printed in scarlet and green. Send for a copy.

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"INTERSTATE CHAOS."

The Committee on Bankruptcy Law and Legislation of the National Association of Credit Men invite especial attention to the address on "Interstate Chaos" which was delivered by William H. Hotchkiss, Referee in Bankruptcy at Buffalo, N. Y., and Lecturer on the Law of Bankruptcy in the New York Law School and the Buffalo Law School, copies of which may be obtained from the National Association of Credit Men, 41 Park Row, New York. The purpose of this very able address is to make plain the wide diversity in the State Statutes which refer to the settlement of insolvent estates, and also expose their manifest unfairness as far as the rights and interests of creditors are concerned. While these questions have been matters of frequent reference in addresses and articles on bankruptcy legislation, they have never before been expounded with the detail and vigor shown in Mr. Hotchkiss' work. In the appendix will be found a compilation of opinions of the press of the country, both favorable and unfavorable to the Bankruptcy Act, which leaves the reader in no doubt as to the sentiment of the country in behalf of the continuance of that beneficent law.

LEGAL CORRESPONDENCE

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

RIGHT TO STOP IN TRANSIT.

QUESTION: Our firm shipped a bill of goods amounting to $200 to a customer on credit, the freight charges to be paid by him. The goods arrived, but were detained by the railroad company awaiting the payment of the freight. Now the customer has become insolvent and cannot pay. Can we prevent him from getting the goods?

ANSWER: You have the right to stop the goods in transit on learning of the buyers insolvency and to resume possession of them until the price is paid. That right continues until the railroad company makes an actual delivery or wrongfully refuses to deliver the goods. So long as the buyer declines or fails to accept delivery the transit continues. This right must be exercised by giving immediate notice to the railroad company. But it is defeated if the buyer, being in possession of the bill of lading with the seller's consent, has transferred it to a bonafide.

PAYMENT OF A CHECK.

QUESTION: Ten years ago Brown gave Smith a check on the bank for $10 in settlement of account. Smith through negligence failed to present the check for payment till now, and now the bank, acting on the advice of Brown, refuses payment. Brown is solvent. Does the check outlaw? What is Smith's remedy?

ANSWER: Smith's claim is barred by the statute of limitation. While there is some conflict as to when the statute begins to run in favor of the drawer of a check, the law is settled that it is the clear duty of the payee to present the check within a reasonable time after receiving it. We think that a reasonable time expired with the expiration of the statutory period in which to sue, i. e., six years. We do not think the payee was entitled to sleep on his rights till the original debt was barred by the statute, and then make his negligence in presenting the check the basis of a claim to the right to bring his action after the statutory period would otherwise have expired. From this reasoning it follows that Smith has no remedy either on the check or the original account for which it was given.

SEPARATION AGREEMENT.

QUESTION: If a man and wife separate owing to a mutual agreement and enter into a separation agreement by which the husband contracts to pay his wife $15 a week for her support during her lifetime, will this agreement prevent the parties from obtaining a divorce? If not, what will be the effect of the divorce on the husband's liability to support his wife? Does it make any difference if the parties again live together as man and wife after the agreement is made?

ANSWER: It is now settled that a separation agreement if made through the medium of a trustee after an actual separation has taken place or in contemplation of immediate separation, is valid and will be enforced. Such an agreement is no defense to an action for a divorce founded on the misconduct of either party. If the divorce is obtained against the husband for his misconduct he is still bound to support his wife under the agreement. A divorce against her would probably relieve him of the obligation. If after the agreement has been made the parties again live together as man and wife, this rescinds the agreement, and neither party can claim anything under it thereafter.

MARRIAGE—RIGHT OF PARENT TO HAVE ANNULLED.

QUESTION: Is it necessary for a girl who is a minor to obtain the consent of her parents to marry in the State of New York?

REPLY: It is not necessary to obtain the parents' consent in order to render the marriage valid. If the girl has not attained the age of eighteen years, she is not herself able to give a legal consent to her marriage and an action may be brought by her or by her parents or guardian to annul the marriage. If, however, the minor cohabits with her husband after she attains the age of eighteen years, this will constitute a ratification of the marriage so that it cannot be annulled.

CONTRACT OF MINOR TO BUY A BICYCLE.

QUESTION: I sold to a girl seventeen years of age, a bicycle, and she agreed to pay $45 for it. $15 of the money she paid down and the remainder was to be paid in equal installments of $1.25. She bought the wheel in June and used it until September and then returned it to me and demanded that she be paid back the total sum of $26.25 which she had paid upon the contract. I took the wheel, but refused to return the money, because the use of the wheel exceeded the sum paid. Her claim is, that because she was a minor, she could not make a valid contract.

ANSWER: While it is a general rule that an infant's contracts are voidable and he may avoid them at his pleasure, there are certain well recognized exceptions or qualifications to the rule. One of these is that where an infant pays money on his contract and enjoys the benefit of it and then seeks to avoid it, he cannot recover back the consideration paid. He cannot have the benefit of the contract on one side without returning the equivalent on the other. This is because the privilege of infancy must be used as a shield and not as a sword. We think the principle applicable to this case is that the minor having had the use of the bicycle from June to September ought in justice to pay for its reasonable use. If the use of it is equal to the sum she has paid, we do not think you are bound to return her anything.

AN ARTISTIC CALENDAR.

The Harrington & Richardson Arms Company, Worcester, Mass., has started the holiday season by the issuance of a characteristic calendar of artistic merit, where a handsome feminine is pictorially represented, pistol in hand, leaning over a fence and



pointing to a target, which shows the evidence of her skill in placing two bull'seyes, and three in the inner circle. She is picturesquely clad in appropriate hunting costume and presents a picture in herself worth being perpetuated. The Company announces their willingness to supply readers of HARDWARE with a copy of this calendar, on mentioning the fact, without charge, as long as the supply lasts. It is to be hoped that our readers will take advantage of their free offer.

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RECENT TRADE PUBLICATIONS.

AMES SHOVEL AND TOOL COMPANY, (St. Louis Shovel Company Plant), St. Louis, Mo., have made us the recipients of their Catalogue and Price List No. 3, which is in large pamphlet form, containing forty pages. This Company manufactures Shovels, Spades, Scoops and Drain Tools of superior quality, numerous illustrations and detailed descriptions of which are given in an interesting and attractive manner in the catalogue. If you care to receive copy of same write for one and it will be gladly sent at once.

MCCRAY REFRIGERATOR COMPANY, Kendallville, Ind., manufacturers of Refrigerators and Cooling Rooms of any size, style and arrangement, built to order, have sent us a very attractive pamphlet which contains illustrations and detailed descriptions of their Roll-Top Butter, Roll-Top Butter and Cheese, and Grocers' Refrigerators. The pamphlet is very interesting and will be found handy and useful to parties desiring to receive same. Send for Catalogue No. 64-G.

GIFFORD-WOOD COMPANY, Arlington, Mass., makers of Ice Tools and Ice Handling Machinery, have sent us a copy of their latest catalogue which describes, illustrates and prices a number of the goods manufactured by them. The catalogue is gotten up in a very attractive and interesting manner and is finely printed and well arranged throughout. They state that their prices are as low as first class articles can be made, and that "Standard Goods" represent the class in which their manufactures have always been held, and that the reputation will be preserved on the merits of what they offer. The Company represents the combined facilities and efficiency that have characterized the firms of Wm. T. Wood & Company and Gifford Bros. for so many years, and they aim to give their customers the very best Ice Tools and Ice-Handling Machinery that can be manufactured. Any parties desiring catalogue will receive one promptly on request.

THE DAVID BELL ENGINEERING WORKS, Buffalo, N. Y., have sent us a copy of their Bulletin 805, which shows their line of "Standard Guide" Steam Hammers, of which they are making an exclusive specialty. They state that these Hammers are now all built with what they term "Re-Inforced Guides and Stiffened Column", which greatly increases their durability and efficiency. They claim that they are the highest grade on the market and are all thoroughly tested with steam before shipment, and they consider their largely increased business in these machines to be due to the care and thoroughness with which they are built. The Bulletin may be had on request.

THE MERIDEN BRITANNIA COMPANY, Meriden, Conn., have sent us an exceedingly attractive folder called "Family Plate", which contains in the form of a historical review many interesting facts about American tableware since 1874. Each succeeding decade has been marked by great strides of advancement by this Company, and to-day the trade-mark "1847 Rogers Bros." on silver plated goods stands for the same degree of excellence as the mark "Sterling" on silver, when put there by a reliable maker. A number of very fine cuts are given in the circular—candlesticks, ladle, trophy cup, chafing dish, a plush case containing knives, forks, spoons, etc., tea set with tray and a handsome symbolic decorative piece. For information regarding silverware of all kinds write for catalogue.

ROYAL MANUFACTURING COMPANY., LIMITED, 408 Commerce St., Philadelphia., have sent us a very interesting pamphlet which describes, illustrates and prices Royal Specialties, including Hardware, House Furnishing, Hotel, Cafe, Household Kitchen Utensils, French Fryers, (twenty-six styles and sizes), Fish and Shad Planks, "Henis" Broilers, Asbestos Household Articles, Wire Traps, Muzzles, Pickers, etc. The pamphlet is a handy and useful one, and if you care to receive a copy write for Catalogue No. 14.

H. A. MOYER, Syracuse, N. Y., has sent us one of his exceedingly handsome and artistic catalogues for 1906, which describes and illustrates the various styles of Carriages, Surreys, Phaetons, Stanhopes, Runabouts, Road Wagons, Buggies, Buckboards, Democrats, etc., manufactured by him. The following Warranty gives sufficient proof that the Moyer goods are of the highest standard of excellence: "I warrant all work manufactured by me to be of good material and should any breakage occur within one year from date of purchase from me by any reason of defective material or workmanship, repairs will be furnished for the same free of charge." One of these beautiful catalogues will be sent to interested parties on request.

CHARLES AMOS & COMPANY, Detroit, Michigan, have sent us a large thirty-six page pamphlet which is their General Catalogue No. 50-A. This catalogue describes and illustrates Decorative Bronze, Brass, Iron and Wire Work for Buildings and Grounds, including Sash Bars, Canopies, Wire Guards, Grilles, Steel Railings, Fences, Gates, Iron Stairs, Fire Escapes, Etc. The catalogue will be found very valuable for parties interested in this line to select from, and will repay a careful perusal. Copy of catalogue of these well known goods will be gladly and promptly sent upon request.

THE JOHN E. BASSETT & COMPANY, New Haven, Conn., have sent us a number of their Model Advertisements which they supply to dealers wishing to advertise their goods. Many dealers do not have time to spend on preparing advertisements themselves and do not want the expense of employing a man for the purpose, and by ordering them from the Bassett Company they save time and money. These advertisements are written by a Hardware man of eighteen years experience in the general Hardware business. They state they have recently revised and reprinted fifty-four of their best advertisements, covering the most saleable things in the Hardware line from January to December. They can be used in any general Hardware store almost without change—except in names and prices. They will be glad to give you any information you may desire in regard to these advertisements.

THE REED MFG. CO., Newark, N. Y., have sent us a copy of their Thirteenth Annual Illustrated Catalogue, which is a very handsome production, finely printed on excellent paper, and carefully arranged thoughout with a view of showing to the best possible advantage the goods manufactured by them. The catalogue contains 140 pages, is indexed and profusely illustrated, and the cover is artistically lettered and decorated in gold. The Company claims that all their goods are absolutely as represented and up to the highest standard in every respect, and that the prices are and always will be as low as possible, consistent with the quality of the goods offered. They also state that the size of the business in all its departments enables them to carry heavy stocks and to make prompt deliveries for all goods ordered. They lay especial emphasis on the fact that every article of their Anti-Rusting Tinware is guaranteed absolutely rust proof, and in addition to this liberal warrantee protecting customers in the handling of this line they have their assurance that in high-grade materials used, in skilled workmanship employed, in rigid inspection of all goods shipped, and in every particular possible they propose to adhere strictly to their established policy that "the best is always the cheapest." Catalogue will be gladly sent upon request.

THE STANDARD NOVELTY WORKS, Duncannon, Pa., have sent us a very artistic little booklet exploiting their popular Strongfast and Swiftlite Steel Sleds. They state in regard to them: "We positively do not use any bolts or screws in their construction, all riveted together as if of one piece, made of 'tee' steel, painted with bicycle enamel, artistically decorated, and made only for the trade who are looking for a high-class article." The catalogue is well printed, and the illustrations are colored to correspond with the sleds they represent, which adds to the attractiveness of the book. Send for catalogue for 1905.

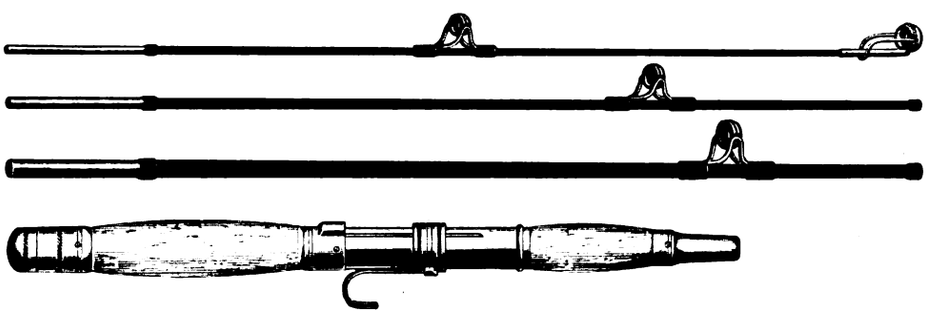
THE ATLAS SHEAR COMPANY, Bridgeport, Conn., manufacturers of Hardware Specialties, Cast Shears and Scissors of every description for Domestic and Export Trade, are presenting to the trade a very attractive book which is their Catalogue No. 16. Shears and Scissors for nearly all purposes are described and illustrated, and parties interested in this especial line will find the catalogue instructive and helpful. Copy of same may be had upon application.

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NEW GOODS AND SPECIALTIES.

BRISTOL BAIT CASTING ROD No. 27.

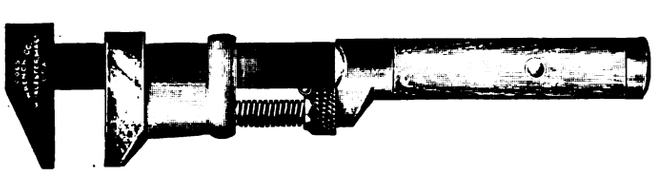
The Horton Mfg. Co., Bristol, Conn., as the result of a demand for a rod like its "Kalamazoo," but with agate guides, is making a new rod which they designate as No. 27. This rod is made with agate guides, which are German silver mounted, made high, with large openings. The top is a special off-set agate style and German silver mounted. With these trimmings the friction of the line is reduced to a minimum, and they are alluded to as strong and durable. The handle is 14 inches long, with double cork grips and the company's patent detachable finger hook. The rods are furnished in 4½, 5 and 5½-foot lengths, weighing about 9¾ ounces. Other lengths can be supplied to order.



BRISTOL BAIT CASTING ROD NO. 27.

HAMMER HANDLE MODEL WRENCH.

The Coes Wrench Co., Worcester, Mass., are introducing to the Hardware and Supply trade a new model of a wood handle wrench as a companion wrench to the Company's steel handle model. This wrench possesses all the good features of the steel handle and in addition has a "Hammer Handle". It is designed to meet the wants of those who still wish for a wood handle, or where the wrench is not subjected to heat or moisture. No gripping power is lost as it fills the hand completely and even in the large sizes the handle is not too large for one hand.



HAMMER HANDLE MODEL WRENCH.

The handle is heavier than has ever been put on a wrench before and is constructed from hard wood. The heavy webbed handle frame is solidly connected to the bar under tension by a key, in addition to the riveted tip and the extra heavy cross rivet through the center. The wrench is said to be practically as strong as the steel handle style. The registered trade-mark of this wrench is "Hammer Handle", and the wrenches are packed under a blue and gold label. Either this wrench or the "Steel Handle", it is claimed, size for size, is thirty per cent. stronger than any other wrench made. The 15 inch size is ready for the demand of the trade at present; this will be followed by the 10, 12, 18 and 21 inch sizes, which will soon be on the market. There is no advance in price over other styles.

ELLIS ADJUSTABLE S WRENCH.

Patterson, Gottfried & Hunter, 146-150 Centre Street, New York, have recently placed on the market the Ellis adjustable offset S wrench of which we present illustrations. Fig. 1 represents the wrench for use as a regular adjustable S wrench, special attention being called to the jaws, which are designed to afford the greatest strength without being too large to operate in confined places. Fig. 2 is another view of the same wrench with the jaws offset to the left. This is accomplished by the means of a small round head spring pin which, pulled slightly toward the person, allows the jaws portion to be swung to right, center or left, releasing the pressure on pin, causing it to catch in either of the three perpendicular square notches shown in the illustration. Fig. 3 illustrates the same wrench with pipe jaw inserted, thus making the tool quickly interchangeable from a nut wrench to a pipe wrench, a valuable feature in a portable kit and for automobiling, etc. The importance of this wrench is its adaptability for working around corners, behind pipes and in many otherwise difficult and inaccessible places. There are four sizes and the jaw openings are operated by the milled edge barrel screw, the jaw capacity being the same standard as in regular wrenches, size for size. The 6 and 8 inch sizes are nickel plated. The 8, 12 and 18 inch sizes have a pistol finish. This style of wrench can be supplied in all sizes named, with either plain or pipe jaw, and in 6, 8, and 12 inch sizes with both plain and pipe jaws. All pipe jaws are pistol finished.



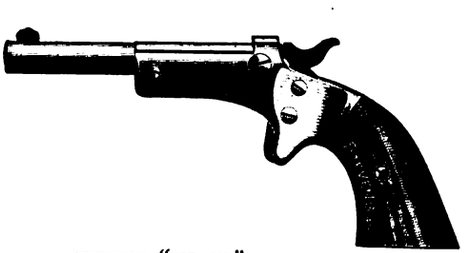
FIG. 2.



FIG. 3.

STEVENS "TIP UP" PISTOL NO. 41.

The J. Stevens Arms & Tool Company, Chicopee Falls, Mass., are still manufacturing the little pistol of which we give an illustration, it being one of the original models of Stevens Arms, introduced by them over 40 years ago; and, although the intervening period has seen many changes that have revolutionized the business, the company still manufactures this little



STEVENS "TIP UP" PISTOL NO 41.

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pistol and regularly lists it among their later productions. No better proof is necessary that it is yet numbered among their practical products. This No. 41 pistol is a neat little model for ladies' use, and can be recommended for first lessons in shooting. It is accurate at short ranges, say up to 15 or 20 yards, and most convenient on a short trip where there may be some opportunities for target practice or shooting small game. Something of the sort frequently comes handy to the angler, for a big fish is sometimes difficult to bring within reach of the gaff, and occasionally a snake holds possession of some desired vantage ground. The barrel of this pistol is half octagon, blued, 3½ inches in length and has perfect rifling. It has plain walnut stock and open sights, and weighs 7 ounces. Adapted to .22 short R. F. cartridges only. List price, $2.50.

THE "S & S KNIVES."

The National Cutlery Company, Detroit, Mich., are the manufacturers of a line of Cutlery to which they have given the title of "S & S", and the superior quality of which is demonstrated in the accompanying illustration. They include Skinning, Boning and Sticking Knives, Butchers' and Steak Knives, including the Scimeter pattern of the latter as well. Built of special formula steel, handled throughout the entire process of manufacture by only skilled workmen, and tempered by special process. "S. &

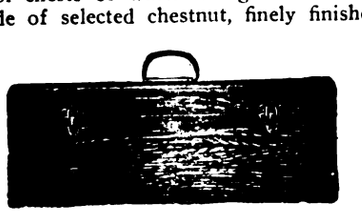


THE "S & S KNIFE."

S" Knives have no hard or soft times during their manufacture, making it practically impossible for any but perfect knives to leave the factory. The butcher who appreciates a good knife should order "S & S." Being hand forged throughout they are referred to as holding an edge under the most severe use to which they can be put. They are recommended to the trade as having the entire confidence of the butchers and needing no effort on the part of the dealer in selling them. Samples were submitted for test to the "Amalgamated Meat Cutters of America at Chicago," and after the most thorough and exacting trial of their merits, the President over his signature testified to their superiority over any other brand now on the market that had previously been used; and in point of quality admirably fitted for the use of skilled butchers.

TOOL CHESTS AND CABINETS.

THE AMERICAN TOOL CHEST CO., 200 West Houston Street, New York, N. Y., are manufacturing a fine line of electricians', machinists' and pipe fitters' tool chests, among which are the electricians' tool chests of which we give illustrations. These chests are made of selected chestnut, finely finished, lock cor-



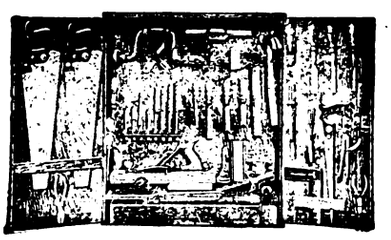
ELECTRICIAN'S TOOL CHEST, NO. 15.

nered and trimmed with brass clasps and handles, the three smaller sizes having handles on the lid. They are manufactured in five different sizes, running from 14⅞x6x6 inches to 32½x9¼x6⅝ inches, some of which are with two drawers instead of one, the dimensions given being all inside measurements. The smaller size illustrates their Nos. 14, 15 and 16 while the larger cut shows No. 19. We also illustrate in the cut here-with a "Eureka" tool cabinet No. 2, which is made of chestnut, with brass lifting handles, nicely finished, outside dimensions of which are 27 inches high, 20 inches wide and 18 inches deep. This contains 48 tools of extra quality as illustrated, and is



ELECTRICIAN'S TOOL CHEST, NO. 19.

an exceedingly handy combination to have for household purposes. They manufacture also a very popular and useful tool chest for the purposes needed on house or farm, which is designated as the "Handy Tool Chest, No. 1903", which is of

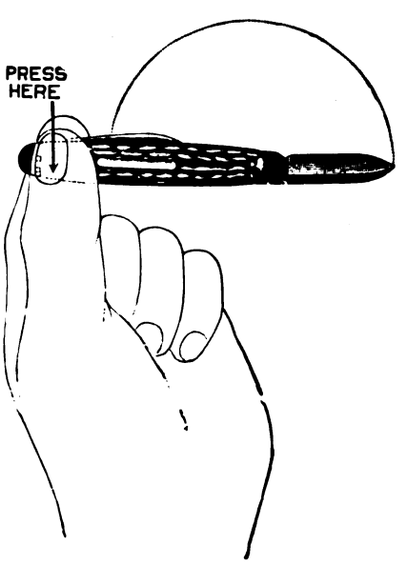


"EUREKA" TOOL CABINET, NO. 2.

dimensions 27 inches long, 8 inches wide and 4 inches deep, made of bass wood with dovetailed corners and having an inside partition. It is provided with 18 superior quality tools selected with a view to their being in general request for the many wants for which it is planned.

CRANDALL AUTOMATIC POCKET KNIFE.

Crandall Cutlery Company, Bradford, Pa., are placing upon the market an Automatic Pocket Knife, simply constructed, yet perfect in principle and one that is designed to be a popular specialty and meet with ready sale. When one realizes that it can be opened with one hand, or even with gloves on, its general



CRANDALL AUTOMATIC POCKET KNIFE.

utility readily becomes apparent. There are no buttons or spiral springs calculated to shorten its life used in its construction, and the durability of the appliance is unquestionable. In its general make-up the best hand forged steel is referred to as being used, with the special Radium Electric finish calculated to prevent any possible rust and tarnish. It is made in three styles; Stag, Shell and Pearl.

"PIKE'S STONOIL."

After experimenting for years with all sorts of oils and combinations of lubricants, the Pike Manufacturing Company, Pike, N. H., have at length found what they consider an ideal oil for use on Oilstones, Hones and other abrasive surfaces. It is

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marketed under the name of "Pike's Stonoil". It is absolutely free from acid, so it will not corrode, or harden stones, and is also free from vegetable matter so that it will not become gummy, thereby causing the stones to glaze. It is in short an acidless,



"PIKE'S STONOIL."

non-drying oil, thin enough to flow freely, yet with sufficient body to float off heavy steel cuttings. It is also a perfect oil for guns, sewing machines, razor strops, clippers, clocks, locks and all articles requiring oil as a lubricant or a preservative. It is also adapted for cleaning all finished surfaces, wood or metal. Pike's Stonoil is put up in two sizes; six-ounce bottles with nickel screw caps which retail at 25 cents, and two ounce, plain bottles which retail at 10 cents.

CRANDALL'S AUTOMATIC RAZOR STROP.

The Crandall Cutlery Company, Bradford, Pa., are placing on the market a novelty that will appeal to every man who shaves himself. It is an Automatic Razor Strop called the "Sure Edge", of which we give an illustration. It is made of the best material that can be selected for the purpose. The leather is

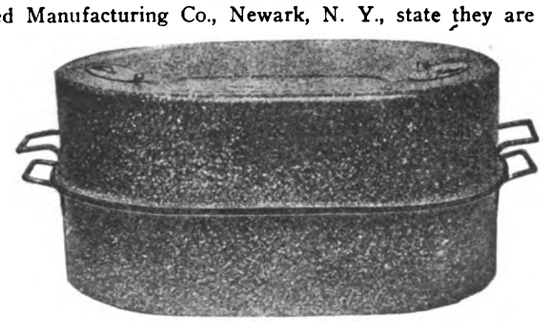


CRANDALL'S AUTOMATIC RAZOR STROP.

tanned by special process, producing sharpening qualities far superior to any ever obtained by any previous method. The process of tanning, which is confidently termed "Sure Edge," is known only to the manufacturers. The case is silver plated on brass, and the strop automatically rolls into the handsome case and is held there for further use protected from dust and grit so ruinous to the edge of a razor.

REED MANUFACTURING COMPANY'S SELF-BASTING ROASTER.

Reed Manufacturing Co., Newark, N. Y., state they are now

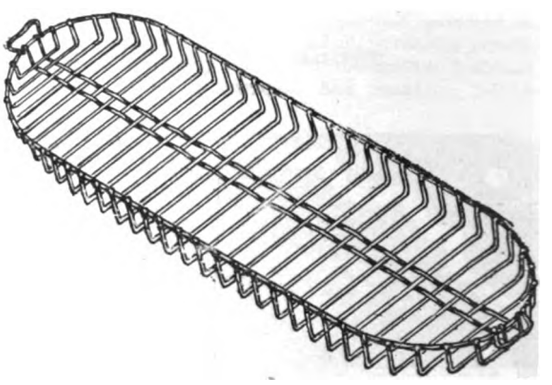


SELF-BASTING ROASTER.

prepared to fill orders promptly for their Flintstone Enamel Seamless Self-Basting Roasters. They are making this Roaster in three different sizes, suitable for a 12, 16 or 20-pound Roast, and in offering the Roaster to the trade they have such confidence in its merits that they desire to furnish a guarantee with every Roaster purchased, that every Flintstone Self-Basting Roaster that is not up to the standard of quality and workmanship, or does not do all that we claim for it in booklets and circulars published, they stand ready to replace such Roasters free of charge with a new article at any time, or refund the purchase money.

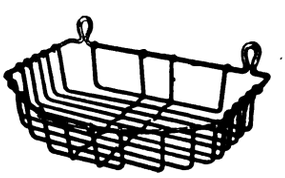
WIRE GOODS SPECIALTIES.

THE BRIDGEPORT WIRE GOODS COMPANY, Bridgeport Conn., and 82 West Broadway, New York, are increasing their line of selling novelties manufactured from wire, that makes the articles composing it up to date in every respect and such as the wire dealer finds it worthy of encouragement to add to his stock. To convey an idea of their selling merits we give in the course of this article illustration of a few of these specialties that show how greatly the trade is benefited by the utilization of wire

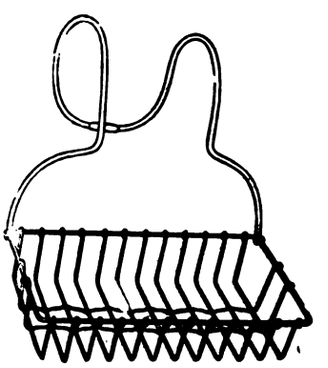


BROILER, NO. 15.

in manufacturing conveniences, to be retailed at moderate prices. We gave in a recent issue an illustration of their Smokeless Broiler; to this is now added a larger size Broiler, oval style, No. 15, that sets down on the stove over the whole fire, that can be furnished with or without lids. No. 23 is an ordinary Soap Dish that is an extra strong and practical bracket for kitchen use;

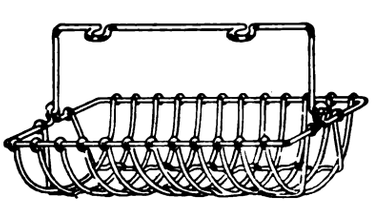


SOAP DISH, NO. 23.



SOAP DISH, NO. 33.

while No. 33 is a strong, durable rack on the same model, that is made of heavy wire, well tinned after making. No. 40 is a balance Soap Holder, always level in use, which, like the last, is

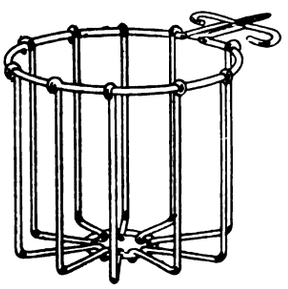


BALANCE SOAP HOLDER, NJ. 40.

heavily tinned before making, and is especially strong and salable. No. 37 is a Tumbler Holder which is a combined tumbler and tooth brush holder, fitted with a special steel cut screw to use in adjustment, made strong and durable. Added to these notable sellers we illustrate No. 27, which is their Diamond Sink Cleaner, one of the most popular articles made by the Company and unsurpassed for the purpose for which it is designed. The

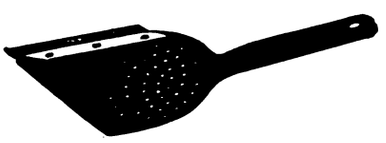
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Company furnishes a catalogue in which more extended information is given which should be in the hands of the dealer



TUMBLER HOLDER NO. 37.

desiring profit making lines. They manufacture in addition a line of Tea and Coffee Strainers and Sink and Cuspidor Brushes,



DIAMOND SINK CLEANER, NO. 27

which with their "Ideal" Toasters and Broilers are all made to sell at moderate prices but with a good margin of profit for the dealer.

CEMENT COATED WIRE NAILS.

BY A. C. RULOFSON.

For over fifty years the use of wire nails has been general in Europe, where they have entirely superseded the old hand-forged and cut nails. It is only in recent years that the conservative Englishman has recognized their superiority, while in China and Japan wooden pegs have long been discarded and large importations of wire nails are made from the United States and Europe.

Twenty-five years ago the manufacture of wire nails commenced, in a small way, in the United States, and at that time a shipment of 25 kegs was made to one of the largest of the leading wholesale houses in San Francisco. This marked the introduction of wire nails on the Pacific Coast, and their consumption increased with leaps and bounds, so that in a short time they almost entirely drove out the old style cut nail which was being manufactured in Oakland, California.

In the course of a few years the cut nail manufacturers closed down and have never reopened their mills. Manufacturers, wishing to keep abreast with the times, started wire nail plants on the Pacific Coast, and at the present time, there are two at Oakland, one in San Francisco, and one being started in Vancouver, B. C.

The advantage of wire nails became so apparent that the engineer, architect and carpenter were quick to adopt them, and they have come into such general use that the term "nail" is accepted as meaning wire nail. It was generally admitted that the article designated "Smooth Wire Nail" by the trade, was more economical than the cut nail because there were a greater number of them to the pound, but a disadvantage lay in the fact that they did not hold as well as the old-style cut nail. This naturally turned the American inventive genius to a consideration of the subject, and many so-called improvements were adopted to increase the holding power. They were barbed, made flat, triangular and other shapes, but none of these changes were effective, nor did they come into general use.

Later, a Boston party by the name of J. C. Pearson discovered a process of coating the ordinary wire nail with a compound which, in lieu of a short comprehensive name, he called "cement." This compound consisted largely of resin because of its holding power.

Nails dipped in this compound were introduced on this coast by specialists who, strange to say, devoted most of their attention to the making of boxes, and they met with great success. Today there is scarcely any class of packing box on the Pacific Coast that is not fastened with one of these nails.

Railroad companies are using them largely to the exclusion of other nails and the Southern Pacific Company has used thousands of kegs of them in its building and car works.

These coated nails are now being carried by all the leading jobbing house on the Pacific Coast, and they are generally finding their way to the retail stores. As they are sold at the same price per keg as the common wire nails, it is believed that they will supersede the latter and come into general use, which will mark a new epoch in the nail trade.

A FIELD FOR LIMITED CAPITAL.

In all retail merchandising, says E. D. Ibbotson, in the *Sporting* immense capital, the small dealer is sometimes heard to say that his opportunities are rapidly growing less, that his business is each day being absorbed by the larger competitors and that in time there will be no place for the small store in the business world.

In all retail merchandising, says T. D. Ibbotson, in the *Sporting Goods Dealer,* the field for the dealer with small capital is nowhere as good as in the sporting goods line. Whether the small retailer of boots, shoes and general furnishing goods will soon be swallowed up by the department store may be a question for discussion, but the fact remains that there will always be a place, in all cities for the store with a limited stock of sportsmen's supplies, and the bright, enterprising and energetic dealer will always have a good paying business.

The sporting goods dealer with small capital and credit must observe some strict and rigid rules, which if closely followed will soon make his a larger business and more profitable. Because his stock must be limited, he should not become despondent. The largest merchants in the world started with only a few thousand dollars, and with shelves more than half filled with empty boxes attractively labeled, because the first store occupied possessed space out of proportion to their capital. The dealer of limited means must depend largely on personally influenced trade, and must look closely to the interests of his customers. A trade built up in this manner will continually grow and will stay with him. I know of a dealer in one of our large cities who in a few years' time has built up a first class business in high-class sporting goods, and it is almost all what might be termed a personal trade. Men are the buyers and users of sporting goods, and in purchasing a rod or gun, or even a lot of shells, take pleasure in patronizing a friend who is competent to assist in the selection and advance satisfactory reasons for his choice. Many sportsmen take as much pleasure in outfitting and getting ready for a trip as in actually going on a fishing or hunting excursion. The small dealer should remember this, and ever be ready to discuss with his patrons the technical points of fishing or shooting equipment.

If the dealer's capital and credit are limited, and his store is small, he should, of course, endeavor to build up trade on those lines which show the largest margin of profit. It is well to do all the business possible, but it is the profit rather than the volume of trade that brings substantial prosperity.

It is of great importance to treat all customers with politeness, and to feel a genuine interest in their wants and desires. Always stand ready to accommodate, keep yourself posted concerning fishing and hunting resorts, and make it a point to procure for a patron any desired article with which you may not be provided in regular stock. By working along these lines, many a man who started in a small way 25 years ago, has so increased his trade that to-day his is no longer a little sporting goods store. And present and future conditions are just as favorable for the man of pluck and energy, who will faithfully and earnestly devote his undivided attention to the sporting goods line, for the demand was never so good or so general as now, and every little town of a few hundred people offers its opportunity. A start in the right direction is the one thing required, after which all depends upon application and a persistent clinging to the policy of trade expansion.

✤

THE INTERNATIONAL FENCE AND FIREPROOFING COMPANY, Columbus, Ohio, have sent us a very interesting fifty page catalogue, which describes and illustrates the very complete line of "Jones" Fences and Gates manufactured by this Company. They state that for more than twenty years they have made and sold the "Jones" fence, making a gain each season in the quantity and quality of their product and confidence of the user. They claim that the wire entering into the construction of all gates and fences shown in the catalogue is the best that money and brains can produce. For further information send for this very useful and interesting book.

THE D. F. JONES MFG. CO., LIMITED, Gananogue, Ont., have sent us a very attractive and interesting book which is their Price List of Shovels, Spades, Scoops, Drainage Tools, Etc. They call particular attention to the fact that their Shovels and Spades are made from a cast steel bar. The blade and straps are in one piece; not welded or riveted, and are superior both in quality and finish. They state: "All our goods have our Trade Mark on the handle; the merchant and consumer will, therefore, know the goods not having the Trade Mark are not of our make." Very complete descriptions are given of the goods manufactured by this Company and numerous cuts are shown illustrating the same. The book will be gladly sent on receipt of application.

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JAP-A-LAC

REGISTERED TRADE MARK

"WEARS LIKE IRON"

Who's On Top?

Does some other dealer in your town sell more JAP-A-LAC than you? Do you consider *any* dealer your superior? Don't you think you can sell as much JAP-A-LAC as any other man?

Think this over during your noon hour, carefully. It may mean a good many dollars to you. If some other dealer is selling more JAP-A-LAC isn't it because he gives it more attention?

You want to do big things, you want to do things in a big way; to do big things you must have big plans. Try to estimate just what commodity offers you the opportunity of becoming the largest and best dealer in your community. You may be in that position now, if you are, we can suggest a way to become still larger.

JAP-A-LAC has discarded its swaddling-clothes. It is full-grown and healthy. It is, by far, the biggest thing a paint dealer can possibly take hold of. Stop and think! It is absolutely the only article in your stock which is advertised extensively. Is this not true?

We mean by this that it has $200,000 advertising back of it, and we propose to spend a small fortune the coming season in still further promoting its sale. JAP-A-LAC has proven itself; it has grown through six years of continuous advertising to a permanent advertised success. An advertised article bears a closer scrutiny from the public than an unadvertised one. A commodity that is advertised must be absolutely as good or better than anything of the kind made. If it is not as good or better, it can never be an advertised success. JAP-A-LAC is a success, and we want you to realize just what profit there is in it for you to properly handle JAP-A-LAC.

You cannot afford to put JAP-A-LAC on the back shelves of your store; it should be kept in front. We have thousands of women whom we have convinced that they want JAP-A-LAC. There are a great many right in your neighborhood. We would suggest that you try the experiment of pushing JAP-A-LAC to the limit for just one week. Instruct all of your clerks to sell as much JAP-A-LAC as they can. Explain to your customers how it can be used, and place JAP-A-LAC where the passersby on the street can see it, then Saturday night count up your JAP-A-LAC money and see if it does not pay you to give heed to something which offers splendid profits to you.

PUSH JAP-A-LAC

THE GLIDDEN VARNISH COMPANY,

MAKERS OF HIGH-GRADE VARNISHES FOR ALL PURPOSES

641 ROCKEFELLER BUILDING, CLEVELAND, OHIO.

HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

PATENTS ISSUED NOV. 21, 1905.

804,823. COFFEE-POT. Louis E. Beers, Polarbluff, Mo.
804,831. WRENCH. Charles E. Cunnius, Freeland, Pa.
804,838. WRENCH. Claude Garrison, Bellaire, Ohio.
804,856. WRENCH. Rolly W. Jackson, Newman, Ill.
804,901. PADLOCK. Harry P. Townsend and Charles E. Johnson, New Britain, Conn.
804,923. BENDING AND SHAPING PLIERS. John W. Bowker, Boston, Mass.
805,058. FOLDING TRY-SQUARE. John H. Daniels, St. Louis, Mo.
805,185. MONKEY-WRENCH. George H. Bell, Passaic, N. J.
805,332. DEVICE FOR SHARPENING EDGE TOOLS. Jones Du B. Yow, Avalon, Ga.

PATENTS EXPIRED NOVEMBER 27, 1905.

393,350. SPRING-HINGE. Frederic R. Bartlett, Freeport, Ill.
393,355. MOP-WRINGERS. Arthur W. Burnham, Gardiner, Me.
393,379. COMBINED LATCH AND KEY. John Maynard, Bowmanville, Ontario, Canada.
393,419. SCREW DRIVER. Felix Chantrell, Reading, Pa.
393,420. SCREW DRIVER. Felix Chantrell, Reading, Pa.
393,421. SCREW DRIVER. Felix Chantrell, Reading, Pa.
393,444. HANDLE FOR SOLDERING IRONS. John J. Murray, Philadelphia, Pa.
393,591. COMBINED STEP-LADDER AND IRONING BOARD. Philester Smith, Rochester, N. Y.
393,646. WEATHER-STRIP. William Holton, Anita, Iowa.

PATENTS ISSUED NOVEMBER 28, 1905.

805,437. DOOR LOCK. J. G. Baisch, Grand Rapids, Mich.
805,506. WRENCH. F. W. Warren and W. H. Preston, Valley Junction, Wis.
805,515. HINGE. G. E. Anderson, Milwaukee, Wis.
805,534. PIPE CLEANING DEVICE. J. E. Flitcroft, Ocean Grove, N. J.
805,596. WASHING MACHINE. L. D. Thornburgh, Forrest, Okla.
805,639. SASH FASTENER. A. W. Dunn, Lampasas, Tex.
805,676. WINDOW SHADE AND CURTAIN POLE ROLLER. F. Shoo. Oakland, Cal.
805,793. WRENCH. J. P. A. Hanlon, Somerville, Mass.
805,904. DUST PAN ATTACHMENT FOR BROOMS. L. B. Despain, Pacific Grove, Cal.
805,946. WRENCH. A. L. Crittenden, Shellman, Ga.
806,061. WRENCH. J. W. Butler, Shreveport, La.

PATENTS EXPIRED DEC. 4, 1905.

393,033. WASHING MACHINE. Nathan S. Ruddock, Granite Falls, Minn.
393,092. WASHING MACHINE. Thomas L. Barker and Joseph Hornbaker, Westfield, Ind.
393,245. IRONING BOARD. George R. Kidder, Imlay City, Mich.
393,286. CURTAIN FASTENER. Samuel Wooley, Long Branch, N. J.
393,301. KITCHEN CABINET. Fannie E. Foster, Milwaukee, Wis.
393,305. HINGE. Louis Hillebrand, Philadelphia, Pa.
393,321. WRENCH. Daniel A. B. Bailey and Norman McGillivary, Pottsdam, N. Y.
393,339. IRONING BOARD. Nathan N. Morgan, Leavenworth, Ind.

NEW CATALOGUE.

THE GOODWIN & KINTZ COMPANY, Station B. Winsted, Conn., have recently published an extremely interesting book of forty-four pages, which is their Catalogue No. 26. This is a very artistic production, and contains a very complete showing of the Gas and Electric Portables, Electroliers and Newels manufactured by them. The catalogue contains over 125 illustrations and the cuts are unusually fine. They state that they have acquired the moulds and patterns for Figures, Electroliers, Portables and Newels made by the Brooklyn Brass & Mfg. Co., of Martinsburg, W. Va., many of which are shown in the catalogue, and they are prepared to supply any of the patterns heretofore made by them. They have confined themselves to their own finishes in the descriptions, but can supply the Old French Bronze or Titian Finishes made by the Brooklyn Company if same are preferred. If you are not already in possession of this very interesting and useful catalogue write for same at once.

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REVIEW OF THE MARKETS.

WIRE NAILS: There was a demand for Wire Nails in November that would make favorable comparison with October for volume. Contracts are now being confined to shipment within sixty days, when the purchaser would like to buy for the future, requisitions to follow. Prices are well maintained. The usual concessions and differentials are abrogated. The shortage in cars continues which interferes somewhat with deliveries. Quotations are as follows: f.o.b. Pittsburg, plus actual freight to point of delivery, sixty days or 2 per cent. discount for cash in ten days. Car loads to jobbers, $1.80; car loads to retailers, $1.85.

New York.—Requisitions from the trade are being continued in fair volume. The jobbers' prices for small lots from store are well maintained as jobbers' contracts, most of which have been filled, the renewal would be at a price preventing lower prices. Quotations are as follows: in small lots from store, $2.05.

CUT NAILS: The Cut Nail Association at their recent meeting named a minimum price for car-load lots of Steel Cut Nails $1.70, base, f.o.b. Pittsburgh. The market is an exceedingly strong one as some manufacturers having well filled order books are even quoting $1.75 base instead of $1.70. Quotations are as follows: f.o.b. Pittsburgh, for car-load lots, $1.70 base; for less than car-load lots, $1.75. For car-load lots on dock New York, $1.85; for less than car-load lot, $1.90. Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 10c. advance on Steel Cut Nails.

New York.—In conformity with the advance in Steel Cut Nails by the Cut Nail Association, small lots from store are now quoted at $1.95 base.

BARB WIRE: New business is not very heavy but the market is firm. The orders taken some time ago furnish the principal business as liberal shipments are being drawn from them. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2% discount for cash in ten days:

	Painted.	Galv.
Jobbers, carload lots	$1.95	$2.25
Retailers, carload lots	2.00	2.30
Retailers, less than carload lots	2.10	2.40

SMOOTH FENCE WIRE: The mills are busy shipping on contract orders previously booked. The market is firm with the following quotations: f.o.b. Pittsburgh, 60 days or 2% discount for cash in 10 days. Jobbers in car load lots $1.65. Retailers in car load lots, $1.70. The foregoing prices are for base numbers 6 to 9. Other numbers, plain and galvanized wire, take the usual advances.

BRIGHT WIRE GOODS: Concerted action on the part of leading manufacturers resulted in quoting advanced prices on this line of goods. The market is now represented in a gneral way by discounts of 90 and 30 to 90 and 30 and 10. Concessions from these prices are being made to the jobbing trade, most of whom stocked up previous to the recent advance being made.

WROUGHT BRASS BUTTS: An upward tendency on the market reflecting higher prices for products is indicated by the recent conservative advance in the price of Wrought Brass Butts, the discount of which is 15%, an extra 5% being obtainable for round lots.

COPPER AND BRASS PRODUCTS: The advance in prices of raw material has made it necessary to change the discount on a number of leading articles, all of which are advances. Sheet Brass discount 17½%; Brass Wire discount 15%; Brass Rods discount 22½%, and Copper and Brass Brazed Tubing discount 25 and 2%. Concessions from the above prices are only obtained for large mill shipments. Under date of December 4 the following advances were made: Sheet Copper to 23c. base and Seamless Tubes, Brass, to 22c. base; Copper to 25c. per lb. base; Soldering Coppers to 22c. for 300 lbs. and over, smaller quantities an advance on this. Copper Rivets and Burrs to 50 and 5% discount. Burrs only, 30% discount. Copper Bottoms, Pits and Flats (14 oz.) 27c. base, with the regular advances for lighter weights.

SHEET ZINC: Under date December 1, Matthiessen & Hegeler Zinc Company, La Salle, Ill., anounces an advance in price of Sheet Zinc to $7.75 per 100 pounds, f.o.b. La Salle, in 600-pound casks, subject to the usual discounts for cash and quantity.

ROPE: The following prices may be said to represent the market:

	Cents per pound.
Pure Manila, 7-16 and larger	12½
B Quality Manila	11½
Pure Sisal, 7-16 and larger	9½
No. 2 Sisal, 7-16 and larger	8

LINSEED OIL: Under date of December 5 1905, the following reduced quotations were announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....39 cents per gallon.
In lots of 5 barrels or more.....38 cents per gallon.

The "American" brand for respective quantities, 2 cents per gallon less.

The five barrel price applies only to deliveries of that quantity at one time.

Double Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Regular Boiled Linseed Oil, 1 cent " " " " "
Calcutta Oil.....62 cents per gallon.

THE CLEVELAND TRADE.

Some of the manufacturers are inclined to blame the jobbers who decline to buy their goods because they are sold to catalogue houses, and call it boycotting. The retailers who are their customers decline to buy goods that are advertised by catalogue houses, and this would be sufficient reason for jobbers to decline to purchase them. The origin of this controversy comes from the habit of the manufacturers in giving extremely low prices to a few of the large buyers, putting their goods in the hands of a few (who sell less than one-tenth of their products) at a price that allows them to reduce the value of their entire products. A manufacturer who gives a better discount to even one house because of a large purchase compels himself to reduce his price to others, or compels others to decline to buy them. A rebate given to a large shipper tends to make him a larger shipper and cripple his competitors. The same price and terms to dealers in the same class gives them all the same opportunity to become larger. The retailer asks that he be put on the same basis as the one he must compete with. In particular lines catalogue houses are very large purchasers and manufacturers have made them extremely low prices, which is against the interest of everyone who handles their goods, themselves included, except the one getting the low prices. To make a price for a large order less than he can afford to sell his product for is to injure himself and all his customers. The retailer has a just cause of complaint by being discriminated against. Manufacturers are dependent upon the country store keepers to get their goods in the hands of consumers and should be willing to give them a square deal. THE LOCKWOOD-TAYLOR HARDWARE CO.

THE PITTSBURGH TRADE.

Winter arrived on schedule time and Pittsburgh enjoyed its Thanksgiving Day with Winter sports and fires kindled. Rough weather has its compensations in increased trade for Winter goods, which are now in demand. There should be a large sale of Holiday goods this year, if general enjoyment of the people is any rule to judge by. Retailers are quite ready for this business, as evidenced by the display in windows and newspaper ads. The decision of the U. S. Court in the case of the Drug Trade Retailers, who cut established prices, versus Manufacturers and Jobbers, who tried to prevent their getting goods to sell, is of interest. As we understand the decision, a manufacturer has the right to decide at what price his goods shall be sold by both wholesale and retail dealers, and has also the right to refuse to sell any one he chooses, but manufacturers and wholesalers do not have the right to conspire to prevent any one from obtaining goods. No concerted action of this kind has been taken in the Hardware trade, and in view of this decision is not likely to be taken; but manufacturers individually may be led to see that their interests lie with the dealers who maintain prices and they may refuse to sell to others. This is an educational process and can be carried on without any act that can be construed as conspiracy in restraint of trade. Prices continue strong, with an advancing tendency in several lines, such as goods made of Copper, Cotton and Leather, and retailers will do well to keep full stocks on an advancing market. LOGAN-GREGG HARDWARE CO.

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FILES

Nicholson
Arcade
American



Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASPS

Kearney
& Foot
Eagle



J. B. Smith
"X-F"
Gold Medal

MANUFACTURED — BY — NICHOLSON FILE CO., - Providence, R. I.

THE COLUMBUS TRADE.

There is not much that is new in trade conditions except continual advances on almost all lines. Iron, Steel, Copper, Cordage, Twines, and, in fact, a long list of articles are advancing steadily, and it looks as though the top notch has not been reached yet. The Screen goods situation is a hard nut to crack. Two manufacturers were out with prices before the Continental Company was organized and dealers who had the quotations are slow in placing orders at the higher prices, although the outside manufacturers have adopted the Continental prices. Dealers do not take into consideration that there is a legitimate reason for a good stiff advance over the past few years' prices on this line. It is a well-known fact that the cheaper grades of screen doors have been sold at an actual loss to the manufacturers. Add to this, the increase in the price of lumber, which is $1.00 per dozen on the cheapest grade and up to $1.50 on the better grades. It is plain to understand that regardless of any agreement on prices, there would have been quite an advance. However, we believe the advance is more than it should be, and it will no doubt curtail the use of screens to a certain extent. Old ones will be fixed up and the local carpenter will make more than usual. The old saying that supply and demand makes the price, does not hold good always. Made-up screen doors and windows are much higher, while Wire cloth and Spring hinges are lower. Conditions have more to do with prices on manufactured articles than anything else. Agreements are entered into, and up goes the price. Then some one kicks over the traces and starts a fight and cost does not figure; but "beat the other fellow" is the slogan.

The beef trust seems to have the bull by the horns and tail both, and leather is higher than for years. Metals are higher than they have been for years. It may be that lead has advanced on account of the war on Quail and Cotton Tails. If all hunters had no more opportunity of sowing shot than the writer had, the amount used for game should not cause an advance. I had a new experience, and it was most enjoyable, from a hard luck standpoint. My friend, Lou C., informed me that he knew where we could get fine shooting, and, of course, I was ready. We went to Corning and were met by a farmer who lived seven of the longest miles I ever went over—to where the shooting was. The scenery was grand as any one who has driven over Morgan County will testify to. Our host remarked that there was only one life to live in this world, and he believed in enjoying it as we journeyed through it. That sounded good, and we supposed we would have the best of care, good beds and good things to eat; but when we arrived at our destination, after dark (took three hours to go the seven miles), we stopped at a corner the shape of a flatiron and not much larger. A one-story frame house made of plank, nailed up and down, with two rooms, was our hotel. We had bread and butter—fair, some boiled meat that was—well, forget it, and pie. After getting location of the numerous bevies of quail, we decided to retire. The household consisted of Charlie, "Ma" and Teddy. Teddy is a stump-tailed fox terrier dog. They informed us they had but one bed, and as Lou. had his son with him, it looked like three in a bed and a guess where Charlie and "Ma" would sleep, and we are still guessing. They either slept on the kitchen floor or in the barn. We asked for a bed on the floor for one of us, so "Ma" put a feather tick (not many feathers) on the floor, and the kid got in, or rather, on, as he is some heavier than feathers, and there was spare room in the tick, the feathers puffed out on either side and he had nothing but the tick between him and the floor. The kid stood it until about midnight and put up such a protest that Lou. had him change places. Lou. stood it until about 4 o'clock and then traded with the kid. I was extremely anxious to try the floor, but they would not permit it. I was so sorry. Well, we were alive in the morning and after eating boiled cabbage and pie for breakfast (this is the truth), we sallied forth to slaughter Quail. Charlie went with us, so we would know where to find them and not get lost. We tramped up hills like mountains, walked, slid or rolled down, and did not see a quail until after 10 o'clock. We found two little coveys and got five, then went back and "Ma" had the boiled cabbage and pie ready for us. We hung the birds against the side of the house and went where Charlie knew we would find birds, but narry a bird did we see the whole afternoon.

Now Teddy stayed at home and, being a friendly dog, he ran to meet us when he saw us coming. We noticed at once that Teddy had grown very fat since we left at noon, and decided "Ma" had fed him everything in sight and our poor dogs would go hungry; but the problem was solved when we got to the house. The kid asked where we hung the Quail. Lou. said, "Against the house," but they were gone. "Ma" said: "I bet Teddy got them," and I said, "I bet so, too," because he looked like a small balloon. Well, what Lou. said would not do for print. We figured up our trip "thusly:" Fare to Corning and back, $3.15 each; Charley and "Ma" for transportation, cabbage and pie, $12.00; transportation for dogs, $1.50, or $7.30 each. Result: Five Quail, or one square meal for Teddy.

Now Charlie has not been on a train since 1862. "Ma" never saw the inside of a passenger car, never was further away from home than to Corning, seven miles distance, never saw a show of any kind. Charlie never saw an automobile or street car. "Ma" can't read or write, but Charles believes in enjoying life as you journey through it. I have read of such people, but never came in contact with the same utter lack of knowledge as to what is going on in the world before. It is a puzzle to me to know how they endure such an existence, but they seem to be contented. Not having any conception as to what is in the world to be seen and enjoyed, evidently they do not miss it. We got a partial promise from them that they would come to Columbus next Sum-

IMPROVED CARPENTERS' TOOLS

STANLEY RULE & LEVEL CO

A TOOL THAT'S STAMPED STANLEY IS THE BEST OF IT'S KIND

SOLD BY ALL HARDWARE DEALERS

NEW BRITAIN, CONN., U.S.A

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mer. If they do, Lou. and I will give them such a treat of sight-seeing as they never knew existed. But really it might be a misfortune. Charlie owns four acres of a knob that evidently grows nothing but cabbages, so if they got an idea of what is in the world, they might never be contented again on his "knob;" but what a revelation it would be. It takes all kinds to make a world, and the old saying, "Half the world does not know how the other half lives," is certainly true. Well, here is to Charlie and "Ma," but not to Teddy. THE SMITH BROS. HARDWARE CO.
J. H. Smith.

THE SAN FRANCISCO TRADE.

This is Thanksgiving Day—a beautiful, sunshiny day—and commercial life is in a state of rest and Hardwaremen, according to their statements yesterday, are at their homes eating turkey and feeling very thankful for the blessing this country enjoys in that it has at the head of affairs President Roosevelt. Trade conditions on this coast remain at about the same excellent standard as has heretofore been reported time and again. The long dry spell—195 days without a drop of rain—has been slightly broken the passing week by a light rainfall, not sufficient to do much good except in the southern counties, but enough to break

It is no news to state that at the election this month the union labor voters of this city and their friends elected their Mayoralty candidate by about 14,000 majority, and that an organization called the Citizens' Alliance, composed of employers and their friends, made a hard fight for the man who wasn't elected. But it is fresh news this week that these employers, known as the Merchants' Association, are to have a Thanksgiving banquet tonight at the Palace Hotel, and that they invited to its seat of honor the man who was elected Mayor, Eugene Schmitz. The salient point in Mr. Schmitz's response to the invitation reads like this: "Gentlemen: I find myself unable at this time to accept your invitation. If the banquet is to be considered merely as a pleasant and private social function I cannot with sincerity, or consistently with my honor of self-respect, sit by the side of certain officers of your association, who, without any cause except partisan, political antagonism, have publicly and privately, orally and in writing, falsely, unjustly and unfairly assailed my integrity, my character and my personal honor, as well as the integrity, character and honor of my supporters and friends. If, on the other hand, the banquet is to be a public or quasi-public function, for the consideration of questions of great municipal interest, I am respectfully of the opinion that such matters can be as advantageously and more appropriately discussed in the halls of municipal legislation at the City Hall."

Edw. A. Lund, of the Hardware firm, Lund & Morch Co., Berkeley, Cal., has just returned from an extended trip through Japan, China, India and Europe. Mr. Lund's object in taking this trip was to visit the home of his childhood in Denmark, and as the gentleman is a thorough Hardware man and made many stops *en route*, his first thought at each point was, "What kind of Hardware stores have they here?" In speaking of the Hardware stores of the Far East, Mr. Lund says: "The wholesale stores of Japan, China, Singapore and Ceylon are particularly identical. They are owned principally by Englishmen, and are stocked with English and German goods. I did not see any exclusive Hardware stocks; the stores are more of a general merchandise character. The retail stores in all of these countries are owned by natives and Chinamen. They resemble second-hand and junk stores. There seems to be no effort on the part of the dealer to take care of his stock, for in a few days after arriving at his store the goods begin to rust, and if we had them here we would have to let them go as damaged stock. The stores are dirty and dark, and the tools are clumsy and heavy. I found a Hardware store at Port Said run by an Egyptian. This store had the same appearance as those in Asia. I noticed that in China and Japan some American made goods are beginning to work their way in, but the principal stock is composed of English and German manufacture. In Denmark the stores are similar to ours, but the stocks are principally English, German and French make. I took especial notice of Builders' Hardware and Tools. This class of goods is heavy and clumsy, and lacks the style and finish of our American made Tools. There are some American goods sold, especially in Copenhagen, but as a rule the prices are too high. Wages are very low there, and carpenters cannot afford our goods, and seem content in using the cheap, heavy tools. I consider the household goods made in Denmark superior to ours in workmanship, and they sell at a much lower price. The dealer in Denmark has very little ambition, as far as making money is concerned. People who were in business there when I was a boy are still plodding along in the same old rut, satisfied with a five per cent. profit, or, in other words, just enough to make a living, year in and year out. The ambition to become rich shows itself only when they come to America. Now, I want to say that I am very glad to get back to California. I stopped in New York and Chicago on my way home. I have made a complete circuit of this wonderful world of ours, and of all the lands under the sun, give me California and Berkeley.

The Wisnom-Bonner Hardware Co. will commence business the first of January, in San Mateo, Cal. The firm will consist of R. J. Wisnom, for the last fifteen years with the Palace Hardware Company; W. Wisnom, for four years with the Palace Hardware Company, and R. Bonner, for four years manager of the Hardware department of Levy Bros., San Mateo. The new store will carry a full line of general Hardware, Stoves, Tinware, Paints and Oils.

The Dunham, Carrigan & Hayden Co. has been appointed Pacific Coast agent for the celebrated Sawyer Tool Manufacturing Company, of Fitchburg, Mass.

It is thought that at the next annual convention of the California State Retail Hardware Association the wholesalers and manufacturers will take advantage of the gathering to place exhibits for the benefit of the visiting members.
INDUSTRIAL PRESS ASSOCIATION.

THE MINNEAPOLIS TRADE.

Business is good in all lines, weather conditions fine and we think that every one is very well satisfied with the prospects. We are too busy ourselves with our fire troubles to give you much of a letter this time. We have succeeded in getting an award through arbitration of $100,000.00 damages and in our opinion it is not enough by $15,000 and the insurance people have kept us out of business eight weeks. We have sold our salvage stock amounting to $125,000.000 to the Hardware Salvage Co., incorporated. They have opened a store in St. Paul where a portion of the goods will be sold and by the time this letter reaches you another store will be opened here for the same purpose. We did not care to sell this stock in our own store under our own name. W. K. MORISON & CO.

THE ST. PAUL TRADE.

Conditions, as existing in the Hardware trade, are so satisfactory that we feel that they could not be improved upon; with a firm and advancing market, with a demand exceeding our greatest expectations, we feel that we have no complaints to make, but rather that we congratulate ourselves on the prospects. We advise all to get contracts placed, because we feel that something very unusual and unexpected must happen if prices are not higher in the Spring than they are at present. Our local conditions are very good.
HACKETT, WALTHER, GATES HARDWARE CO.

THE PHILADELPHIA TRADE.

There is very little ground for complaint so far as trade is concerned, as the volume of business is good and most of the orders are for immediate and hurried shipment. Of course, the season of the year is reflected in the nature of the goods sold, as Cutlery, Skates and fancy goods of all kinds for the holiday trade are largely in evidence. We need, however, colder weather for the Skate trade, as the retailers are not likely to sell a large quantity as long as the present mild weather continues. A great deal may happen in a few days, and perhaps by the time your subscribers are reading this article we may be wearing heavy coats and burning high priced coal to keep warm. The general market is very firm, and there is a steady stream of advances which are quite general in character, covering many varied lines. Almost all kinds of goods seem to feel the pressure of higher costs of manufacture, and whether their component parts are iron, steel, spelter, copper, brass or even wood, cotton or leather, still from all these different quarters comes a steady apology that higher prices are being forced by reason of heavy advances in raw material. So far almost all the advances made in manufacturing goods have been moderate and conservative, and manufacturers are to be complimented in having withstood the temptation to unduly enhance values. BIDDLE HARDWARE CO.

FOR SALE—A good Hardware business that has been established for twenty-five years in a growing village of 1,200 population in Southern New York. Only Hardware in place. Has a good farming section and has one industry that employs 350 men day and night; also five other industries that employ about 175 men. Has three steam railroads and one electric railroad. Reason for selling, want to go into another line of business. Will give possession January 1, 1906. Address, "Business Chance," care of HARDWARE.

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AFFAIRS IN MEXICO.

WARNING AGAINST FRAUDULENT ENTERPRISES.

Consul-General Parsons, of Mexico City, who has been flooded with letters from persons throughout the United States making inquiries in regard to mining and agriculture in that country, after a careful investigation sounds the following note of warning that should be heeded by those who contemplate making investments in Mexican enterprises. He says:

WARNING TO INVESTORS.

Mexico offers a promising field for American capital and energy, especially now that a fixed value has been given to the currency of the country. With the great fluctuations in exchange which prevailed before the adoption of the measures for monetary reform, it was difficult to secure money for investments which under an unfixed currency are deemed safe. But it is still necessary, in spite of the publicity occasioned by recent exposures of fraudulent American companies operating in Mexico, to warn the people of the United States against Mexican investments, especially in mining and agriculture, except as the result of careful investigation.

We know at home that since the Spaniards began, some four hundred years ago, to exploit the mineral deposits of Mexico, thousands of millions of dollars worth of precious metals have been mined; that, for example, nearly one-third of the silver now existing in the world came from the mines of Mexico, and that to-day many of these mines are heavy producers of this and of other precious metals. Profiting by these facts, as well as by the credulity of the public and by a degree of inaccessibility which increases the chances for immunity from investigation, unprincipled Americans have secured enormous sums of money from the people of the United States for worthless shares in their so-called Mexican mines. And Americans, quite frequently the comparatively poor, will continue to lose their money in this way unless they take the trouble to investigate before they buy.

Americans should not invest in Mexican enterprises except as the result of personal investigation or from a report known to be reliable. They should not conclude because reputable banking companies in the United States act as trustees for Mexican enterprises that shares of stock in such concerns must have value, as these trusteeships as a rule have no bearing on the soundness of the proposition of the value of the stock, which may be absolutely worthless.

CLOAKED DESIGNS.

Promoters of the rankest frauds in Mexico usually seek to cloak their designs with some degree of respectability by getting men of reputation and wealth in both countries interested in their enterprises. The promoters have printed in their circulars names of many distinguished Americans as vouching for their business ability and integrity, and then trade and sell the stock on the strength of the names, with a knowledge that the enterprise is a fake. These names are generally obtained by the wily statement of the promoter who promises great returns, and frequently the names are used without authority.

Shareholders in an American enterprise operating in Mexico should not place much reliance on the reports of their fellow-shareholders who have inspected the property supposedly for their benefit; they are often misleading and inaccurate, and prospective or actual investors should not make much of the fact that leading business men of their locality are interested in such enterprises. Frequently enormous sums have been paid to middlemen for concessions that could have been secured from the Government for $100 to $1,000.

MANAGEMENT.

In the organization of enterprises in Mexico more attention should be paid to the question of management. Boards of directors in New York, Chicago, St. Louis, or San Francisco can not know conditions in Mexico sufficiently well to direct in detail affairs that demand personal attention. This applies particularly to tropical agricultural enterprises, many of which pay unearned dividends for advertising purposes, while other companies declare gross profits as dividends and thus seek to convey in their advertising matter the impression that such dividends were earned.

H. E. MYERS & BRO'S NEW CATALOGUE.

H. E. MYERS & BRO., Ashland, Ohio, have made us the recipients of a copy of their new Catalogue and Price List of Horizontal and Vertical Power Pumps, which is exceedingly attractive in appearance, and contains very valuable information. The book covers a complete line of Power Pumps and Cylinders for the use of the ordinary consumer that can be produced in quantity and stocked for various requirements. Heretofore, a power pumping outfit was an engineering proposition, necessitating blue prints and specific details for each individual location, involving an expenditure for the preliminary work and the pumping outfit itself above what the customer could afford to pay. It can be readily seen from the illustrations in the catalogue that the Myers Power Pumps are self-contained in the fact that they are mounted on a base, complete with air chamber and counter, in a compact form for operation in a small space, and of such construction that they have a wide range of connection, stroke and capacity. They are adapted for use in small factories, for fire protection, irrigating, apartment houses, summer resorts, and general barn and garden use, etc., and at a price that is decidedly interesting. The Company claims that these outfits are entirely satisfactory wherever used, and that there is a wide general requirement for them by those who believe in progress and up-to-date equipment. Catalouge will be gladly and promptly sent upon request.

RELIANCE EDGE TOOL COMPANY.

THE RELIANCE EDGE TOOL COMPANY was organized at Youngstown, Ohio, on November 15, the following directors being elected: John C. Wick, president of the Wick National Bank; Robert Bentley, president of the Ohio Iron & Steel Company; W. A. Beecher, vice-president of the Mahoning National Bank; Edward I. Brown, capitalist, and George E. Dudley, all of Youngstown, Ohio. The directors organized by electing Edward I. Brown president, Walter A. Beecher vice-president and George E. Dudley secretary and treasurer. Charles H. McCarty, until recently treasurer of the Winsted Edge Tool Works, manufacturer of the T. H. Witherby brand of Chisels, has been elected general manager of the company. Mr. McCarty has had a very thorough experience in the manufacture of Edge Tools. The new company's product will be known to the trade as the Reliance and at first will consist of Carpenters' Tools, such as Chisels, Gouges and Drawing Knives. The concern has let a contract to Heller Brothers of Youngstown for the erection of a main brick building 325 feet in length, a large portion of which will be two stories in height. The company expects to be on the market with its products shortly after January 1.

Hamilton Rifles

Have a name for absolute safety, accuracy and strength of shooting.

MODEL No. 23 is of the **Bolt Action** type. It is unique. Combines greatest strength with least weight.

"Take Down"

Chambered for .22 Caliber Short or long Rim Fire Cartridges



Prices:
Model 23, $3.00
Model 19, $2.00
Model 15, $1 50

Our Guarantee

protects you against any imperfection in any Hamilton Rifle. Let's put you next to our proposition. Write to-day.

HAMILTON RIFLE CO., Plymouth, Mich.

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STAR SAFETY RAZORS

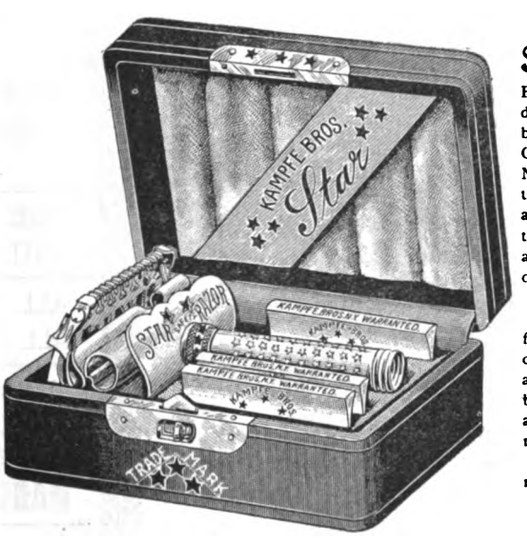
Leads all others in the number of Highest Awards received at various Expositions.

They also received the Highest Award, the Gold Medal, at the Lewis & Clark Exposition, 1905.

WHY hesitate to carry a line of Star Safety Razors and Supplies when you have the opportunity of procuring a handsome display and stock case with small and large assortments of Star Safety Razors, which assists in disposing of a quantity of them and also knowing that the retail prices are strictly maintained so as to assure the dealer of a good profit?

The Star Safety Razor has stood the test for the past twenty-five years and our vast experience in all these years h s helped to make the Star Safety Razor the most practical and the only mechanically perfect safety razor in the market to-day.

Our Star Safety Razor Blades cannot be equalled in quality and workmanship anywhere in the World.



STAR BLADES are hand-forged from high grade special refined bar steel Each blade is hardened and tempered individually. They are concaved and honed by hand on scientific principles—this is the OLD FASHIONED PROCESS; IT CANNOT BE IMPROVED UPON. In addition to this the Star afety Razor Blade is a MAGNET in itself—will never irritate the skin and will retain a keen cutting edge as age improves its keenness and cutting qualities.

The Star Safety Razor has a reputation for quality and superiority throughout the civilized world. More Star Safety Razors are in daily use than all other makes combined, and these daily shavers are our best advertisers. They are constantly recommending the Star Safety Razor to others.

Merit alone has brought about these results.

FOR THE HOLIDAY TRADE.

How is your stock of Star Razors? Are you prepared to meet the demands of the Public?
They are extensively advertised to create a demand and profit for the dealer.
You make no mistake in offering the reliable Star Safety Razors as Holiday leaders.

WHY SHOULD YOU SUFFER? Be your own Chiropodist

SIMPLE SAFE SURE *USE THE* **STAR SAFETY CORN RAZOR**

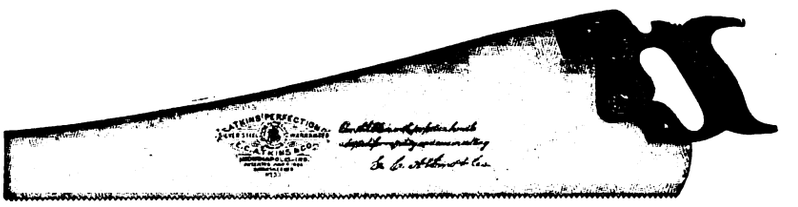


THE most painful and annoying corn may be removed in a minute with this simple device. You cannot cut or injure the foot.—**Price, $1.00.** On sale this week at our Cutlery Department or by mail on receipt of price.

KAMPFE BROS., 8--12 Reade St., New York

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OUR REPUTATION



Is behind every Hand Saw which bears our factory brand. With this guarantee of quality it is no wonder that dealers find a line of *Atkins Celebrated Silver Steel Hand Saws* the fastest selling and most profitable stock that they can carry. *Quality is the thing.*

CATALOG AND DISCOUNTS FURNISHED ON REQUEST

E. C. ATKINS & CO.

LEADING SAW & TOOL MANUFACTURERS

EASTERN BRANCH:
64 READE ST., NEW YORK CITY.

INDIANAPOLIS, IND.

RECENT TRADE PUBLICATIONS.

BIGELOW & DOWSE COMPANY, 229 Franklin St., Boston, Mass., have sent us a copy of their large Winter Catalogue which shows an exceedingly attractive line of the goods manufactured by them. They carry a complete line of fences, including Poultry and Garden Fences, which they state are enjoying phenomenal success, and are conceded to be far superior to any other fencing on the market. The book gives a very extensive showing of attractive and useful articles that will appeal strongly to the dealer who is looking for good sellers for the holiday season. Some very handsome designs are shown of their cut glass goods, which are deeply and richly cut, also Quadruple Plated Hollow Ware, Community Silver, Skates and Ice Creepers, High Grade Pen Knives, Etc. If you have not received a copy of this comprehensive catalogue write for the same at once and prepare yourself in advance for the season's trade, remembering it is profitable for you to anticipate your wants.

INDIANA MFG. CO., Peru, Ind., have sent us two new illustrated Catalogues and Price Lists, both of which are handsome publications. The one is entitled, "The Indiana Refrigerators" and the other, which is the more comprehensive of the two, being their 1906 Catalogue, is entitled, "The North Star Refrigerators," and will be found of great interest to all giving same a careful perusal. They state as follows: "In presenting the trade with our Catalogue for this season we do so with the knowledge that herein will be found illustrated the finest line of Refrigerators manufactured. We have endeavored to turn out only such goods as would serve their purpose well, and this can only be accomplished by using the highest grade material obtainable, and employing only the best workmanship. We have succeeded in placing our goods beyond competition, and the dealer handling our goods is rewarded by securing the highest class trade in his vicinity." The catalogue contains a large number of very fine cuts of "North Star" and other Refrigerators, and dimensions and prices are given in connection with each. Send at once for this exceedingly interesting and useful book, copy of which may be had upon application.

ROLLMAN MFG. CO., Mount Joy, Pa., have sent us a book of proof of a series of newspaper ads., which they have prepared in response to a general demand on the part of their customers. They state that electrotypes of these cuts (no type matter) will be sent free to any dealer handling their Food Choppers, and that after a dealer has selected a cut and given it a run as long as desirable, if he returns it another will be sent in its stead, until the entire series has been used. Customers have the option of using the ads. just as they are or of altering or adding to them as desired. Send at once for this very interesting book, addressing your communication to the "Advertising Department." Accompanying this book is a small illustrated catalogue of Household Specialties manufactured by this Company, including the Rollman Meat and Food Chopper (three styles), Peanut Butter Machine and Spice Mill, Cherry Seeder, Apple Cutter, Peach Stoner, and Potato Cutter. A carefully prepared Price List of Parts is given in connection with each machine. Write for Catalogue No. 1160.

✤

He—What would you say, Miss Ethel, if I should tell you that I had called this evening to place a solitaire upon one of those dainty fingers of yours?

She—I would say, Harold, that your speech has the true ring.

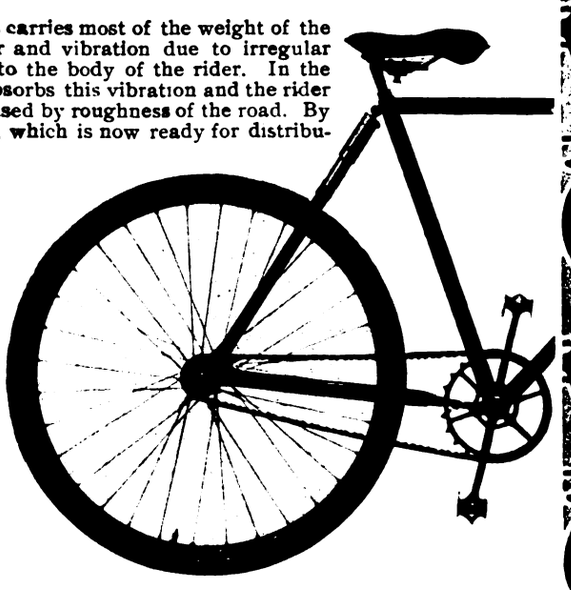


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Hundreds of thousands of people still ride bicycles. The craze has passed, but the demand still exists. It is a steady, legitimate, growing demand; a demand for improved, well built, serviceable wheels; a demand best met with

Pierce Cycles

The rear wheel of all bicycles carries most of the weight of the rider. In the rigid frame, the jar and vibration due to irregular road surfaces are communicated to the body of the rider. In the Pierce Cycle the Cushion Frame absorbs this vibration and the rider is free from any inconvenience caused by roughness of the road. By examinining the Pierce catalogue, which is now ready for distribution to the trade, anyone will understand the value of the Pierce Cushion Frame construction.



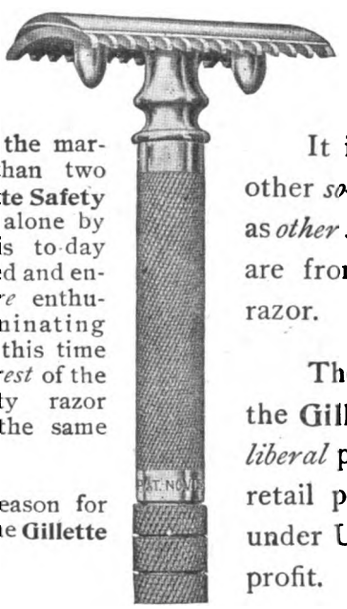
The Pierce is the pioneer. Since 1897 it has been the choice of discriminating riders. Its Cushion Frame, Spring Fork and Coaster Brake are exclusive Pierce features. These, together with its high standard of mechanical construction, make the Pierce the best seller on the market. Arrange for an agency for 1906.

The George N. Pierce Company
Buffalo, N. Y.

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The Gillette Safety Razor--

Has the FIRST, and only NEW idea in RAZOR BLADES for OVER FOUR HUNDRED YEARS



Exact Size Complete Razor.

Although on the market for less than two years, the **Gillette Safety Razor,** judging alone by actual sales, is to-day used, appreciated and endorsed by *more* enthusiastic, discriminating shavers during this time than *all* of *the rest* of the so-called safety razor purchasers in the same period.

There is a reason for the success of the **Gillette Safety Razor.**

It is as *different* from other *so-called* safety razors as *other so-called* safety razors are from the old-fashioned razor.

The dealer who handles the **Gillette Razor** makes *liberal* profits, for the fixed retail price of $5.00 for a set *is*, and *will* be *maintained* under U. S. Patent laws, thus assuring every dealer a full profit.



The blades are as thin as paper, as hard as flint, as tough and flexible as whalebone.

The Gillette Safety Razor is made by *automatic machinery insuring perfection* and *uniformity* in every detail and a never varying quality which is so often found in the old-fashioned hand-make razors and blades.

The Gillette's Advantages

Our manufacturing facilities have been increased recently to meet the enormous and growing demand for the **Gillette Razor,** and this demand proves that it will certainly pay YOU to investigate at once the many advantages that are now offered in handling this phenomenal shaving device which is the talk of the civilized world.

Remember -- The Gillette while having *many imitations*, has no direct competitor, *is in a class by itself*, is here to stay, and its patents will be fully protected and all infringements on its rights will be prosecuted.

TWELVE BLADES.


GILLETTE
GILLETTE
GILLETTE

Are You A Gillette Safety Razor Dealer?

Then you will receive the benefit of the enormous advertising plans that are now being worked out, embracing Magazine publicity, Signboards, extensive catalog distribution, and in fact, *every known* and *up-to-date* method in the science of advertising.

By our publicity methods we are interesting and appealing to *millions* of shavers *every* month.

We are *spending more money* in *making known* the unique advantages of the **Gillette Safety Razor** than is being spent by all the combined, *so-called* safety razor manufacturers in the country, which benefits every Gillette dealer.

That this advertising is producing the desired results is a fact which we will prove to every **Gillette** dealer to his entire satisfaction.

If you are not selling the GILLETTE SAFETY RAZOR, Get into line, for once in it, means you are there to stay.



The "Gillette" cannot be put together in any way but the right way, and when so put together the blade is concaved and both edges are in the right position in their relation to the guards to be used with absolute safety.



Exact Size Set, Complete.

Greater Profits--- Greater Satisfaction

There are not only greater profits in handling this razor, but greater satisfaction because the **Gillette Safety Razor** is fully guaranteed, is backed by *responsible* and strong financial interests, and the razor itself is already endorsed by several hundred thousand users who are voicing its merits throughout the civilized world.

You see **Gillette** advertisements everywhere, and up-to-date dealers are joining our ranks every day.

Do not delay, but write us *at once* and let us show you evidence of such a nature that will make you regret the delay which for some reason unknown to us, has resulted in your name not being on our list of dealers.

ADDRESS TO DAY.

Gillette Sales Company,

1104 TIMES BUILDING BROADWAY, NEW YORK CITY.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Aurora, N. C.—The Aurora Hardware Company has been incorporated, $5,000 to $10,000, to conduct the Hardware business in all its branches.

Buffalo, N. Y.—The Republic Hardware Co. has been incorporated with a capital of $1,500,000. The firm takes over the business of Sidney Shepard & Co., in Buffalo, New York and Chicago. The interests represented in the new company are practically the same as those of Sidney Shepard & Co. The following officers of the Republic company have been elected: Chairman, C. Sidney Shepard, New Haven, Ct.; president, Charles W. Wells, Chicago; vice-president and treasurer, James F. Foster, Buffalo; secretary, Sidney Detmers, Buffalo; manager of the Buffalo works, Franklin Agge.

Carlisle, Pa.—The Wagner Hardware Co. has been incorporated with $50,000 capital stock. Directors are M. N. Wagner, Melvin L. Dungleberger, H. W. Ruple.

Charlotte, N. C.—The Core Hardware Co. has been incorporated with $125,000 authorized and $400 subscribed capital stock. The incorporators are G. M. Core, L. L. Caudle and F. M. Redd.

Clinton, I. T.—Bonebrake-Lack Hardware Co. has been incorporated. Capital stock, $6,000. The directors are J. E. Bonebrake of El Reno; H. E. Bonebrake of Weatherford, and T. J. Lacy of Clinton.

Dannebrog, Neb.—S. B. Knudson has engaged in the Hardware business.

Denver, Colo.—The Colorado Hardware and Supply Co. has been incorporated; capital stock, $10,000.

Downs, Kans.—The Downs Hardware & Implement Co. has been incorporated with a capital stock of $25,000.

Evansville, Ind.—The Paul & Ortmeyer Co. has been incorporated to deal in Hardware and tinware. Capital stock, $10,000; directors, John D. Ortmeyer, Wm. J. Snurpus and M. L. Paul.

Janesville, Wis.—Sheldon Hardware Co. has been incorporated with $25,000 capital. The incorporators are Alfred H. Sheldon, Lucy A. Sheldon and Fred'k S. Sheldon.

Maywood, Neb.—H. H. Cleveland has opened a new Hardware store.

Milford, Conn.—The Milford Hardware company has been incorporated. The capital stock is $5,000, all paid in. George B. Clark, George J. Smith and Frank M. Thompson, all of Milford, are the incorporators.

Pierre, S. D.—Hatch & Fisher have incorporated their Hardware business as the Charles A. Fisher Co.

Ragan, Neb.—Hatfield & Aten have engaged in the Hardware and implement business.

Redwood City, Cal.—The Wisnom-Bonner Hardware Company has been incorporated with the folowing stockholders: Robert Bonner, G. W. Wimmer, R. J. Robert and W. D. Wisnom. The capital stock is $75,000.

Seward, Kans.—Harry Smith has engaged in the Hardware business.

Wilmot, Kansas.—A. C. Stephens has engaged in the Hardware and implement business.

Changes and Improvements.

Ashland, O.—W. F. Claxton has purchased the Hardware store of the McCready Co.

Beatrice, Neb.—G. M. Smith & Son of Lincoln, have purchased the Hardware store formerly conducted by F. D. Kees and later the property of P. Pierson.

Bellville, Ont.—Byron Hudson has purchased the Hardware store of the John Lewis Co.

Binger, Okla.—M. K. Simmons has sold his Hardware and implement business to Geo. B. Beck.

Capron, Okla.—S. E. Stitt has sold his Hardware and implement business to E. N. Yarrington.

Chester, Pa.—John Fisher, Hardware dealer, has made some important improvements in his large store recently, which makes it the largest store in the borough.

Correctionville, Ia.—Bickel & Jones have sold their Hardware business to Irvin Catlin.

Duenweg, Mo.—The Hardware firm of Meek & Beechund have sold their business to Martin Lown and J. R. Hastings. The new firm will be known as Lown & Hastings.

Edgerton, Mo.—Tracy & Holmes have succeeded to the Hardware business of Fidler & Tracey.

Fairfield, Neb.—Kavalack & Bryant have sold their business to the Phillips Hardware Co.

Filley, Neb.—W. D. Reid has purchased the Hardware business of C. S. Spurr.

Holly, Colo.—Harden & Son have sold their Hardware business to J. H. Loffbourow.

Hugo, O. T.—Leighton & Blakeney have been succeeded in business by the Blakeney-Allen Hardware Co.

Ireton, Ia.—Gerlas & Fredericks has purchased the Hardware business of R. A. Zimmerman.

Lewis, Kans.—Misner & Smith have sold their business to the Central Hardware and Supply Company.

Manchester, Okla.—F. H. Peters has purchased the Hardware and implement business of F. A. White.

Marathon, N. Y.—Arvine C. Johnson has purchased the interest of Earl W. Seamans and F. H. Swift in the Marathon Hardware store and will take possession in the near future.

Mobile, Ala.—The Cunningham Hardware Co., has increased its capital stock from $30,000 to $60,000.

Modena, Mo.—Wood & Hill have been succeeded in the Hardware and furniture business by Henry P. Hill.

Montgomery, Ala.—The Young Hardware company has purchased a sufficient number of shares of the Southern Supply Company to secure control of that corporation. The two companies combined will make the largest wholesale establishment of the kind in this part of the South.

Moorehead, Ia.—Bailey & Son have purchased the Hardware business of Adams & Andrews.

North Yakima, Wash.—D. R. Barton has sold his Hardware store to S. C. Raynor.

Prairie View, Kans.—F. Walker has sold his stock of Hardware etc., to Boogaart Bros.

Reading, Pa.—Hoff & Bro., Hardware merchants, are making extensive improvements in their building. When the entire first floor is finished they will have a store room 30x150 feet in size.

Sanborn, Ia.—Jos. Metcalf has sold his Hardware business to Flint & Cronk.

Terryville, Mo.—J. W. Brooks has succeeded to the Hardware business of Brooks & Spillers.

Wayne, Neb.—J. E. Marsteller has been succeeded in the Hardware business by Marsteller & Peterson. They also succeed to the Hardware business of Peterson & Berry.

Wingham, Ont.—B. Gerry has sold his Hardware and Stove business to Mr. Bishop and Mr. Brewer of Parkhill.

Winnetoon, Neb.—Wm. Sanders & Son have purchased the Hardware business of C. H. Kienow.

Fires.

Burney, Ind.—Fire recently destroyed the large Hardware store of D. M. Minor & Son.

Grantsburg, Wis.—Fire destroyed the Hardware store of Luther & Jensen, the loss amounting to $20,000.

Owatonna, Minn.—Fire destroyed the three-story brick block occupied by Parrot & Smith, Hardware dealers. Loss, $50,000.

Washington, Ind.—The M. J. Carnahan Hardware & Implement Co. recently sustained a loss by fire of $5,000.

Miscellaneous.

An involuntary petition of bankruptcy was filed in Milwaukee against the sporting goods firm of Longdan & Brugger. Their liabilities are about $6,500. The secured claim is for $5,270, which is a mortgage on the real estate owned by the firm.

It is claimed that the Lobdell & Bailey Manufacturing Co., of Onaway, supplies practically all of the wooden bicycle rims used in the United States, and 56 per cent of all that are used in France, where the output of bicycles is about 400,000 per annum.

James F. Smith, dealer in automobiles and sporting goods, Springfield, Ill., has filed a petition of bankruptcy, scheduling his liabilities at $5,851.60 with assets amounting to $1,156.60.

60 YEARS' EXPERIENCE
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COPYRIGHTS &C.
Anyone sending a sketch and description may quickly ascertain our opinion free whether an invention is probably patentable. Communications strictly confidential. HANDBOOK on Patents sent free. Oldest agency for securing patents.
Patents taken through Munn & Co. receive *special notice*, without charge, in the
Scientific American.
A handsomely illustrated weekly. Largest circulation of any scientific journal. Terms, $3 a year; four months, $1. Sold by all newsdealers.
MUNN & Co. 361 Broadway, New York
Branch Office, 625 F St., Washington, D. C.

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GIBFORD'S

TRADE

RED-E-FOR USE

MARK

RAZOR STROP

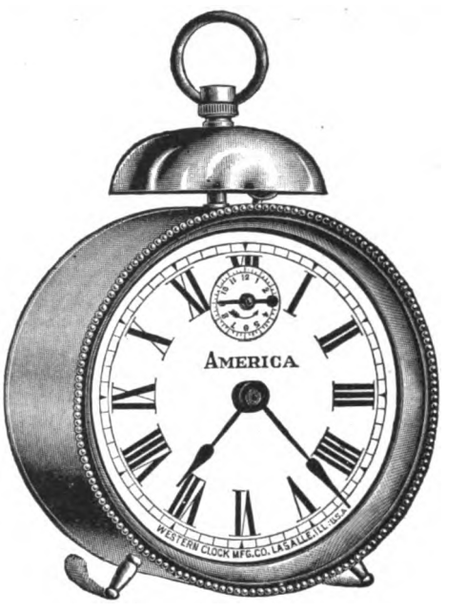
This brand on razor strops is as standard as Sterling on silver. It is the warrant of quality to your customers and a guarantee of satisfactory trade to you.

As the name implies every Red-E-For Use Razor Strop is ready for instant service when sold. It is not necessary to suggest a little paste or "dope" to make it work better. It is in condition at once and for all time to put that smooth, keen, cutting edge on a razor.

Will it pay *you* to sell RED-E-FOR USE RAZOR STROPS? It will if you care to increase your trade and reputation for quality goods. Ask your jobber or write us.

Gibford Mfg. Co.
Adrian, Mich.

The America Alarm



Gives you an opportunity to offer a clock, accurate, efficient, guaranteed, at a remarkably low price and is sold at a figure that leaves you plenty of room for profits. Your jobber has the "America."

The **Western Clock Mfg. Co.**
La Salle, Ill.

NEW YORK
51 Maiden Lane

CHICAGO
131 Wabash Ave.

THE BISSELL



Is the only carpet sweeper on the market sold at fixed retail prices, and the value of this policy to the dealer in making his profits both good and secure, is well understood by the trade generally. One large retailer said to a certain manufacturer recently: "If you will agree to maintain a fixed selling price, I will buy a carload, but I will not put a ten cent piece in your goods if later I may have to sell them without profit, to meet competition."

Here is a strong endorsement of our price maintenance policy, and is precisely what we have advocated for over twenty years. A fixed retail profit in the sale of a commodity. Please remember the Bissell is the *only* sweeper sold under a carefully devised and rigidly enforced price maintenance policy.

Bissell Sweepers are sold at the following fixed retail prices:

"Grand Rapids," japan,	$2.50
" " nickel	3.00
"Gold Medal,"	3.00
"Superior,"	3.00
"Prize,"	3.00
"Welcome,"	3.00
"Premier,"	3.00
"Ideal,"	3.25
"Boudoir,"	3.50
"American Queen,"	3.50
"Elite,"	3.75
"Parlor Queen,"	4.00
"Superba,"	5.00
"Grand,"	4.50
"Club,"	6.00
"Hall,"	7.00

In the extreme western and southern states our fixed retail prices are fifty cents higher than those given above. Write for our special Christmas Offer, the most liberal we have ever made.

BISSELL CARPET SWEEPER CO., GRAND RAPIDS, MICH.

(Largest sweeper makers in the world. Established 1876.)

Branches: 25 Warren St., New York; 13 Pearl St., Toronto; London, Paris.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Albany, N. Y.—Albany Saw Works Co. has been incorporated to manufacture saws, knives, etc.; capital, $10,000. Incorporators; Ernest F. and Ernest L. Decker and M. Decker, all of Albany.

Brooklyn, N. Y.—The John P. Milliken Co. has been incorporated to manufacture window screens; capital, $25,000. Directors are J. P. Milliken, C. H. Siebert and J. Wood.

Buffalo, N. Y.—The American Roller Wire Screen Co. has been incorporated. Capital stock, $1,000,000. Incorporators are F. Mansell, G. M. Kellogg, G. V. Pattison.

Des Moines, Ia.—Des Moines Combination Tool Co. has been incorporated with $1,000 capital stock. The incorporators are E. M. Ellingson and Elias Ellingson.

Fort Scott, Kans.—The Fort Scott Sen Heating Sad Iron Co. has engaged in business.

Fostoria, Ohio.—The Seneca Wire & Mfg. Co. has been incorporated to manufacture roofing and other wire nails and brands as well as wire specialties. The capital stock is $100,000.

Hoboken, N. J.—The Leonard Sheet Metal Works has been incorporated to manufacture artistic wrought iron and brass work, sheet metals, etc.; capital $15,000. Incorporators; John T. Leonard, Woodcliffe, N. J.; James A. Burr, Greenwich, Conn.

Hockessin, Del.—The Flexible Bolt Company has been incorporated to manufacture bolts, chains and metal devices. The capital stock is $200,000.

Middletown, N. Y.—Madden & Morrison File Co. has been incorporated to manufacture files and rasps; capital $60,000. Incorporators; Eugene Herton, John H. Morrison, Frank M. Madden and Warren G. Horton, all of Middletown, N. Y.; John H. Yocum, Newark, N. J.

Millbury, Mass.—Charles Buck Edge Tool Company has been incorporated. Capital stock, $10,000. Incorporators are M. C. Buck, F. C. Wheeler and C. F. Crossman.

Nashville, Ga.—The Nashville Sash & Door Co. has been incorporated and capitalized at $4 000, with the privilege of increasing to $20,000. The principal stockholders are W. H. Paulk, W. D. Buie, J. D. Lovett, S. T. Tygart and P. H. Askew.

New York, N. Y.—The Vapo Oven Co has been incorporated to manufacture ovens, ranges, stoves and furnaces; capital, $500,000. Incorporators; Lewis Squires, Plainfield, N. J.; John B. Pruyn, New York; Richard Krause, New York; David B. Melick, Morristown, N. J.; A. L. Kent, Bay Ridge, N. Y.

New York, N. Y.—The Victor Novelty Co. has been incorporated to manufacture Hardware and Hardware supplies; capital, $2,000. Incorporators; Harry B. Wood, Gerard Roberts, both of Brooklyn; Edwin A. Watson, New York.

Richmond, Va.—Cameron Stove Co., has been incorporated. B. H. Cameron, president; St. C. M. Anderson, treasurer; Archer Anderson, Jr., secretary. Capital stock, $50,000. Objects and purposes; To deal in ranges, stoves, burners, engines, etc.

Rochester, N. Y.—Boiler Specialty & Manufacturing Co. has been incorporated to manufacture machinery, tools, etc.; capital $15,000. Incorporators; Orrin Haxie, Charles J. Robinson and Joseph B. Miller.

Vincennes, Ind.—The Star Shovel and Range Co., Limited, has been incorporated with $100,000 capital stock. Directors—Edward Watson, Eugene Hack, Anton Simoon, Charles Eirhaus and William A. Cullon.

Changes and Improvements.

Athol, Mass.—The L. S. Starrett Co., manufacturers of mechanics' fine tools, has secured a controlling interest in the Athol Machine Co. The new company has organized with Frank A. Ball, president, L. S. Starrett, vice-president and treasurer.

Binghamton, N. Y.—The Innes & Demarest Stove and Heater Co. has completed its new factory building. This building is substantially constructed of brick and concrete, and in architecture, equipment and location is not excelled by any stove factory or foundry in the United States. The cost of the plant is approximately $75,000, which includes machinery and all the modern facilities which will be installed. This factory will manufacture the Demarest combination safety steam heaters, gaslight warm air furnaces and cast iron and steel quick working ranges.

Oklahoma City, Okla.—The Excelsior Stove Mfg. Co. has started a branch house here in which will at once be installed stock amounting to $100,000.

Quincy, Ill—The Lahan Stove & Mfg. Co. has increased its capital stock from $25,000 to $100,000.

So. Norwalk, Conn.—The Lockwood Mfg. Co., makers of builders' Hardware, is erecting a large addition to its plant. One addition has recently been completed, but further enlargement has become necessary in order to meet the demands of the business.

Rochester, N. Y.—The Novelty Tool Co., of Syracuse, is about to erect a factory here. Capital, $50,000. This company manufactures wrenches, tin shears, drills, meat cleavers and plumbers' wrenches.

Rochester, N. Y.—The Sill Stove Works is erecting a new factory. The factory is to be of brick, five stories in height, and will be 60 feet wide by 130 feet long. The estimated cost is $25,000.

Rockford, Ill.—The America Company, manufacturers of Hardware specialties, will move their plant to La Crosse, Wis., in the near future. The structure will be two stories high, 125x50 feet.

St. John, N. B.—James Pender & Co. is erecting a new nail factory.

Terryville, Conn.—The Eagle Lock Co. has decided to make a new factory building a four-story instead of a two-story structure, as originally planned.

York, Pa.—The York Safe & Lock Co. is building an addition and erecting two furnaces for tempered steel in this building.

Sterling, Ill.—The Mississippi Valley Stove Works is erecting an addition to its building. The new structure will be one story and 40x75 feet.

Syracuse, N. Y.—The Syracuse Stove Co. is making a large addition to its plant. The present main building is three stories in height, of brick construction, and the new addition will be of the same material, making the building five stories in height. The two new stories to be added to the building, each of which will have floor proportions of 275 by 50 feet, will be used for storage purposes. At present a part of the third floor of the building and an addition between the main building and the foundry is put to that use. With the completion of the new addition, the entire third floor and the addition between the main building and the foundry will be used for manufacturing purposes.

Warren, Pa.—Rogers Shear Co. has increased its capital from $25,000 to $100,000.

Westfield, Mass.—The United States Whip Co. has purchased a large tract of land and will, in the near future, erect a large addition to its already extensive plant.

Winchester, Va.—The Virginia Lightning Conductor, Stove and Steel Range Co. has started business in its new store with a large stock of lightning rods and supplies, as well as the modern style of steel ranges for which the company has the exclusive agency in this section.

York City, Pa.—The York Safe and Lock Company is erecting an addition to its plant, and the building will be ready for occupancy about the first of the year.

Fires.

Gas City, Ind.—The Edge Tool factory has recently been destroyed by fire, causing a loss of $25,000, partly covered by insurance.

Kendallville, Ind.—Fire destroyed the main plant of J. R. Baker & Sons' establishment, manufacturers of Hardware specialties, the powerhouse and foundry alone being saved. The loss is estimated at $28,000 with but $7,000 insurance.

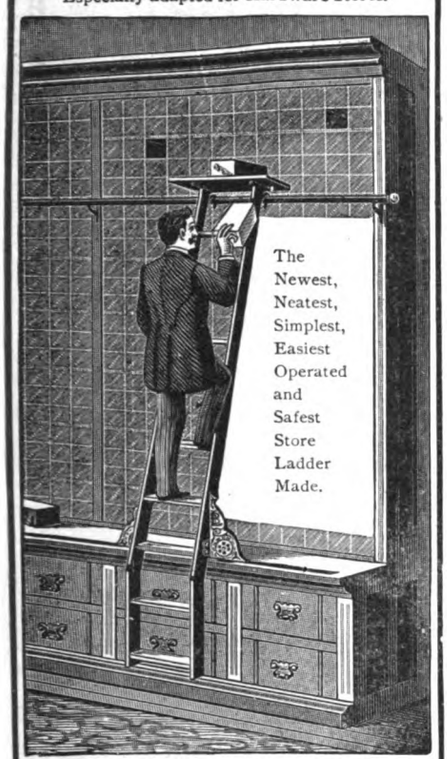
Nashville, Tenn.—Fire almost completely destroyed the Gray & Dudley Hardware Company's trunk and saddle factory. The factory was one of the two or three owned by the company and used in the manufacture of saddles, trunks, etc. It was operated as two distinct plants, the basement being used in the making of trunks and the upper floors of saddles. The company has another factory of the same nature and the fire will not interfere with the business to any considerable extent.

Pittsburg, Pa.—The five-story building of the Graff Stove and Range Company was recently totally destroyed by fire. The loss is about $150,000.

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DAVIS & DAVIS
ATTORNEYS-AT-LAW.
WASHINGTON, D.C.
St. Paul Building, NEW YORK.

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The BICYCLE STEP LADDER.
Especially adapted for Hardware Stores.



The Newest, Neatest, Simplest, Easiest Operated and Safest Store Ladder Made.

Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO .ILL.

DEALERS

should insist on their jobbers supplying them with **Pelouze Family Scales** having the **New Silver Finished Dials.**

Capacity 24 pounds by ounces.

The best and handsomest finished scales on the market. While superior in many ways to other makes, prices are as low.
Send for complete Catalogue G; 40 styles: Counter, Family, Market, Candy and Postal Scales, Ice Scales, Spring Balances, etc.

Order through your jobber.

Insist on **Pelouze Scales** with **Silver Finish Dial.**

PELOUZE SCALE & MFG. CO.,
118-133 W. Jackson Boul., CHICAGO.

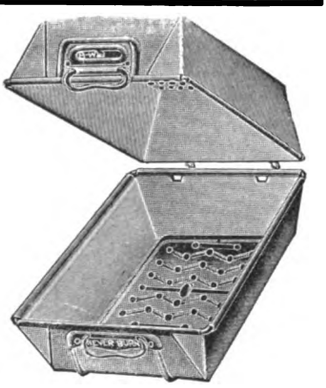


No. Top Silver dial, tin scoop.
No. Egg Silver dial, steel platform.
Receiv edHighest Award at World's Fair, St. Louis.

"NEVER-BURN"
TRADE MARK

Has steel rods beneath which raise it from the oven floor—give an air space for ventilation—prevent burning
The rods take all the wear—make the Never-Burn roaster outlast others

Made in Cleveland Ohio by The Bronson-Walton Co
New York John H Graham & Co



BOX STRAPPING OF ALL KINDS
BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
STANDARD METAL STRAP CO., 336-342 E. 38 St., New York



Tots love to crawl, to maul and sprawl
Over the nursery floor;
It's only right, for the little mite,
To cover the floor with
WAXELITE

Five Forceful Facts

We Invite Investigation of the following "Reasons-Why"

For Dealers

1. **WAXELITE** is a liquid preserver and dresser for *hardwood and softwood floors.*
2. **WAXELITE** is positively mothproof and will keep closets and halls free from these pests.
3. **WAXELITE** is sure death to germs and vermin. Just the thing to keep cockroaches from the kitchen and make the nursery sanitary and healthy.
4. **WAXELITE** is easily applied and economical, while it gives a beautiful, permanent finish that doubles the life of the floor.
5. **WAXELITE'S** best season is Winter and Spring.

In a word **WAXELITE** is an article everybody needs and wants.

Write for Circulars and Prices.

ADAMS & ELTING CO., CHICAGO, U. S. A.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Berkley, Tenn.—R. B. Lambdin and D. B. Bott, have established a plant for the manufacture of small power boats, principally naphtha and gasoline launches.

Camden, N. J.—The M. F. B. Washington Mfg. Co. has been incorporated to manufacture cutlery, etc. The capital stock is $125,000, and the incorporators are James S. Tarsey, Jos. H. Neal and others.

Cleveland, Ohio.—The George W. Gillette Razor Company has been incorporated with $50,000 capital stock. The incorporators are Sheridan Risley, D. C. Emmons, J. F. Castle, W. J. Monagher and B. Bradhead.

Cleveland, Ohio. — Wm. Bradley and Charley Carr, of the Cleveland Baseball Club have formed a partnership to be known as the Carr-Bradley Sporting Goods Co. Associated with them will be Gerry Cathcart, of Cleveland, and D. Zimmerman, of Petoskey, Mich. It is understood that the business will be run on the co-operative plan and that stock will be sold to league players. It is stated that a number have already subscribed. The company has been incorporated with $25,000 capital with power to increase. It is their intention to start the factory for the manufacture of sporting goods supplies with headquarters at Cleveland and branches established at Philadelphia, New York and other large cities.

Kahlotus, Wash. — Smith Bros. have opened a general sporting goods store.

Monroe, La.—George Zeigin has opened a gun and bicycle store. He will carry a full line of guns, ammunition and sporting goods, and make a specialty of fine repair work.

Springfield, O.—Charles T. Ridgely and W. H. White are establishing a factory to manufacture a compound invented by J. W. Barrett which makes gasoline inexplosive without impairing its useful qualities for use in automobiles and other motors.

Toronto, Canada.—The Economy Powder Co. has been incorporated with a capital stock of $10,000. The main office will be at Ottawa.

Changes and Improvements.

Danbury, Ct.—The Danbury Hardware Company has taken the agency for the Rambler automobile. One or two machines of the 1906 model will arrive in a few days and will be ready for demonstration. The company is preparing to put in a full line of automobile supplies of all kinds.

London, England.—F. A. Davis, Ltd., athletic goods makers, have removed their works and offices from 147 Aldersgate Street to 82 Union Street, London Bridge, S. E.

New York, N. Y.—Francis Bannerman is now occupying the entire five story building at 501 Broadway. Mr. Bannerman has long made a specialty of all kinds of military goods from government auctions, ancient firearms and other implements of war.

New York.—The Safety Powder Mfg. Co., having a mill at Farmingdale, N. J., will locate near Hazelton, Va. They expect to employ about 30 hands.

Norwich, Ct.—The Thames Arms Company's entire capital stock has been sold out. Inasmuch as the factory passes into the hands of parties who are interested in the sale and manufacture of firearms, they are in position to continue this prosperous industry uninterruptedly. The newly elected officers are D. R. Harvey, of New York, president; Edwin C. Harrington, of Worcester, vice-president, and George F. Brooks, of Worcester, secretary.

Oshkosh, Wis.—The capital stock of the Oshkosh Boat Works has been increased to $50,000.

Petersborough, Can.—A new $4,000 building is being added to the plant of the Peterborough Canoe Co. The ground plan is 25x125 feet and the building is to be three stories high.

Plymouth, Mich.—The business and plant of the Atlas Gun Co., Ilion, N. Y. has been purchased by the Daisy Air Rifle Co., and the machinery will be transferred to the factory of the purchasing concern.

Fires and Explosions.

East Alton, Ill.—The foreman of the Union Cap & Chemical Co., Anthony Beechy, was killed by an explosion which wrecked the primer dry house recently. The explosion set off 10,000,000 gun and cartridge primers stored in the dry house and blew the building, which was of stone, to pieces. The cause of the explosion is not known.

Edwards Station, Ills.—An explosion at the Buckeye Powder Works, caused by the carelessness of workmen in using matches about the building, resulted in the death of two employees, and several others were seriously injured.

Belleville, Ill.—The presshouse of the Pheonix Powder Company was recently blown into fragments by an explosion, for which no cause has been ascertained. Four men were killed and several others injured.

Parlin, N. J.—An explosion in the laboratory of the International Smokeless Powder and Chemical Co., resulted in the death of the superintendent and his three assistants.

Pensacola, Fla.—F. B. Bruce, a sporting goods dealer, was one of the principal losers by a $150,000 fire which destroyed a business block here recently.

Rochester, N. Y.—Fire recently damaged the Automobile Garage and Bicycle establisment of Thomas J. Northway. The loss will not exceed $1,000, and is covered by insurance.

No. 602 "NAPANOCH"

Pocket Knife Tool Kit

$2.25 Each

Most Useful Pocket Knife Combination

WARRANTED



Made in America by Skilled American Mechanics.

Each tool attached to the pocket knife or detached in a second.

Leather Pocket Book 4¼x3¼ Inches
Contains Pocket Knife, File, Saw, Chisel, Screw Driver and Reamer

Send for Circulars and Prices.

U. J. ULERY

9C Warren St., New York City.

ELECTRICAL SUPPLIES.

American Goods In Active Demand In South Africa.

Africa, both north and south, is an important customer for electrical supplies of every description; and although the British firms have been capturing the majority of contracts, due to their being on the ground floor, it is evident that the United States can come in for a larger share of the trade by the prosecution of an energetic campaign and by having competent and forcible men in the field. Our trade has been falling off this year, the last month reported being May, in which there was a decrease in the shipments of electrical machinery from the corresponding month in 1904 of $2,800.

The great activity in the electrical trade is not by any means confined to South Africa, for in Egypt and other northern provinces large electrical problems are under consideration. As for instance, the Soudan Government is considering the introduction of an extensive electric tramway system into Khartum. Neither cables or overhead wires will be used, the intention being to store the electric power in the cars. It is expected that the system will be extended to Omdurum. Public and private installations of electric light on an extensive scale, electrical power, etc., are under consideration, and for years to come Egypt will be sending out orders to firms whose names are kept to the forefront, so that it behooves American companies to keep their eyes open for that trade, which alone will run up into the millions. As the British are in control in Egypt they look upon that field as part of their Empire.

If the Americans care for this trade they will have to wage a war for it against the Britishers, who are on the ground and in possession of the country. It will be difficult to wrest it from them. However, as America has captured the mining machinery trade on the Rand from all competitors, even under British rule, it can do likewise in the electrical field if the same amount of energy, concerted effort, and brains are expended as was laid out by the pioneers in the gold fields.

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The "FOLLETT"
NUMBERING MACHINE
PRICE $5.00
STYLE OF IMPRINT
123456

Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

Sent to responsible parties on approval.

CUSHMAN & DENISON MFG. CO.
240-2 W. 23d St., New York City.

THE SCHWERDTLE STAMP CO.,
STENCILS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MACH PLATES-CHECKS
BRIDGEPORT, CONN.

Barrett Glass Cutters



Best in quality. Unsurpassed as sellers. Get prices from W. L. Barrett. Bristol Conn.

GENUINE
BARNES' PIPE CUTTERS
get around the question of profits in pipe cutters.



The reputation they sustain for excellence makes them quick sellers.
Write us for catalog and prices.
BARNES TOOL COMPANY
New Haven, Conn.



Model "1905".

Still Another New Revolver

"H. & R. DOUBLE ACTION MODEL 1905"

Small Frame, 32 CALIBER, 5 Shot.

Following the announcement of our Model "1904" we are now ready to supply this new revolver, conforming closely in frame and stock to the lines of our well known "H. & R. Premier."

Catalog on Request.

Harrington & Richardson Arms Co.
Worcester, Mass., U. S. A.
MAKERS OF H. & R. SINGLE GUNS.



GET BUSY

That is the one secret of success in the Hardware trade. The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill

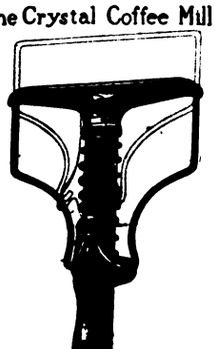
THE CRYSTAL COFFEE MILL with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.



The Jewel Coffee Mill

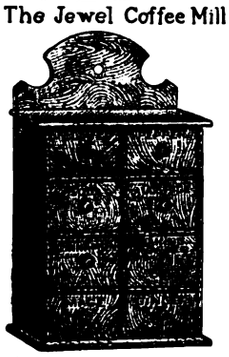
You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.



The Gem Mop Head.

THE FAMOUS GEM is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

THE EIGHT SPACE SPICE CABINET is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.



Eight Space Spice Cabinet

Write for Our Latest Catalog

ARCADE MANUFACTURING CO.
Freeport, Ill.
HERMAN KORNAHRENS, Representative, 111 Murray St., New York.

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BUFFALO
WIRE WORKS CO.
FORMERLY SCHEELER'S SONS
WIRE CLOTH
WIRE GOODS
Artistic Metal Works.
SEND FOR CATALOGUE.
BUFFALO, N.Y.
U.S.A.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES.** *two cents per word. No ad. received less than three lines.*

Miscellaneous.

A GERMAN COMMISSION FIRM of high standing desires to UNDERTAKE for account of first-class firms the PURCHASE of every description of German and Continental Merchandise. Can offer favorable conditions provided large turnover is guaranteed. Have excellent mercantile experience, especially in the Iron, Steel, Metal and Hardware trades, and are in touch with the largest manufacturers. First class references exchanged. Address Felix Rauh, Solingen, (Germany).

For Sale.

FOR SALE.—Hardware stock in Western Pennsylvania, town of 4,500 population, on the main line of Pennsylvania Railroad, 2½ hours from Pittsburgh. Established ten years. Industries, principally mining, brickworks and railroad center. Junction for branch railroad, tapping one of the biggest Bituminous coal districts in Pennsylvania. Stock will invoice approximately $4,000. For further information, address "Sell," care of HARDWARE.

Wanted.

WANTED: To buy small hardware business in growing town within 100 miles of New York City. Address, A. C. PIKE, 167 Belmont Ave., Jersey City, N. J.

A FIRST-CLASS Salesman, in close touch with jobbers of shelf and heavy Hardware, from Pittsburgh, west to Denver, desires new connection for 1906 with manufacturer of high grade line, willing to pay for exclusive services of a successful man. Unquestionable references. Address "Responsible" care of HARDWARE, 309 B'way.

J. E. BOLLES IRON AND WIRE WORKS
DETROIT, MICH., U. S. A.
Bank and Office Railings, Grilles, Elevator Cabs and Enclosures, Porch Railings, Window Guards, Electro Bronze Work, Ornamental Iron and Wire Work of all Descriptions.
Shipments made to all parts of the world. State your wants and SEND FOR CATALOGUE 20H

Columbia
Can Opener
It never slips nor tears. A high-grade can opener at a low price—10 cts. retail. Discount most liberal to the trade. Send for it.
A. F. Meisselbach & Bro
30 PROSPECT STREET
NEWARK, N. J.
COLUMBIA

SALESMAN wanted by an old established house to sell Cutlery and Specialties in Hardware in New England. Address, stating age, experience and references, Hardware, P. O. Box 851 New York.

WANTED: To manufacture on royalty or buy patented article of Black or Galvanized sheet iron. The C. C. Fouts Mfg. Co., Middletown, O.

HARDWARE salesman now employed desires to make change January 1, 1906. Had ten years experience as salesman and clerk, travelled Pennsylvania for leading New York houses. Builders' Hardware house, selling builders' Hardware, etc. Age 36. Reference exchanged. Address Builder, HARDWARE Publishing Company, New York.

PARKS & PARKS
TROY, N.Y.
MANUFACTURERS OF
HARDWARE AND HOUSEHOLD SPECIALTIES

Improved Quick and Easy Rising Steam, Electric and Hand Power
ELEVATORS
Send for Circulars.
Kimball Bros. Co.,
1013 Ninth St., Council Bluffs, Ia.
KIMBALL ELEVATOR CO., 120 Cedar St., New York.
39 Vincent St., Cleveland, O.

Robert Murray.
24 Duane St.,
New York City.
General Hardware
Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

"Globe" Lawn Mowers
Our catalog tells all about them. Best mowers at any price.
GLOBE LAWN MOWER CO.
Reading, Pa.

GENUINE STAG HANDLES
For Carving Sets, Table Knives and Forks. Address
Anton Wingen, Jr., Solingen, Germany
Stag Handle and Cutlery Works.

FOR SALE: New Tool Holder for Painters and Decorators. Holds the Painters' tools on his pot, convenient to his hand at all times. The simplest and most practical device for the purpose. Can be used by manufacturers of paints to advertise their paints. Write for full particulars. E. H. Purdy, West Somers, Westchester Co., N. Y. Box 45.

SUPERIOR SPRING HINGE CO., 15 SO. CANAL ST. CHICAGO, ILL.
SUPERIOR DOOR HOLDERS
Holds the door open without injury to floors or carpets. Operated by foot pressure. Adjusts itself to any inequality of the floor.
SUPERIOR FLOOR SPRING HINGES
Ball Bearing
Simple, compact and efficient
Easiest adjusted spring tension.
Like an Open Book

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ZINN

Automatic Razor



The Razor with the Always Keen Blades

Twenty-four of them. They are so thin that 200 of them are only an inch thick! Electrically tempered, all of them, and so hard they will cut glass and all kinds of whiskers. None too tough for the Zinn.

Show a Customer a Zinn Blade

GEM CUTLERY CO N.Y.

He will buy a Zinn Razor



Simply Wonderful!

Especially "the after effects" from shaving with a Zinn Automatic. . . . . .

It gives a quick, clean, refreshing shave. . . . . .

That's why it has made friends fast—and fast friends. That's why its sales are so phenomenal. . . . . .

Wonderfully Simple!

Only two parts: Holder and blade.

Each blade packed in a separate envelope that absolutely protects it from dampness.

No Honing!



No. 1 Contains
One Razor and 24 Blades, $5.00.

ZINNS
for The
Holidays

Don't stock up with Safeties until you have seen our Zinn proposition. :-: The Zinn is a Holiday Money Maker. :-: :-: To see it is to want it. :-: :-: Don't wait— Don't argue— Send to-day.

No Stropping!



No. 2 Contains one Razor, 24 Blades, Telescope Badger Hair Shaving Brush and Williams' Shaving Stick, $6.50.

Gem Cutlery Co.,

34 Reade Street, New York

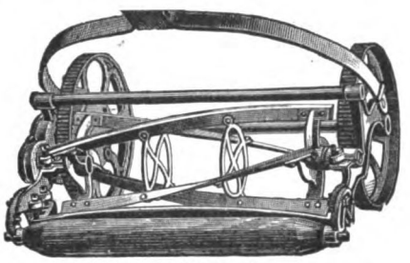
Home of Celebrated Gem Safety Razor.

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The 4 Big Lawn Mowers

Our Style A Is the Only ALL STEEL MOWER MADE

It has 10 inch wheel, 4-blade cylinder, train of 3 gears, double ratchet, making both wheels drivers. Three others—Style E, K and C—belong to the same combination.

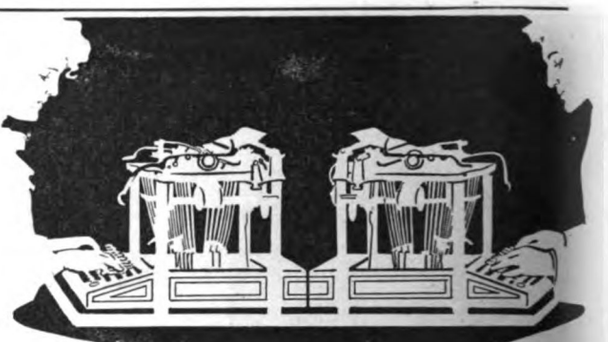


STYLE A

In each, the revolving cutters are without bar in centre have large, long bearings, and are the most satisfactory Lawn Mowers to sell. We have others shown in 1906 Catalogue. You ought to have a copy and see how complete our line is!

The Philadelphia Lawn Mower Co.

3101-09 Chestnut St., Philadelphia, Pa., U. S. A.



Good Operators Say

that they can do more and better work with less effort on the

Remington

than on any other writing machine.

Remington Typewriter Company

327 Broadway, New York



'Tis Folly to use Dynamite to Clean a Furnace.

The Safest and Best way is to buy our "TROPIC" furnace shovel with low lift.

Nor let your Townsmen Break their Necks.

Sell our "ALASKA" Steel Snow Shovels and "KLONDYKE" Sidewalk Cleaners—they make paths clear and safe as a kitchen floor.

This peerless trio makes life pleasant during the winter. Let us hear from you.





The AVERY STAMPING CO.

CLEVELAND OHIO

Sole Mfrs. "NEVER-BREAK" Goods.

Look

through our advertising pages. They tell you of your wants. Always mention HARDWARE when writing to our advertisers.

The Profit Is Yours



"NICE"

and "Yellow Seal" Liquid Wood Fillers

are so well established, their superior qualities so generally recognized by all Painters and other large users, that it is indeed a short sighted Dealer who fails to carry them in stock.

You Can Command The Filler Trade

of your section with these brands on your shelves and on every sale not only realize a good profit but secure a pleased customer. Write us.

EUGENE E. NICE,
PHILADELPHIA.

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India Oilstones

Hard, Sharp and Quick

Made in 54 different shapes and sizes, and in coarse, medium and fine grits. . . . . .

Every Stone guaranteed to give satisfaction or money refunded.

Found in the tool chests of all first-class mechanics.

For Metal And General Wood-Workers TOOLS



Manufacturod by

Norton Emory Whool Co.,

WORCESTER, MASS.

Solo Solling Agonts

Piko Mfg. Co.

PIKE, N. H.

New Yerk Branch:

151 Chambors Streot

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Excellence

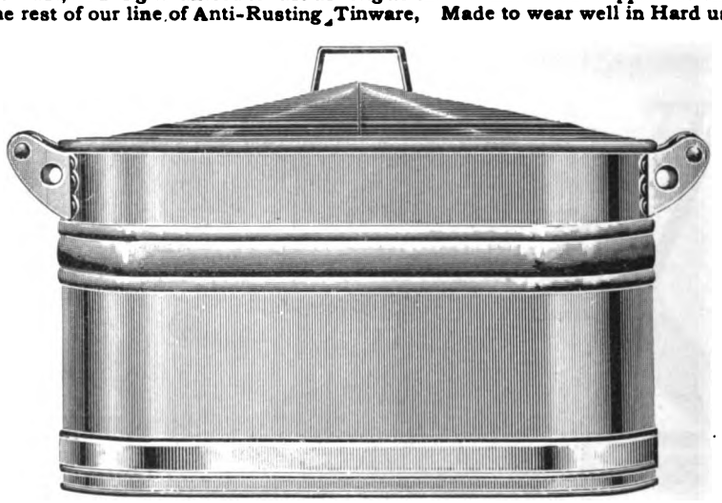
It's the one word which describes best

REED'S MONARCH
Hand Made Wash Boilers

WHY: One-half inch higher and Three inches larger in Circumference than the ordinary wash boiler. 5A Tissue Lined Tin plate 2X to 5X used in construction. 16-oz. to 20-oz. Cold Rolled Copper Bottoms. 2X Raised Pieced Cover with Rim

ANTI-RUST METAL

double-seamed to the body, half inch above copper bottom which is a positive protection to the boiler against Rust, and is guaranteed to last as long as the 16- and 20-oz. copper bottom stands the fire. Like the rest of our line of Anti-Rusting Tinware, Made to wear well in Hard usage.



Are You Handling Them?

If not write us before placing orders elsewhere for next year. The Quality of

REED'S Anti-Rusting Tin-ware

is so high, the demand for it is so great, and the profits to you, Mr. Dealer, so good, it will pay you to write us at Once.

REED MANUFACTURING CO.,
NEWARK, NEW YORK.

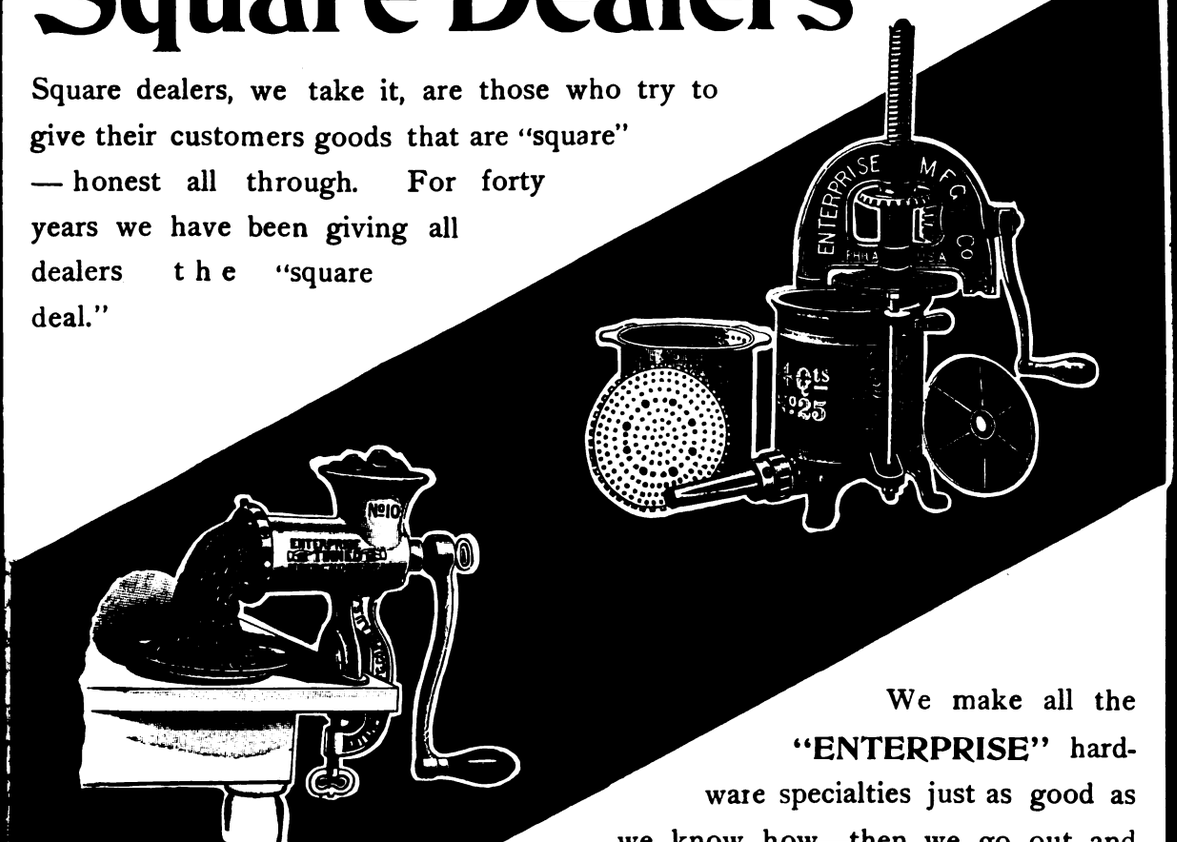
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A Square Deal

— FOR —

Square Dealers

Square dealers, we take it, are those who try to give their customers goods that are "square" — honest all through. For forty years we have been giving all dealers the "square deal."



We make all the "ENTERPRISE" hardware specialties just as good as we know how—then we go out and tell the public, of all the world, about their merits. Square Dealers *distribute* them — they are already *sold.* Just ahead is the big demand for

"ENTERPRISE"

Meat and Food Choppers and "ENTERPRISE" Sausage Stuffers, Lard and Fruit Presses. They are being widely advertised now to the public. Write for our literature about them, including our new catalogue of all the "ENTERPRISE" specialties. Get ready for the biggest season you have ever seen on "ENTERPRISE" goods. We are ready. Get your share.

Increase your sale of "Enterprise" Meat and Food Choppers by using our new booklet: "The Cook, Her Critic and—". We will send you a supply of these on request.

The Enterprise Manufacturing Co. of Pa.

New York Office, 10 Warren St. | Philadelphia, U. S. A. | San Francisco Office, 105 Front St.

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Vrooman's Peerless

Vitreous Enameled Steel--Patent Sanitary

SINK STRAINER



THE FAVORITE ONE

It is **NOW** in order

for Dealers and Jobbers to buy

VROOMAN'S

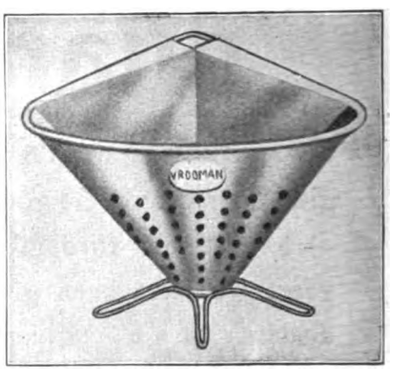
Enameled Steel Sink Strainers

FOR THE

HOLIDAY TRADE.

It is ever appropriate as a present.
It is ever appreciated by the happy recipient.
Its Utility and Superiority are well known.

NOW made in attractive colors.





Beautiful TURKoise Exterior, Pure White Lining

ALL PURE WHITE——————ALL TURQUOISE

Exquisite Stone Gray, Mottled White

ALSO PLAIN ENAMEL

FIVE COLORS——TWO SIZES——TEN KINDS——ENAMELED

Highest Grade Enamel Known to the Trade To-day, as to Quality and Appearance, Whether Domestic or Imported.

CAN BE USED IN ANY SINK WITH STAND.

WILL LAST A LIFE TIME.

Order from your Jobber NOW or from

F. H. & E. B. Vrooman

325 DEARBORN STREET, CHICAGO.

A Practical Gift

for Christmas is most appreciated. None more practical than a

Standard Carriage Heater

It is very attractive in design and finish; its method of ventilation is superior to, and less costly than others. :-: :-: :-:

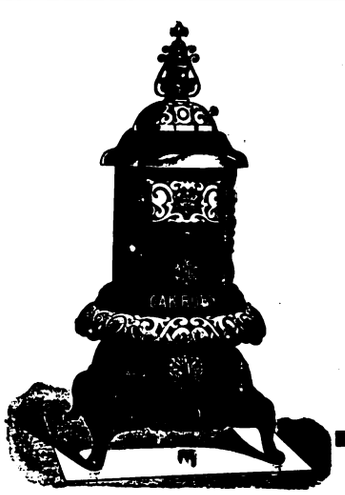


A Handseme Emhessed Metal Rack

lithographed in colors, free to dealers for displaying Standard Heaters on counters, in show windows, etc.

The **Standard Stamping Co.,**

Marysville, Ohio.



OAK RUBY

PARLOR STOVE

For Hard Coal, Soft Coal, Coke or Wood. Made in three sizes, with or without inside fire-pot.

Heavily nickel-trimmed it makes a most handsome appearance and makes it a ready seller.

Send for prices and discounts.

SOUTH ERIE IRON WORKS

ERIE, PA., U. S. A.

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"To Swear By or To Swear At"

Metal Ceilings--Which?

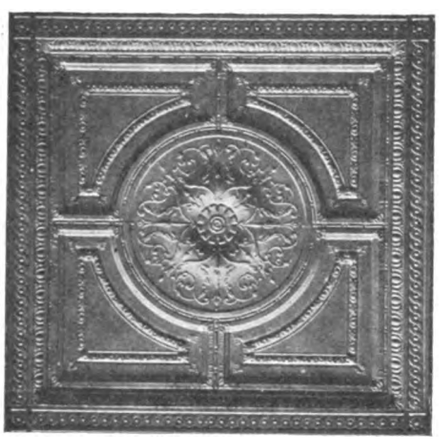
Turn anywhere--North--East--South--West--and you will find thousands of pleased customers swearing by Northrop Metal Ceilings because the

Original Northrop Metal Ceilings



Are unequalled in sharpness of stamping, simplicity of construction and architectural fineness.

Remember: If you'll send us the particulars about any room, we'll submit drawings and prices.



Name anything you wish in the way of metal ceilings, or walls for rooms of any size, shape, kind or purpose and the Original Northrop Metal Ceilings will fill the bill.

The latest and the best designs in metal ceilings are finely illustrated in our new catalog. You ought to have a copy.

Every Hardwareman ought to handle Northrop's Metal Ceilings because any mechanic can put them up.

NORTHROP, COBURN & DODGE CO., Manufacturers

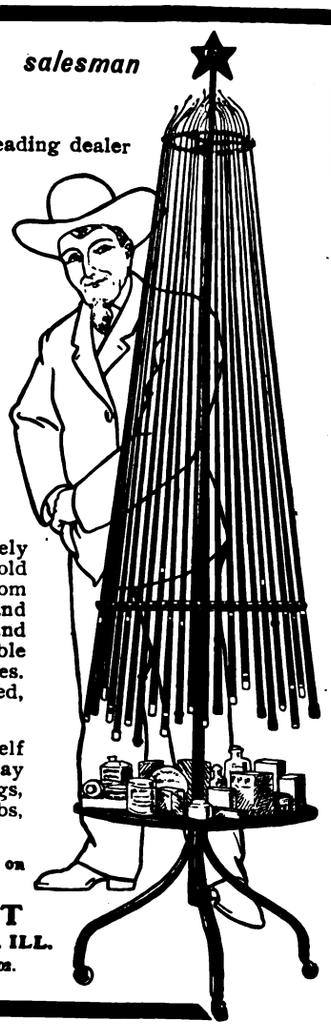
40 Cherry Street, New York

MENTION HARDWARE

"The best silent salesman I ever saw,"

writes W. L. Skinner a leading dealer of Dunkirk, Ind., in a letter commending the

Best Portable Revolving Whip Rack and Display Stand.



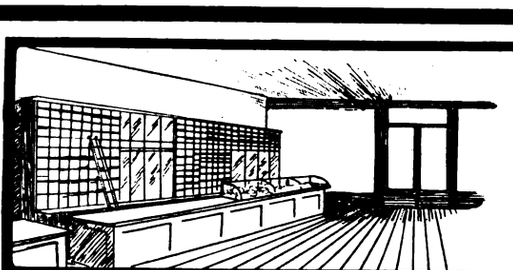
It brings the whips out where they are seen and displays them in such an attractive manner that they catch the customer's eye at once.

The stand is durably made of steel, handsomely enamelled in Blue with Gold trimmings. It holds from ½ to 1½ gross of whips and keeps them straight and elastic. Hight adjustable from 8 ft. to 9 ft. 10 inches. Weight 80 lbs. Boxed, 100 lbs.

The Revolving Shelf makes an attractive display of Greases, Oils, Dressings, Liniments, Brushes, Combs, etc.

Catalog with Prices mailed on request.

JOHN H. BEST
1905 10th St. GALVA, ILL.
Patented May 1, 1900—Oct. 2, 1902.





DON'T MOVE

You can increase the size of your store without increasing your rent by installing one or more

Milbradt Rolling Step Ladders

They make it easy to utilize the space between the top shelf and the ceiling for extra shelvings and boxings.

Milbradt Ladders are made to order from measurements covering the conditions peculiar to each store.

They combine great strength, easy and noiseless operation and handsome finish at a cost that is as low as the price for ready made ladders.

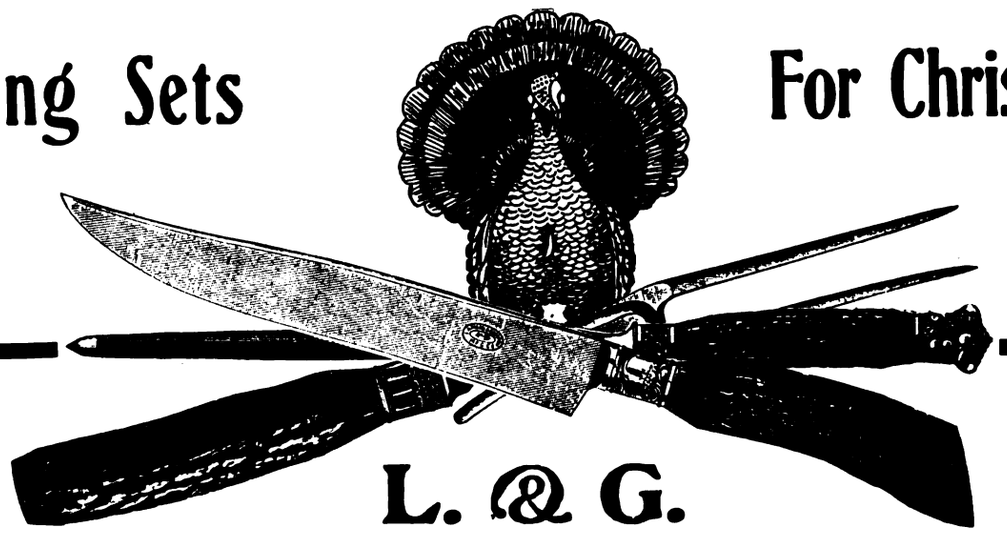
Style No. 4 (shown in outline), a ladder for use on shelving with very narrow or no base. The swinging arms hold the ladder in the position most convenient for climbing. These arms may be swung up allowing the ladder to hang close to the shelves when not in use. Rubber rollers are attached to these arms and run against the base. This is a most convenient ladder for use in narrow aisles or in stock and store rooms.

Our latest catalog illustrates 14 other standard styles adapted to every form of shelving. It will be mailed on request.

THE EBBING MANUFACTURING CO.
400 N. 8th St. - ST. LOUIS, MO.

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Carving Sets For Christmas



L. & G.
Stag Handle Carvers

and Carving Sets make elegant gifts for Christmas. For more than half a century they have been the standard.

Users everywhere—North, East, South, West—proclaim L. & G. Carvers and Carving Sets Best. Same with scores of dealers who have handled them for 35 years. They will buy no others.

To appreciate fully how splendid and complete our line is send for our catalogue. Mention Hardware.

LAMSON & GOODNOW MFG. CO., Shelburne Falls, Mass., U. S. A.

New York Office, 45 Murray St.



A Bargain in Coffee Mills.

Our No. 5 Special at $2.25 per dozen.

A Strikingly Handsome Mill, Canister of Japanese design. Capacity one pound.

Grinding Parts, simple in construction, easily adjusted, adjustment maintained by tension spring.

A Large Cup, securely fastened hangs close to Mill, allowing no waste. **Cup graduated** by tablespoonfuls.

This Mill is Practically Air Tight, thus retaining the full strength of the Coffee.

Mills are Packed each separately in cardboard box and 1 dozen in strong new case.

A Limited Quantity only at this price. Something very appropriate for fall and winter **Bargain Days.**

This Bargain is only one of several we are prepared to make you. Write for particulars of others.

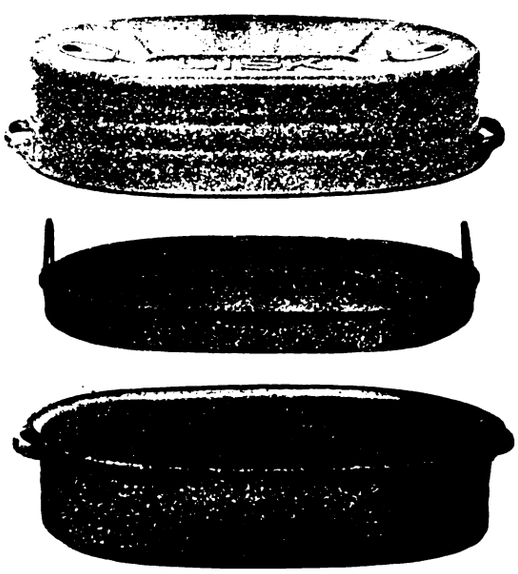
W. H. Glenny & Co., Spec. Mfg. Dept. Rochester, N. Y.

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LISK'S STAMPED, SEAMLESS, SANITARY, SELF-BASTING ROASTER

The Most Perfect Roaster in the World

IMPERIAL GRAY ENAMEL



For Roasting Meats, Game, Poultry, and Baking Bread, Beans, Etc., Etc.

Its Simplicity, Durability and Economy Appeal to Every Lover of the Culinary Art.





WARRANTED FOR TEN YEARS

SIZES

No. 2	No. 3	No. 4
Size, 10 x 16, 7½ inches high	Size, 11 x 17, 8 inches high	Size, 12 x 18, 8½ inches high
For 12-pound Roast.	For 16-pound Roast.	For 20-pound Roast.

Sold in the United States by over 30,000 Dealers in High-grade Hardware

Send for Booklet

THE LISK MFG. CO.

(LIMITED)

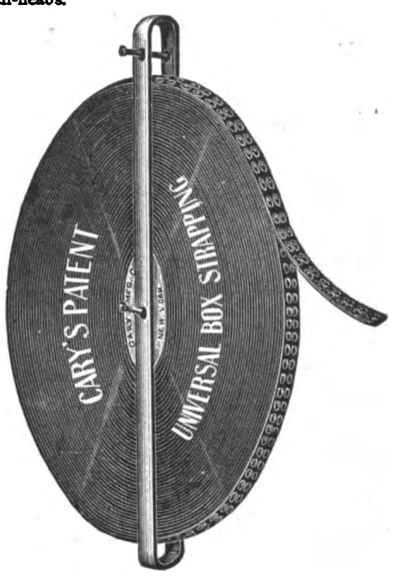
CANANDAIGUA, N. Y.

NEW YORK OFFICE: 32-38 FULTON STREET, Telephone: 2487 John

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CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO.,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

EVERYBODY--EVERYWHERE
IS CALLING FOR
"Ever-Ready" Safety Razors

The only $5.00 retail proposition on the market to-day that gives the customer a run for his money and allows the retailer a profit that is worth his while. **"Ever-Ready" sets contain twenty-four keen, perfect blades**—a dozen more than any other similar priced razor. "Ever-Ready" blades are as thin as paper and yet can be rehoned and resharpened at will—another incomparable feature.

Advertised at $5.00--
BIG PROFITS TO RETAILERS

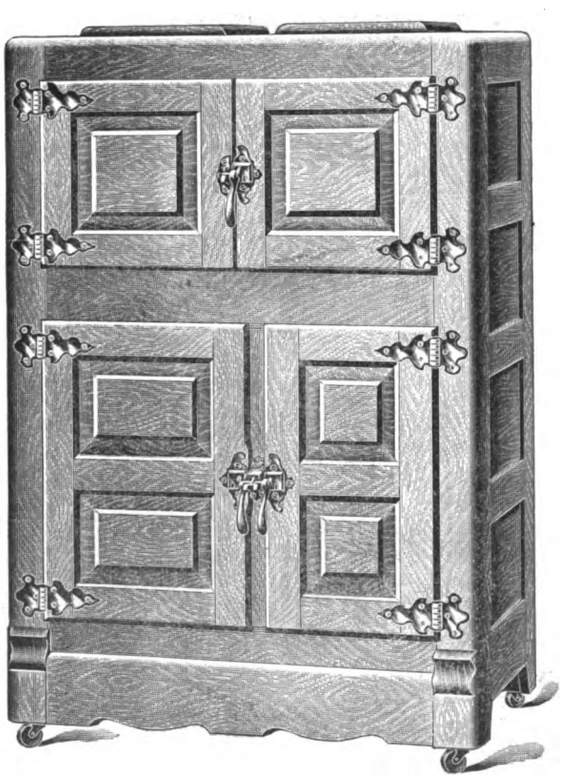
Get in your order to-day—through your nearest jobber or direct to the makers. If you're unacquainted and want to see first—make a postal request for samples and we'll do the rest.



"EVER READY"-THE RAZOR WITH A YARD OF BLADES

Reichard & Scheuber Mfg. Co.
66 Duane St., New York City
Makers of Yankee Safety Razors—Yankee Sets—Stropping Machines and Radio Magno Razors.

REFRIGERATORS - STOVE BOARDS



COOPER & McKEE
113 to 121 Lorimer Street, BROOKLYN, N. Y.
Catalogue sent on application.

DON'T FAIL
TO MENTION "HARDWARE"
WHEN WRITING
TO
THESE ADVERTISERS.

PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, in barrels, ₱ gal	46c
Linseed, City, boiled, in bbls, " "	48c
Out of Town, on spot, ₱ gal	44c
Calcutta, raw, in barrels, ₱ gal	60c
Lard, prime city, ₱ gal	61@62c
Lard extra, No. 1	47@50c
Lard, No. 1	37@42c

Paints and Colors

Barytes, Foreign floated, ₱ ton	$17.50@19.00
Barytes, American floated, ₱ ton	$1.00@18.50
Barytes, crude, ₱ ton	$17.00@11.00
White Lead, American, dry, in bbls., ₱ lb	6c
White Lead, American, in oil, in lots of less than 500 lbs., ₱ lb. net	7c
In lots of 500 lbs. and over, ₱ lb	6¾c
White Lead Eng., in oil, ₱ lb	9¼c
Litharge Kegs, ₱ lb	5@6¼c
Zinc, American dry, ₱ lb	4¾@5c

Putty, Commercial—₱ 100 lb

In bladders	$1.65	@1.85
In bbls. or tubes	1.20	@1.40
In 1 lb. to 5 lb cans	2.80	@2.90
In 12½ to 50 lb cans	1.45	@1.85

Spirits Turpentine

In regular bbls	69½@70c
In machine bbls	70@70½c

Dry Colors

	₱ Lb
Blue, Chinese	30@35
Blue, Prussian	28@34
Blue, Ultramarine	5@15c
Sienna, Italian, burnt & powdered	3@6½c
Sienna, Italian, raw & powdered	3@6½c
Umber, Turkey, burnt	2½@3½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	5@7½c
Green, Paris, in kegs	12½@14½c
Indian, Red, American	3@3½c
Indian, Red, English	4½@5½c

Colors in Oil

Black Ivory, best	16@20c
Blue, Chinese	29@32c
Blue, Prussian	27@30c
Blue, Ultramarine	14½@15c
Sienna, burnt	3@9½c
Sienna, raw	3@6½c
Umber, burnt	11½@12c
Umber, raw	11½@1

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B.....52@55c
G. D.....per M 34@35c
F. L.....per M 40@42c
G. E.....per M 48@50c
Musket.....per M 62@63c

PRIMERS—

Berdan Primers $2.00 per M.....20&20%
B.L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
22 C. F., $5.50.....10&5%
32 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal., Rim, $2.75.....10&5%
B. B. Caps, Con. Ball, swgd.....$1.90
B. B. Caps, Round Ball.....$1.49
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all gauges.....60&10%
Climax, Club, Rival, 10 and 12 gge.65&10%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic 10, 12, 16 and 20 gauge.....25&10%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 13 and 20 gauge.....20&5%
Climax, Union, League, New Rival, 10 and 12 gauge.....25&5%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).....20&5%
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Black Powder.....40%
Smokeless Powder, medium grade....40&5%
Smokeless Powder, high grade....40&10&10

SHOT—

Drop, up to B 25 lb bag.....$1.70
Drop, B and larger, per 25 lb bag.....1.95
Buck, 25 lb bag.....1.95
Chilled, 25 lb bag.....1.95
Dust Shot, 22 lb bag.....2.25

GUN WADS—₱ 1000—

B E., 11 up.....$ 60
B. E., 9 and 10.....70
B. E., 8.....80
B. E., 7.....80
P. E., 11 up.....1.00
P. E., 9 and 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50
} 15%

Ely's B. E., 11 and larger.....$1.70@$175
Ely's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes

Iowa Farming Tools. ₱ doz.
Hawkeye.....$3.25
Western.....4.00

Anti-Rattlers

Fernald, Quick Shift, ₱ doz. pair, net..$2.00
Burton's, ₱ doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00

Kohler's: ₱ Gro.
Daisy, No. 4.....Net. $5.00
Perfect, No. 2.....Net. 7.20
Bolt Holder, No. 1.....Net. 9.00

Anvils

American "Horse-Shoe".....9¼c
Arm and Hammer.....8¾@8¾c
Eagle Anvils, ₱ lb, net.....7@7½c
Peter Wright's.....10½c
Trenton.....9 to9½c
Columbian, all steel, ₱ lb, net.....9c

ANVIL AND VISE COMBINED—

Millers Falls (with drill).....$18.00, 15&10%

Augers and Auger Bits

Boring Machine Snells.....70%
Com. Auger Bits.....75@75&5%
Forstner Pat. Bits.....25%
Ford Auger Bit Co:
Auger Bits, Car Bits, Machine Bits } 40@40&5%
C. E. Jennings & Co.:
D'bie Spur pattern car, No. 30..40&7½&10%
Nobles Double Spur, No. 33.....55&10%
No. 10, Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....66⅔&10%
Jennings' Pattern.....60&10%@70%
Snell's Auger and Car Bits.....60%
Extra.....60%
No. 1.....60&10%
Russell Jennings' Augers and Bits.....25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable.....$5.50&6.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....25%

EXPANSIVE BITS—

C. E. Jennings & Co., Steers' Pat...33⅓&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, ₱ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@$3.25
German Pattern, net.....$4.50@5.75
Mayhew's Diamond ₱ doz. $1.25.....40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper and Straight Shank...60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....½&5%
L'Hommedieu's.....15%
Snell's.....40%
Watrous'.....35&5%

Awl and Auger Handles

See Handles

Awls

Per Gro.
Handled Brad.....$2.75@3.00
Handled Scratch.....$3.50@4.00
Patent Peg.....31@34c
Sewing, Com.....88@$1.00
Shouldered Peg.....65@70c
Shouldered Brad.....63@66c
Socket Scratch ₱ doz.....$1.00
Stanley Rule and Level Handled Brad.....45%

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ₱ doz. $7.50; No. 20, ₱ Doz. $10.....60&10%
Brad Sets:
No. 42, $10.50; No. 43, $12.50.....70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18....15&10%
C. E. Jennings & Co's. Adj. Tool Hdls..33⅓%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18.....80%

Axes

First quality, best brands.....$6.75to9.00
Ice, Bradley's.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....$9.25

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc.....50%
Broad and Bbl.....40&10%
Boy's Axes.....50%
D Simmons & Co.:
Broad, Shingling and claw, Lath, Hunters', etc } 50&5%
Picks and Mattocks.....50%
Peck Edge Tool Co.:
Hatchets, shingling, etc.....50%
Broad and Bbl.....40&10%
Boy's Axes and Hatchets.....50%

Axle Grease

Dixon's "Everlasting" Graphite:
1 lb cans (36 in case).....15 ea.
2 " " " .....25 "
10 " firkins (6 in case).....$1.20 "
25 " " .....2.75 "
50 " kegs.....5.00 "
100 " " .....9.00 "
200 " half bbls.....} 8½lb
375-400 lb " .....}

Snow Flake: Discount 10%
One-quart cans, ₱ doz. . . . $ 2.00
Two-quart cans ₱ doz. . . . 3.20
One-gallon cans, ₱ doz. . . . 6.00
Five-gallon cans, ₱ doz. . . . 24.00
Quarter bbls. (15 gals.), ₱ gal.. .45
One-half bbls. ₱ gal. 40
Bbls., ₱ gal. 35

Balances, Spring

Chatillon's:
Light, class A.....40&10%
Circular Balances, class C.....50%
Ice Balances, class B.....50%
Straight Balances, Class A1 and A2...40%
Class D. E. F.....30%
Class G.....20%

Balances, Sash

Caldwell's.....50%
Pullman's.....50&10%@60

Beef Shavers

Enterprise:
Japanned, each, $8.00.....25@30%
Tinned, each, $10.50.....25@30%

Bells

HAND—

Hand Bells, polished brass.....60@60&10%
Pure bell metal.....60%
Silver chime.....33⅓@35%
White metal.....60%

DOOR—

rip, Gem.....50&10%
Long, Abbe's.....45%
Gong, Yankee.....55%
New Departure:
NRotary.....50@10%
Push.....50%

COW—

Common wrought.....75%@75&10%
Kentucky.....70@70&10%
Kentucky, Sargent's list.....70%
Texas Star.....50%
Western, Sargent's list.....70@70&10%

Bellows

Blacksmiths'.....65&10@70%
Hand.....25&10%
Moulders'.....25&10%

Belting Rubber

Boston Belting Co:
"Boston".....50%
"Imperial," seamless stitched.....45%
Niagara.....60%
New Jersey Car Spring & Rubber Co:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Seymour Smith & Sons.....25&10%
Miller's Falls.....15&10%
Weston's.....40

Binder Twine

Per Pound
Sisal.....10c
Standard.....10c
Standard Manila.....11c
Manila.....12c
Pure Manila.....13c

Bit Holders.

Angular.....45%
Extension:
Barber's, ₱ doz. $15.00.....45@50%
Ives' ₱ doz. $20.00.....60&10%

Blind Adjusters

Columbian.....33⅓%
Domestic, ₱ doz. $3.00.....33⅓%
Excelsior, ₱ doz. $10.00.....50&10&2%
North's.....10%
Zimmerman's.....50%@50&10%

Blind Fastenings and Tenons

Security Gravity, ₱ gr.....$9.00
Zimmerman's.....50@50&10%

Blocks, Tackle

Eddy's.....50&10&60%
Hartz' Steel.....40&10₱50&5%
Iron Strapped, Japanned Sheaves...70&10%
Iron Strapped, Lig Vitae Sheaves.....60%
Rope Strapped, Japanned Sheaves...65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....80%
Pat. Automatic.....80%
Perfect Safety.....80%
Stowell, Novelty Block.....50&10%

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....60%
Wrought Barrel.....80@80&10%
Wrought Barrel Bolts, Griffin's.....75&10%
Wrought Square.....70@70&10%
Wrt Shutter, St'ndl list...50&10%@50&10&5%
Wrought Spring, Sargent's.....70&10@75%

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ⅝x6 and smaller.....75%&5%
Larger and longer.....70%
Phila. Eagle, $3.00 list May 24, '99.....80%
Bolt ends, list Feb. 14, '95.....70&2½%
Bolt ends, with C and T nuts.....70%
Machine, ⅝x4 and smaller.....75&5%
Machine, larger and longer.....70&5%

TIRE—

American Screw Co:
Bay State, plain, list Dec. 28, '99.....72½%
Bay State, fluted.....72½%
Eagle Phila.....82½%
Norway, Phila.....80%
Common.....75&10@80%
Norway, Phila.....80%
Portchester, Norway.....80%
Phila.....80%

STOVE AND PLOW—

Plow.....60&10&10@70%
Stove.....80&10@85%

MISCELLANEOUS—

Sink.....80%

Bone Mills

Enterprise.....25@30%
Stearns.....40%

Borers, Tap

Enterprise.....20@25%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....30&10%
No. 10.....25&10%
Common ring.....20&10%
Ives.....25&10%

Boring Machines

WITHOUT AUGERS—

Upright. Angular.
Jennings'.....35&5%
Miller's Falls.....$7.50, 15&10%
Snell's, Rice's Pat....$2.50, $2.75
Ajax.....40%
Phillips.....$4.00 net

Bow Pins

Hotchkiss.....60&10%

Boxes, Mail

Heller's.....40&5%

Box Hooks

Humason & Beckley's.....60&10&10%

Box Openers

Humason's.....₱ doz. net $5.00
Bemis & Call's.....65%

Box Scrapers

Bradley's.....20%

Box Strapping

Cary Mfg. Co's., in case lots:
"Universal".....25&20%
Standard Metal Strap Co's.:
Eclipse.....20&10&10&5%

Braces

Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
Ives':
Barbers'.....60&5%
Barbers' Ratchet.....60@60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108@114½.....50&5&10%
No. 208½@214½.....50&5&10%
Lancaster Mach. & Knife Works.....50%
Gen. Spofford's.....60%

Brackets

Griffin's Folding.....70&10%
Griffin's Pressed Steel.....80%
Bradley's Patent, full cases.....80&10&10%
Bradley's, in broken cases.....80&10%

Bracket Saw Frames

Miller's Falls Co.....25&10%

Bracket Sets

Miller's Falls Co.....33⅓&10%

Bright Wire Goods

Standard list, June 24, 1903.....90&30@90&40%

Bull Rings

Humason, Beckley & Co's.....80%
Rea's 2½ in. net, ₱ doz.....$1.50
Sargent's.....80%
Seymour Smith & Sons.....60%

Bull Punches

Humason & Beckley's, ₱ doz. net....$3.05

Butchers' Cleavers

Bradley's.....40%
Foster Bros., flat heads.....80%
Foster Bros., round heads.....80%
Lancaster Mach. & Knife Works....33⅓&40%
L. & I. J. White.....80%
Plumb's.....33⅓%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star.....15@15&10%
C. E. Jennings & Co.....80&10%

Butter and Cheese Triers

Ordinary Black Handle.....25%
Humason & Beckley's.....40%

Butt and Rabbet Gauges

Stanley's.....25&10%

Butts

BRASS—

Wrought Brass, list September, 1898....20%

CAST IRON—

Fast Joint, broad.....40&10@50%
Fast Joint, narrow.....40&10@50%
Loose Joint.....70&5@75%
Loose Joint, Japanned.....70&5@75%
Loose Joint, Jap. with Acorns....70&5@75%
Loose Pin.....70&5@75%
Mayer's Hinges.....70@70&5%
Parliament Butts.....70@70&5%

WROUGHT STEEL—

Table and back flaps.....75%
Narrow and broad.....75%
Inside Blind.....75%
Loose Pin.....75%
Loose Pin, Ball and Steeple Tip.....85%
Japanned, Ball Tip Butts.....79&10%
Bronzed Wrt. Nar. and Inside Blind Butts.....55&10% } Ex 10%@10&10%

Calipers

Bemis & Call:
Wing.....60%
Double.....65%
Inside and outside.....65%
Straight leg.....65%
Call's Pattern, inside.....55%

Can Openers

American.....₱ gross, $1.75@$2.00
Goodell's Acme.....₱ gross, 6.00
Hopper's.....₱ gross, 15.00
No. 5, iron handle.....₱ gross, $3.00@2.25
Phœnix.....40%
Sardine Scissors.....75&10%
Sardine Scissors, forged steel..₱ doz., $4.50
Sprague, Nos. 1, $2.00; 2, 2.25; 3, 2.50..75&10%
Universal, ₱ doz.....50%

Cartridges

See Ammunition.

Casters

Bed.....70@70&10%
French or Philadelphia Iron wheel.....75%
Plate.....60@60&10%
Payson's Furniture.....70&10&10%
Payson's Truck.....70&10%
Standard, Ball Bearing.....45%

Cattle Leaders

Humason, Beckley & Co's.....70%
Sargent's.....70&10%
Welton's.....70&10%

Chain

American Coil, Straight Link:
Inch ₱ 100 Lbs.
5-16.....$7.50
⅜.....5.35
7-16.....4.40
½.....3.70
9-16.....3.55
⅝.....3.45
¾.....3.40
⅞.....3.35
1.....3.30
1 to 1¼.....3.25
Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain.....35&5%

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Chains

Galvanized Pump chain, ₱ lb.....5@5½c
Ger. coil, list July 24, '97...60&10@60&10&10%
Ger. Halter chain, list July 24, '97..60&10&10%
Jack chain, Iron.....60&10@60&10&5%
Jack chain, Brass.....60&10@60&10&10%
Oneida Wire Dog chains.....45@50&5%
Trace Wagon and Fancy Chains:
New list.....60@60&10%
Bridgeport Trace chains.....65%
Stake chains.....65%
Heel chains.....80%

COW TIES—
American.....45@50%
Niagara.....45&5@50&10&5%
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....50%
Sisal.....80&10%

Chain Guards

Aluminum S. & N. Co.....50%

Carpet Stretchers

Montross' "Excelsior," ₱ doz., $6.00....20%
Bullard's.....33⅓%
Cast iron, Steel points, ₱ doz.....80c
Sockets, ₱ doz.....$1.75

Carpet Sweepers

	₱ Doz.
Bissell's Cyco Bearing:	
"Parlor Queen"	$30.00
"Elite"	29.00
"Boudoir"	27.00
"American Queen"	27.00
"Ideal"	25.00
"Gold Medal"	24.00
"Premier"	24.00
"Superior"	24.00
"Prize"	24.00
"Welcome"	24.00
"Grand Rapids," nickel	24.00
"Grand Rapids," Japan	22.00
"Standard," nickel	22.00
"Standard," Japan	20.00
"Crown Jewel," nickel	21.00
"Crown Jewel," Japan	19.00
"Crystal"	36.00
"Grand," length of case, 17 inches	36.00
"Club," length of case, 24 inches	54.00
"Hall," length of case, 28 inches	60.00
"Junior," nickel, length of case 12½ inches	22.00
"Junior," Japan, length of case 12½ inches	20.00
"Missed"	9.00

Sterling Carpet Sweepers:

Model A, Nickel trimmings		25.00
" B, Japd. "		21.00
" C, " Nickel "		23.00
" C, " "		21.50
" D, Japd. "		19.50

Carpet and Rug Beaters

	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10, Wire, Glavanized	1.50	18.00

Cherry Stoners

Enterprise.....25to30%
Goodell's Family, net ₱ doz.....$5.00
Rollman's, net., ₱ doz.....6.00

Chisels

SOCKET FRAMING & FIRMER—
Standard Makes.....70&10@75%
L. & I. J. White.....30@30&5%
C. E. Jennings & Co., No. 70.....25&10%
Jennings & Griffin Mfg. Co.....65&2&10%

TANGED & MISCELLANEOUS—
W. & S. Butchers'.....$4.75@5$5.00@
C. E. Jennings & Co.....25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels.....25&10%
Tanged Gouges.....25&10%
Tanged Firmers.....33⅓&10%
Tanged Gouges.....33⅓%
L. & I. J. White.....25&5%

COLD CHISELS—
Good quality, ₱ lb.....13&16c
Snell's best C. S.....50&10%
Cronk's.....50%

Cleaners, Sidewalk

	₱ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers

HORSE—
Chicago Flexible Shaft Co's.:

	Each.	
Lightning Belt Clipping Mach.	$15.00	15%
New '98, Chicago	8.75	15%
1902 Chicago	10.75	15%
Twentieth Century	5.00	20%

Coach Oil

Snow Flake,		33⅓&10%
One-pint cans, ₱ doz.	$ 3.00	
One-quart cans, ₱ doz.	4.80	
One-gallon cans, ₱ doz.	15.00	
Five-gallon cans, ₱ doz.	66.00	

Cocks, Brass

Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks.....70&10@75%

Coffee Mills

Box and Side.....50&10@60%
Enterprise Mfg. Co.....25@30%
Lane Bros. Co.....30%

Compasses, Dividers, &c

Athol Calipers and Dividers.....40%
Bemis & Call Co's.:
Compasses.....50%
Dividers.....55%
Compasses, Calipers, Dividers...75@75&10%
Stevens' "Ideal".....25&10%
Stevens' "Leader".....25&10%

Coopers' Tools

Bradley's:
Hoop Drivers.....25%
Rivet Sets.....20%
Cold Chisels.....20&5%
Punches.....15%
Vises.....15%
Inshaves.....20%
Barton's.....20@20&5%
L. & I. J. White.....20%@20&5
Sandusky Tool Co.....25&10@30&10%

Corkscrews

Detroit Cork Screw Co.....33⅓%
Humason & Beckley Mfg. Co.....50&10%
Samson, ₱ doz.....$10.00

Corn Hooks

	₱ Doz.
Kretsinger Cut-Easy	net $3.00

Corn Knives and Cutters

Bradley's.....net
Wadsworth's.....net $1.50

Countersinks

Mayhew's Diamond.....40@45%
Smith's.....25%
Snell's.....40%
Wheeler's Patent.....50%

Cow Ties

See Chain.

Crayons

Sargent's List.....20%
Dixon's:

	₱ Gro.
Eclipse.....7 in., $3.75; 9 in.,	$4.88
Emerald	5.00
Oriole	5.00
Rainbow	3.12
Solid	7.50
Tailors, black, $5.62; red and blue	9.00

Curry Combs

Kohler's.....40%
The Metal Stamping Co.....40%
Southington Cutlery Co's.....25&10%

Cutlery

Foster's Pocket.....80%

Diggers

See Post Hole, etc.

Dividers

See Compasses, Dividers, etc.

Dog Collars

Walter B. Stevens & Son:
Brass.....40%
Embossed Gilt.....80&10%
Leather.....40%
Union Hd'wre Co., new list.....50@50&10%

Door Checks

Bardsley's.....40%
Columbia.....50&10%
Eclipse.....60&10%
Home.....50&10%
Pullman's Screen, ₱ doz. net.....$4.50

Door Holders

Empire.....50%
Superior.....33⅓%

Door Springs

Columbian Steel.....20%
" Faultless.....50%
Gem (Coil), list Oct. '95.....20%
Pullman, Perfect.....20%
Pullman Coil.....20%
Star (Coil), list Oct. '95.....30%
Torrey's Rod, 39 in., ₱ doz. net.....$1.25
" " 48 in., " " " 3.50
Victor, Coil.....50&10&10%
Chicago Coil Springs.....40&10%
Reliance Coil Springs.....40&10%

Drain Cleaners

Iwan's Adjustable.....55%
Iwan's Stationary.....45%

Drawer Pulls

Drawer Pulls, Griffin Mfg. Co., list..75&10%
Sargent's list.....60

Drawing Knives

Standard Makes.....70&10@75%
Adjustable Handle.....25@25&10%
Bradley's.....40&5%
Jennings & Griffin.....60%
Watrous.....16⅔&10%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks

Automatic Boring Tools, Goodell's 40&5&40&10%
Blacksmiths'.....60%
Breast, Goodell's.....25@30%
Breast, Miller's Falls, each $3.00.....15&10%
Stearns' bench.....30%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00,
Adjustable, No. 10, $12.00.....33⅓%

TWIST DRILLS—
See Augers and Bits.

Egg Beaters

	₱ Doz.	₱ Gro.
Holt-Lyon Co.:		
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz., $6.60	1.15	13.00
No. 1, Tinned	1.40	16.20
No. B, Japanned, hotel size.	1.85	22.00
No. 6, Japanned, Dasher flared	1.65	19.20
No. 2, Tinned, hotel size	2.00	24.00
Taplin Mfg. Co.:		₱ Gro.
No. 60 Improved Dover		$ 6.0
No. 75 Improved Dover		6.5
No. 100 Improved Dover		7.0
No. 102 Improved Dover, Tinned		8.5
No. 150 Improved Dover, Hotel		15.0
No. 152 Improved Dover, Hotel T'd.		17.0
No. 200 Improved Dover, Tumbler		8.0
No. 202 Imp'd Dover, Tumbler T'd.		9.5
No. 800 Imp'd Dover Mammoth ₱ doz		2.0

Escutcheons

Wood.....25%

Farriers' Knives

	₱ Doz.
'Challenge"	$3.00
Popes	3.00
Wilkinson's, net	3.00
Wostenholm's	3.25

Faucets

Iron Petroleum.....70@70&10%
John Sommer's "Peerless," Tin Key....40%
"Boss," Tin Key.....50%
"Victor," Metal Key.....50&10
"Duplex," Metal Key.....50%
"I. X. L.," Corked Lined.....50%
"Reliable," Cork Lined.....50&10%
"O. K.," Cork Lined.....50%
"Chicago," Cork Lined.....60%
"Perfection," Cedar.....40%
"No Brand," Cedar.....50%

SELF MEASURING—
Enterprise ₱ doz. $36.00.....40&10%
Lane's.....$40.10&2%

Files

DOMESTIC—
New list, Nov. 1, 1899:
American.....75&10@75&10&10%
Arcade.....75&10@75&10&10%
J. Barton Smith.....75&10@75&10&10%
Disston's.....75%
Disston's Superfine.....50%
Eagle.....75&10@75&10&10%
Great Western.....75&10@75&10&10%
Kearney & Foot.....75&10@75&10&10%
McClellan.....75&10@75&10&10%
Nicholson.....70&10@75&5%
Nicholson's X. F. Files.....40@40&10%
Royal.....80@80&10%

IMPORTED—
Stub's.....Stub's list, 30@33⅓%

Filters

Acorn.....50%
Fulper's Natural Stone.....$3.50@$18.50
Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list.....60@60&10%
Kirby & Limerick, low list (50c. base)...10%

Fishing Tackle

	₱ Doz.
Bishop's.	
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:
Great American.....60&20%

Fruit, Wine & Jelly Presses

Enterprise.....20@25%

Fry Pans

Standard list.....75&10%

No.	1	2	3	4
₱ doz.	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8
₱ doz.	$6.00	$7.00	$8.00	$9.00

Gauges

Bemis & Call's Steel.....50%
Clapboard.....25&10%
Disston's Mortise.....70%
Marking Mortise, etc.....60%
Stanley's.....85%
Starrett's Surface, Center and Scratch.....25&10%
Wire, Morses.....25%
Wire, P. S. & W., low list.....33⅓%

Gimlets

"Diamond" Gimlets, ₱ gro.....$4.00@$4.25
Double Cut.....40&10@50%
Metal Head.....50&10%
Wood Head.....50%

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40&10%

Glue Pots

See Hollow Ware.

Graters

Enterprise.....25@30%

Graphite, Lubricating

Dixon's Pure Flake:
632— 1 lb. cans.....20c. ea
633— 5 lb. screw top tin cans.....85c. ea
634— 10 lb. screw top tin cans....$1.60 ea
644— 25 lb. boxes.....15c. lb
645— 50 lb. boxes.....14½c. lb
646—100 lb. kegs.....14c. lb
647—850 lb. barrels.....12c. lb

Grindstone Fixtures

Cronk's.....50%
Forest City.....30@30&10%
Sargent's Patent.....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....60&10%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₱ doz.....$3.50

Halters

Covert Mfg. Co.:
Jute Rope Halters.....50%
Sisal Rope.....80&10%
Web Halters.....35&5%

Hammers

HANDLED HAMMERS—
Cheney's:
Adze Eye and Plain.....40&10&10%
Blacksmiths and Riveting.....50&10%
Machinists and Engineers.....60&5%
Magnetic tack, Nos. 1, 2, 3, $1.25 $1.50 $1.75.....50%
Maydole's.....33⅓&5@40&10%
Sargent's new list.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....33⅓&7½%
Engineers and B. S. Hand.....50&12½%
Quaker City Hammers.....40&5%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS & SLEDGES—
Under 3 lb 50c lb.....80&10&85%
3 to 5 lb 40c lb.....80&10@85%
Over 5 lb 30c lb.....85%
Wilkinson's Smiths.....9½c@10c ₱ lb

Hammock Ropes

Covert Mfg. Co.:
Jute.....40&5%
Sisal.....30%

Hand Cultivators

Ulrich Mfg. Co.:
Osborne's, ₱ doz.....$15.00

Handles

WOOD—
Auger, assorted, ₱ gro.....$2.75
Auger, large, ₱ gro.....3.25
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 32⅛.....40%
Axe, Pick, etc.....60&5%@60&10%
Bliss Mfg. Co.:
Chisel, Brad Awl, File, Auger, Soldering Iron.....25@33⅓
Brad Awl, ₱ gro.....$1.75@$2.00
Chisel, Worcester, leather capped, ₱ doz. net.....$1.50
File, assorted, ₱ gro.....$1.40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro.....$2.25@$2.75
Hammer, Hatchet.....60&10%
Hoe, Rake and Fork.....45@50
Rollis Hdw. Co. Hafts, $9.00.....40&10%
"Simplicity" File Hdls, ₱ gro....$ .20@1.50
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D Handle.....40%
Shovel and Spade, Long Handles..40&5@50%

CROSS-CUT SAW HANDLES—
Atkins.....40&5%
Champion.....45@45&10%
Disston's.....50%

Hangers, Barn Door

Old Pattern.....60&10%
New England.....66⅔@70
Chicago Spring Butt Co.:
Fraction.....25%
Oscillating.....25%
Big Twin.....25%
Lane's:
Covered.....60&2%
Hinge Pattern, net.....$6.00 ₱ doz.
Standard.....60&5%
Special, No. 25.....$3.50
" " 30.....3.90
" " 40.....5.00
" " 20.....6.25
Track for same, ₱ 100 ft. net.....3.75
Cronk's:
Nos. 1, 1½, 2 and 3.....60&10%
Nos. 11, 12.....70%
Nos. 22, 21½, 22.....60%
Nos. 32, 50.....60&20%
No. 44.....60%
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr..60&10%
Myers' Stay-on.....60&5%
Wilcox's New Century.....50&10&10%

Hangers, Garment

Pullman's.....₱ gro. net $9.00

Hangers, Parlor Door, Etc

Lane's:
Standard.....net $3.30
Ball Bearing....." 4.15
No. 105....." 3.25
New Model....." 2.85
New Champion....." 2.25

Hardware Shelving

OAK CABINETS—
J. D. Warren Mfg. Co.:
No. B 488, 40 drawers, no partitions, run. ft., $8.60; net each.....$30.00
No. 1656, 58 drawers, no partitions, run. ft., $4.38; net each.....16.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each.....54.28

OAK BASES—
No. 1700, open base with center shelf, run. ft., $1.85; net each.....15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each.....18.75
No. 1706, with two adjustable center shelves, run. ft., $2.75; net each....22.92

NAIL BIN BASES—
No. 1782, 12 spaces, 150 lbs. each, run. ft., $2.71; net each.....22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each.....25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each.....30.68

Hasps and Staples

Cronk's.....50%
McKinney's "Perfect", $1.10 ₱ doz.....50%
Wrought.....90@90&10%
Wrought, Stanley.....80%
Wrought, Griffin.....80%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:
Myers Unloader, double steel track..$7.00
Myers Unloader, wood track.....7.00
Comb. Car, Double steel T.....7.00
Comb. Car, wood track.....7.00
Rev. Car, Double steel track.....7.00
Rev. Car, wood track.....7.00
Myers Unloader, cable.....7.00
Myers Unloader, single rail.....7.00
Sure Grip Sling Car, steel or wood track.....12.00
Dbl. Rail steel track, complete, ₱ ft.....—
Single Rail steel track, complete, ₱ ft.....20
D. H. Fork steel, regular, each.....1.80
Nellis Fork, each.....3.00
Double Grapple Fork, each.....7.00
Sprouts, Shear Fork, each.....1.50
Walker Fork, each.....2.50
Common 6 in. wood sheave pulley, Fig. 438, ₱ doz.....3.20
Faultless steel frame K. P. pulley, Fig. 485, ₱ doz.....4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 485, ₱ doz.....3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz.....4.80
Reed Wood Frame pulley with hook, Fig. 434, ₱ doz.....4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz.....3.50
Floor pulley, wood sheave, Fig. 466, ₱ doz.....4.50
Hanging Hooks for double steel track, ₱ doz.....1.40
Hanging Hooks for single steel track, ₱ doz.....1.40
Hanging Hooks for wood track, 10 in., ₱ doz.....1.00
16 in., ₱ doz.....1.30
Floor Hooks, ⅜ in., ₱ doz.....1.40
Malleable Rafter brackets, ₱ doz......70
Wrought Rafter brackets, ₱ doz......70
Rope Hitch, ₱ doz.....3.20
Discount on above 50%

Hay and Straw Knives

Auburn Hay, com. and spear point..40&10%
Iwan's Hay, sickle edge, ₱ doz., net...$9.50
Iwan's Hay, imp. serrated, ₱ doz., net.10.00
Kohler's Hay, sickle edge, ₱ doz., net.10.00
Auburn Straw.....40&10%
Weymouth, pat.....65&5%
Wadsworth's.....40&5%

Hedge Trimmers

Wadsworth's:
No. 1, ₱ doz., net.....$3.00
No. 2, ₱ doz., net.....6.00

Hinges

WROUGHT IRON HINGES—
Screw Hook and Strap { 6 to 12 in., ₱ lb....3½c; 14 to 20 in., ₱ lb....3½c; 22 to 36 in., ₱ lb....4c

STRAP AND T HINGES—
New list, Dec. 20, 1904:
Light Strap Hinges.....70%
Heavy Strap Hinges.....75&5%
Light T Hinges.....65%
Heavy T Hinges.....60%
Extra Heavy T Hinges.....70&10%
Hinge Hasps.....50%
Corrugated Heavy Strap.....70&5%
Corrugated Ex. Heavy T.....70&10%
} EXTRA 10%

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SPRING HINGES—

Bommer Brothers:
Bommer Spring Hinges....40%
Bommer B. B. Floor Hinges....40%
Bardsley's Patent Checking....15%
Chicago Spring Butt Co.:
Chicago Spring Butts....25%
Triple End Spring Butts....50%
Chicago Ball Bearing Floor Hinge....50%
Garden City Fire Engine House Hinge..25%
Chicago Saloon Door Hinge....25%
Columbian:
Steel Hinges....60%
Floor Hinges....60%
American....30&5%
Gem....30%
Oxford....30&5%
Acme, Steel....35%
" Brass....25%
Niles Mfg. Co....30%
Superior:
Floor Hinges....33%

GATE HINGES—

Clark's, Nos. 1, 2, 3....50&10@60&10%
N. E., ₱ doz. $7.80....60%
N. E., Reversible, ₱ doz., $5.60....60%
N. Y. State, ₱ doz., $4.20....60%
Western, ₱ doz., $4.20....60%

BLIND HINGES—

Parker....70&10@70&10&10%
Sargent's, Nos. 1, 3, 5, 11, 13....75%
W. H. Co's., No. 2 Mortise Gravity....60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.20 ₱ doz. sets....30&10%

Hitching Cords

Covert Mfg. Co....45&2%
Hitchers Stall....35%

Hollow Ware

ENAMELED—

Lalance & Grosjean Mfg. Co. list Nov. 1, '01:
Agate Nickel Steel Ware....50&20%
Pearl Agate Ware....50&20%
Blue and White Ware....60&15%
All White Ware....50&20%
Regal Steel Ware....60&10%
Peerless Ware....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895....40&10%
Iron Clad:
Peppered Ware, high list....70%
Mottled Ware, high list....75%

STOVE HOLLOW WARE—

Blacklock:
Ground....55@60&10%
Plain or Unground....60@65&10%
Country Ware ₱ 100 lbs. net...$2.75@$3.00
Enameled Ware....50@55&10%

WHITE ENAMELED WARE—

Maslin Kettles....70%
Tinned Boilers and Saucepans....40%
Enameled....50%

GLUE POTS—

Tinned....35%
Enameled....40%

SILVER-PLATED HOLLOW WARE—

4 mo. or 5% cash in 30 days.
Hartford Silver Plate Co....40&5%
Holmes & Edwards Silver Co....40&15&5%
Meriden Britannia Co....40&10%
Rogers & Brother....40&5%
William Rogers Mfg. Co....40&10%

Hooks

BUSH—

Jennings & Griffin's....33⅓&5%
Wadsworths....50%

CAST IRON—

Ceiling, Sargent's list....50&10@60%
Chandelier....60@60@10%
Clothes Line, Sargent's list....50&10&10%
Coat and Hat, Sargent's list....50&10@60%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....60@60&10%
Picture....50&10%
Screw Hat....60&10@70%
Wardrobe....69&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₱ doz....$1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise....40%
Humason & Beckley, new list....35&10%

WIRE—

Atlas, new list, single cases....75%
Ten case lots....75&10%
Wire Coat and Hat, Acme....60@60&10%
Wire Coat and Hat, Gem....60&10%
Wire Ceiling, Gem....60&10%

MISCELLANEOUS—

Belt....80&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....35&5%
Grass, Wadsworth's....60%
Gronk's, Grass, ₱ doz....$3.00
Hooks and Eyes, Brass....60&10&10%
Hooks and Eyes, Mal. Iron....70&10%
Cotton, box and hay....60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	1	
A. C.	25c	25c	22c	21c	21c	40&5%
American, all sizes, net						9½c
Nos.	6	7	8	9	10	
Anchor and New Haven	23c	21c	20c	19c	18c	40% @40&5
Nos.	6	7	8	9	10	
Aumable	28c	26c	25c	24c	23c	50&10%
C. B. K.	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40&10&50%
Clinton Fin.	19c	17c	15c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes, net						9½c
Maud S.	25c	23c	23c	21c	21c	50%
Neponset, Nos. 5 to 10, ₱ lb.						12c
Northwestern	25c	23c	23c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
New Hutnam	19c	18c	17c	16c	16c	10&10%
Vulcan	23c	21c	20c	19c	18c	25&10%
Western, net						8½c

Horse Shoes

F. O. B. Pittsburgh:
Horse and mule, Iron, ₱ keg....$4.00
Steel, ₱ keg....3.75

Horse Ties

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Sisal....50%
....30&10%

Hose, Rubber

Boston Belting Co.:
"Boston"....50%
Niagara....60%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%
Standard....70&10%

Hose Bands

Star Hydrant....80&80%
Steam....70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross....$9.00 net
Crown....net
Gem Ice Shave....net
Sargent's Ice Awls....55%
Snell's....50%
Star....net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise,....No. 33, ₱ doz. $6.00 25@30%
No. 34, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain....20@25%

Knives

Kimball's:
Bread Knives, ₱ doz. $1.50....20%
Butcher Knives....25%
Shoe Knives....25%
Cronk's Chopping....33⅓%
Dunlap Kitchen and bread Knives....25%
Foster Bros., butcher, &c....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net

Knives, Hay and Straw

Wadsworth....40&10%

Knife Sharpeners

Pike's:
Nat. Grit Carving Knife Hones ₱ doz....$3.00
Solid Stone Carving Knife Hones ₱ doz....$2.50
Quick Edge Pocket Knife Hones ₱ doz....$3.00
Mounted Kitchen Sandstone ₱ doz....$1.50
} 40%

Knobs

Bardsley's wood, door, shutter and base....10@15%
Base, rubber tip, 2¼ in bead, ₱ gro. $1.15@$1.25
Door Mineral....65@70c
Door Por. Jap'd....70@75
Door Por. Nickel....$2.10@$2.20

Lanterns

C. T. Ham, Class A, B, C and D....40&10%

Latches

₱ Doz.
Cronk's barn door, net....$2.00
Lane's Barn Door....40&10%

Lawn Mowers

Champion....75&10%
Clipper Improved....50&10&10&5%
Enterprise....40&10%
Genuine Philadelphia Mowers:
Styles M, S, C, K, T....70&10%
Style A (all steel)....60&10%
Style E, low wheel....60&10%
Style E, high wheel....70&10&5%
Drexel, low list....40&10%
Gold Coins, low list....40&10%
New Departure, high wheel....70&10%
New Departure, low wheel....75%
Pennsylvania....60&10

Lawn Sprinklers

Enterprise....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

Nos.	1	2	3	
Per Dozen	$12.00	$15.00	$24.00	30%

Kohler's:
Daisy, net, ₱ doz....$7.50
Mystic....6.00
Rainmaker....4.80
Dew Drop....1.20

Lawn Swings Easy

Ulrich Mfg. Co., ₱ doz....$75.00

Leads

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....50%
Sisal....30&10%

Lead Pipe, Etc

₱ Lb.
Bar Lead....5½@6c
Block Tin Pipe....35@37½%
Lead Pipe, full lenghts....5 to 6¾
Lead Pipe, tin lined....12½c
Sheet Lead, full rolls....6¾c

Lemon Squeezers

Berger Bros., ₱ doz. 8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Flush, ₱ doz....$9.60
Little Giant....50&50&5%
Porc. lined, Iron, ₱ doz....$1.75
Porc. lined, Wood, ₱ doz....$1.25
Wood, common, ₱ gro.,....No. 0, $5.25 @$5.50; No. 1, $5.25@$6.50

Levels

C. E. Jennings & Co's.:
Hexagon....25&10%
Iron Bench, new design....25&10%
Hollis Hardware Co.:
Adj. Steel 7 in., $24.00....40%
12 in., $27.00....40%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish....40%
Cotton Chalk, 20 feet....40&10%
Cotton Trot....20%
Samson Cot., Nos. 4, $2.90; 4½, $2.75....20%
Silver Lake braided, ₱ gro., Nos. 0, $6.00; 1, $6.50; 2, $7.00; 3, $7.50....20%
Wire Clothes:

	18	19	20
1000 feet	$2.20	$2.00	$1.85
75 feet	1.80	1.70	1.20

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co....40%
R. & E. Mfg. Co....40%
Reading Hardware Co....40&10%
Sargent & Co....40&10%

CABINET—

Eagle Lock Co....33⅓%
Corbin....33⅓%
Yale....33⅓%

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00...40%
Ames Sword Co....40%
Brown's brass....25%
Brown's chain....25%
Champion....40%
Eagle....40%
Slaymaker's:
General line....35&10%
Scandinavian....30%
" steel keys....50%
Smith & Egge bicycle....50%
Wrought Iron....75&10@80%
Yale Lock Co....60%

TRUNK—

Corbin's....25&10%
Eagle....40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory....45@5&50%
Lignumvitæ....45@5&50%
Bliss:
Carpenters, Tinners, Box, Carvers....33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden....33⅓%
Regular Goods....70&10%@75%

Meat Cutters

American....30%

Nos.	1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$60

Dixon's, ₱ doz....30&10@40%

Nos.	1	2	3	4	
Each	$14	$17	$19	$30	

Enterprise....25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.75	$6	$4.50	$6

Little Giant....33⅓@40%

Nos.	305	310	312	320	322
Each	$35	$48	$44	$72	$68

Woodruff's, ₱ doz....30&1@40%

Nos.	100	150
Each	$15	$18

Beef Shavers (Enterprise)....25@30%

Meat Juice Extractors

Enterprise....25&30%

Metals, Anti-Friction

	₱ Lb
Magnolia Metal Co.:	
Defender	18c
Cosmic	10c
Magnolia, Anti-Friction	25c
Mystic	15c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00....40%
Sargent's....60@60&10%

Mitre Boxes

C. E. Jennings & Co....30&10%
Seavey's, ₱ doz., $30....40%
Stanley Rule and Level Co.:
Nos. 340 to 460....30%
Nos. 50 and 60....35%

Motors

COFFEE MILL—

Specialty Novelty Co., each....$5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Assn list, July, 1899....90, 90&10%

PICTURE—

Niles' Patent....40%
Porcelain head, combination list....60&10%
Porcelain head, Sargent's list....60%

Nail Nippers

"Gem," ½ gross lots, ₱ gross....$21.00
" less quantity, ₱ dozen....2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net....$7.50
Black Hawk, ₱ dozen....9.00
Cyclops....50&10%@50%
Cronk's, ₱ dozen, net....$12.00
Eureka, No. 74, ₱ doz., net....$8.50
Eureka, No. 75, ₱ doz., net....$8.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00....30&5%
Lightning, ₱ doz., $18.00....20%
Morris No. 1, list $20.00....50%
National, ₱ doz., $24.00....10%
Pelican, ₱ doz., $ 9.00....40@40&19%
Rollis Hardware Co., No. 1, $18.00...50&10%

Nail Sets

₱ Gro
Hunters, Cup Point, knurled....$10.00
Hunters, Cup Point, plain....9.00
Octagon....4.00@4.75
Round, assorted....3.00@3.25
Square....4.00@4.25
Snell's:
Octagon, ₱ gro....$5.25
Corrugated....6.75
Knurled....6.75@7.50

Nippers

Acme....50%
Smith's cutting....50%
Todd's cutting....50%

Nut Crackers

₱ Gro
Acme, Japanned, $30.00....40%
Acme, Nickel Plated, $3.00....20%

Nuts

Cold Punched:

	Off List
Mfrs. or U. S. Standard.	
Square, blank	$5.00
Hexagon, blank	5.50
Square, blank, C. T. & R	5.20
Hexagon, blank, C. T. & R	5.90

Hot Pressed:

	Standard
Mfrs. U. S. or Nar. Guage	
Square, blank	5.50
Hexagon, blank	5.90
Square, tapped	5.40
Hexagon, tapped	5.80

Oils

Linseed, city, raw, in barrels, ₱ gal....54c
Linseed, city, boiled, in barrels, ₱ gal..56c
Out of town on spot, ₱ gal....53c
Calcutta, raw, in barrels, ₱ gal....60c
Lard, prime city, ₱ gal....56@58c
Lard, Extra, No. 1....48@49c
Lard, No. 2....36@38c

Oilers

Brass and copper....50&10
Tin or steel....65&10
Cushman & Denison's: ₱ Doz
Gem....$ .50
Leader.....60
Perfect oilers....1.50
Star pocket oilers....75
"Paragon," brass....45@50%
"Paragon," zinc....60&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust....70@70&10%
Zinc and tin....65@65&10%
American Tube & Stamping Co.:
Spring bottom cans....70@70&10%
Railroad oilers, etc....60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes':
Hindostan, large axe....8c ₱ lb
" small "....10c " "
Queer Creek Axe....20c " "
} 40%

OIL STONES—

Pikes':
Lily White Washita....60c ₱ lb
Rosy Red " ....60c " "
Extra " ....50c " "
No. 1 " ....40c " "
No. 2 " ....30c " "
Lily White " round edge slips....90c " "
No. 1 Washita, round edge slips....70c " "
Washita Pen Knife pieces....70c " "
No. 1 Hard Arkansas stone 3 to 5¼ in. long....$2.80 " "
No. 1 Hard Arkansas stone 5¼ to 8 in. long....$3.50 " "
No. 1 Soft Arkansas stone 3 to 5¼ in. long....$1.50 " "
No. 1 Soft Arkansas stone 5¼ to 8 in. long....$1.70 " "
Soft Arkansas, round edge slips....$2.50 " "
Hard Arkansas, round edge slips....$4.00 " "
Hard Arkansas Pocket Knife pieces....$4.00 " "
} 33⅓

Pikes':
Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes....40%
India Oilstones, all grades and sizes...33⅓%
Queer Creek Oilstones....20c ₱ lb
Chocolate Oilstones....50c " "
Regular Hindostan....8c " "
Small Hindostan....10c " "
} 40%

Packing, Steam

RUBBER—

Boston Belting Co.:
Phoenix, net ₱ lb....50c
Plumbago....50%
Pure Packing, "Excelsior"....50%
Extra....60%

MISCELLANEOUS—

	₱ Lb
American Packing	8c@10c
Cotton Packing	16c@25c
Italian Packing	9½c@12c
Jute	4½c@5c
Russian Packing	8½c@11c

Padlocks

See Locks.

Parers

APPLE—

	₱ doz	
Advance	₱ doz	$ 4.00
Baldwin	" "	4.00
Bonanza Improved	each	6.50
Daisy	₱ doz	4.00
Dandy	each	7.50
Eureka Improved	"	20.00
Family Bay State	₱ doz	15.00
Improved Bay State	" "	36.00
Little Star	" "	5.00
New Lightning	" "	7.00
Reading, 72	" "	3.25
Reading, 78	" "	6.25
Rocking Table	" "	6.20
Turntable, '98	" "	6.00
White Mountain	" "	5.00

POTATO—

₱ Doz
Saratoga....$7.00
White Mountain....6.00

Pencils

Dixon's: ₱ Gro
Carpenter's....$2.17@8.75
Carpenter's, blue or red lead....4.00@7.50
Office....1.87@7.50
Lumber....6.87
Colored lumber....9.00
Black artists....9.37
Colored....4.38@7.50
Assortment boxes....1.31@2.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 23, 1899....70&10@75

Pipe Hangers, Conductor

Iwan's, Perfection wire....50

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.)....40%
Bench, first quality....40&10%
Bench, second quality....50&10%
C. E. Jennings & Co....50&10
Molding....33⅓&5

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IRON PLANES—
C. E. Jennings & Co., iron....50&10%
Sargent's....60@60&10%
Standard Tool Co....50@60&5%
Stanley Rule & Level Co.:
Bailey's....40%
Miscellaneous....35%

PLANE IRONS—
Buck Bros....80%
Butcher's....$5.00@5.25 to £
C. E. Jennings & Co....16⅔&10%
Stanley R. & L. Co....35%
L. & I. J. White....20&5@29%

Pliers and Nippers
Button....79&10@75%
Cronk & Carrier:
Pliers.
No. 1....60&10%
" 20, net....$9.00
" 40....75%
" 50....80%
" 65....40%
" 70....50%
" 80....40%
" 85....40%
Wm. Johnson's Gas Pliers....66⅔%
Smith's Side Cutting....25%

Plow Bolts
See Bolts.

Plumb Bobs
Keuffel & Esser Co....33⅓%

Plumbs and Levels
Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's....70%
Machinists'....25%

Pocket Levels
Stanley's....45%
Duplex....35%

Poachers
See Egg Poachers.

Police Goods
Tower & Lyons....25%

Polish Metal
Presoline Liquid, new list....40%
Prestoline Paste....40@40&10%
U. S. Metal Polish Paste, 3 oz boxes,
₱ doz....$ .50
₱ gross....4.00
¼ pound boxes, ₱ dozen....1.25
1 pound boxes, ₱ dozen....2.95
U. S. Liquid, 8 oz cans, ₱ dozen....1.25
₱ gross....12.00
Barkeeper's Friend Metal Polish
₱ dozen....1.75
₱ gross....18.00

Polish, Stove
Black Eagle benzine paste, 5 lb cans, ₱ lb....10c
Black Eagle, liquid, 10 oz. cans, ₱ doz....75c
Black Jack paste, ¼ lb cans, ₱ gross....9.00
Black Kid paste, 5 lb can, each....65c
Ladd's Black Beauty, ₱ gross, $10.00....50%
Joseph Dixon's, ₱ gross, $5.75....10%
Dixon's Plumbago, ₱ lb....8c
Fireside, ₱ gross....2.50
Gem, ₱ gross, $4.50....10%
Japanese, ₱ gross....3.50
Jet black, per gross....3.50
Peerless Iron enamel, 10 oz. cans ₱ doz....1.50
Wynn's:
Black silk, 5 lb. pail, each....70c
Black silk, ¼ lb. box, ₱ doz....1.00
Black silk, 5 oz box, ₱ doz....75c
Black silk, ½ pint liquid, ₱ doz....1.00

Poppers, Corn
Square.	₱ Doz	₱ Gro
1 qt.		$ 9.00
1½ qt.		11.00
2 qt.		13.50

Post Hole Diggers
Disston's Samson Digger, ₱ doz. $34....25%
Kohler's:
Little Giant....₱ doz., net $12.00
Hercules...." " 9.50
Invincible...." " 9.00
Pioneer...." " 7.20
Universal...." " 13.00
New Champion...." " 5.50
Rival...." " 7.50
Ryan's....₱ doz., $20.00 ₱ Doz
Iwan's:
Split handle....net $7.00
Perfection...." 8.00
Rockford Tack & Nail Co.:
Rockford brand....₱ doz.," 6.50
Atlas pattern...." " " 7.50

Post Hole Augers
Iwan's Patent Improved....40&5%
Perfection....₱ doz., net $8.25
Split handle...." " 7.50
Vaughan's, 4 to 9 in....." " 6.00

Potato Hooks, Etc
Hoe Down Hooks....75&10&2%
Hop Hooks....60&10&2½%
Potato Hooks....70

Powder
See Ammunition.

Presses
See Fruit and Jelly Presses.

Primers
See Ammunition.

Pruning Hooks and Shears
Cronk's Pruning Shears, all styles....33⅓%
Disston's Combined Pruning Hook and Saw, ₱ doz., $18.00....25@25&10%
Disston's Pruning Hook, ₱ doz., $12.00....25@25&10%
Smith's:
Pruning Shears....60&10%
Rockdale Pruners....33⅓%
Standard Tree Pruners....75%
E. S. Lee & Co's. Pruning Tools....40%
P. S. & W. Co's. Shears....40%
Waters' Tree Pruners....75&10%

Pulleys
Awning....60@60&10%
Axle....50&10@60%
Brass screw....45&10%
Ceiling....50@10&60%
Clothes line, Japanned....60%
Common Sense....60%
Dumb Waiter....60@60&10%
Empire Sash Pulley....60%
Fox all steel....50%
Grand Rapids," all steel....50%
Hay Fork, swivel eve., ₱ doz., 4 in., $3.75; 6 in., $5.00....55%
Hay Fork, Hartz, 4¼ in., ₱ doz., $6.00....50&10%
Hay Fork, 5 in., solid, $5.70....50%
Hot House....50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₱ doz., $12.00....40%
Side, Anti-Friction....60%
Shade rack....45%
Upright....50&10@50&10&10%

Pumps
Cistern, best grades....60@60&10%
Pitcher Spout, best grades....75@80%
Power Pumps, Myers'....50%
Spray Pumps, Myers....50&10%
Spray Pumps, Kohler's:
Daisy, net ₱ doz....$ 7.50
Mechanical, net ₱ doz....7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 328, 3 in. Shallow Well Pump....13.00
No. 8, Fig. 328, 3¼ in. Shallow Well Pump....15.00
No. 5, Fig. 307, 3 in. Deep Well Pump....15.00
No. 6¾, Fig. 307, 3¼ in. Deep Well Pump....17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump....15.00
No. 32, Fig. 523, 3 in. Deep Well Pump....17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump....14.00
No. 59, Fig. 332, 3¼ in. Shallow Well Pump....17.00
No. 70, Fig. 333, 2¾ in. Deep Well Pump....15.00
No. 72, Fig. 333, 3 in. Deep Well Pump....15.00
No. 102, Fig. 448, 3 in. Lift Pump....9.00
No. 108, Fig. 448, 3¼ in. Lift Pump..11.00
No. 128, Fig. 510, 3 in. Lift Pump....7.00
No. 131, Fig. 510, 3¼ in. Lift Pump..8.50
No. 225, Fig. 389, Windmill Pump...12.50
No. 235, Fig. 403, Windmill Pump...16.00
No. 240, Fig. 406, Regulator Pump..28.00
No. 302, Fig. 477, Spray Pump, complete....11.50
No. 330, Fig. 547, Knapsack Spray Pump....10.00
Discount 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump, net....5.00
No. 320, Fig. 492, Bucket Spray Pump, net....2.00

Punches
Bemis & Call Co's.:
Cast Steel Drive....50%
Morrill's....50%
Niagara Hollow....45%
Niagara Solid....55%
Saddlers' or Drive, good....60@65%
Snells' Tinners'....40&5%

Rail
Barn Door, Light, Inches...	¼	⅜	½
₱ 100 feet	$1.40	1.95	2.60

Barn Door, "None Better" No. 1, ₱ ft...3¾c
Barn Door, "None Better" No. 2, ₱ ft....4c
B. D. for N. E. Hangers:
Angular, ₱ ft., 6c....70%
Double Flange, ₱ ft., 8c....70%
Cronk's:
₱ Ft
O. N. T. style, No. 18....2¾c
Double braced....8c
Lane's:
O. N. T. 1 in., ₱ 100 ft., net....$2.75
O. N. T. 1¼ in., net....3.00
O. N. T. 1½ in., net....4.00
Hinge Hanger, 1 in., ₱ 100 ft....3.50
" " 1¼ " " " "....3.98
Stowell's Wrought steel....25%
Sliding Door, Bronzed Wrought iron, ₱ ft....6½c
Sliding Door, Steel, Brass Plated, ₱ ft..5½c
Sliding Door, Wrought brass, 1¾ in ₱ lb. 86c....25@30%
Victor Track Rail, 7c ₱ ft.....60&10&2½%

Rakes, Etc
Cronk's:
Malleable....70%
New Champion....75%
Victor....80%
Anti-Clog Lawn....75%
Never Break Garden....75&10%
Queen City Lawn....40%
Kohler's:
Net
Lawn Queen, 20....$3.45
" " 24....3.60
Jumbo Lawn, 36....5.25
Paragon (wood head)....2.75
Steel Garden, 10th....2.24
" " 12th....2.40
" " 14th....2.64
" " 16th....2.88

Rasps, Horse
Disston's....75%
New Nicholson Horse Rasp...70&10&75&5%
See also Files.

Razors
Electric	List Net
Boracic	60%
Fox	50%
J. R. Torrey Razor Co	20%
Wostenholm & Butcher, $10.00 to £	10%

Razor Hones
Belgian German and Swaty, all sizes...50%

Registers and Ventilators
HOT AIR—
New list, July 1, 1908:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated....70&10%
White Porcelain....60%
Solid Brass and Bronze Metal....50%

Revolving Chimney Tops
Iwans' Volcano....50&5%

Rifle Cleaners
Bishops':
Small Bore Rifle Cleaner, ₱ doz....$8.00

Rings
See Bull and Hog Rings.

Rivets and Burrs
COPPER—
Belt with Burrs....50&10&50&10&5%
Hose with Burrs....50&10&50&10&5%

IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners....75&5%
Miscellaneous....75&5%

Rivet Sets
Regular list....70%

Rollers, Stay
Cronk's:
Nos.	50	55	56	60	65
₱ Dozen	$1.00	.80c	.75c	.75c	.90c

Rope
Cotton Rope:	₱ Lb
Best ¼ in. and larger	16¼c
Medium	14¼c
¼ in. and larger	
Common	10¼c

Jute Rope:
A grade....6c
C grade....5¼c
Manilla Pure:
7-16 in. and larger....12c
⅜ in....12½c
¼ and 5-16....13c
Sisal, Pure:
7-16 in. and larger....10c
⅜ in....10½c
¼ and 5-16 in....11c

Root Cutters
Lane's....25%

Rules
Athol, Steel....33⅓%
Boxwood....60&10@60&10&10%
Ivory....35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood....35&10%
" steel....33⅓&10%
Lufkin's:
steel....50&10%
Lumber....60%
Miscellaneous, Stanley's....60%

Sad Irons
DOVER ASBESTOS—
Polishing....50%
Pressing....50%
Laundry....45%
Sleeve....50%
Tourist....50%
Toy....50%
Blacklock:
Plain black in cases, ₱ 100 lbs....$2.75
Bronze finished in cases, ₱ 100 lbs....3.15
Aluminum finish, in cases, ₱ 100 lbs. 2.95
Full nickel, in cases, ₱ 100 lbs....3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa....20&5&5%

Safety Fuse
See Fuse.

Safety Lifts
Burr Mfg. Co., steel....70&10%

Sand and Emery Paper and Cloth
Baeder, Adamson & Co's. list:
Emery cloth....50&10@60%
Garnet paper....25%
Flint and emery paper....50&10@60%

Sash Balances
Caldwell Mfg. Co....50%
Pullman....50&10@60%
Victor bronze....75%
Victor steel....70%

Sash Chain
Competition....50&10%
Giant....40%
Monarch B. C. Co....70%
Pullman bronze....70%
Pullman cop steel....70&10&10%
Royal metal....65&5%
Steel H. C. Co....70&10%
Steel, copperplated....70%
Victor bronze....75%
Victor steel....75%

Sash Cord & Weight Fastener
Ives....40%

Sash Cord
Cable Laid Italian, ₱ lb....16@18c
Cable Laid Russia, ₱ lb....15c
Common India, ₱ lb....10.c@10¼c
Patent Russia, ₱ lb....14c
Patent India, ₱ lb....12½@13c
Silver Lake:
A Quality, drab, ₱ lb....40c
A Quality, white, ₱ lb....35c
B Quality, drab, ₱ lb....35c
B Quality, white, ₱ lb....30c

Sash Fasteners
Imperial....33⅓%
Sash rollers....70%
Ives casement fasteners....40%
Champion....50%
Monitor, steel....25%
Shutter sheaves....60%
Window screen sash lifts....62%

Sash Locks
Champion meeting rail....50%
Champion side....60%
Ives' patent:
Bronze and Brass....62½
Crescent....50&10
Iron....62½
Window ventilating....60%
Robinson pat. ventilating sash lock...40%
Wrought bronze and brass....55%
Wrought steel....55%
Payson's signal....80%
Pullman patent ventilating....25%

Sash Weights
Ton lots at factory (Eastern)....$25.00

Sausage Stuffers or Fillers
Enterprise Mfg. Co....25@25&7½%
National Specialty Mfg. Co....30%

Saws
Atkins:
Band to 14 in. wide....60%
Band ⅛ to 3-16 in. wide....50%
Butcher....40&10%
Pruning and Compass....40%
Circular....50%
Cross Cut....35&5%
Gang....50%
Hand, Panel and rip....40%
Wood....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws....25%
Disston's:
Circular, solid and inserted tooth....50%
Band 8 in. to 16 in. wide....60%
Band ⅛ in. to 1¼ in....60%
Cross cuts....50%
Narrow cross cuts....55%
Mulay, mill and drag....50%
Framed wood saws....35%
Wood saw blades....35%
Wood saw rods....33⅓%
Hand saws, Nos. 12, 99, 9, 16, D100, D85, 120, 76, 77, 8....22½
Hand saws, Nos. 7, 107, 107½, 3, 1, 0, 00, combination....30%
Compass, keyhole, pruning, dovetail, &c....25%
Butcher saws and blades....35%
C. E. Jennings & Co's.:
Butcher....30&10%
Hand Panel, rip & other saws..20&2½&10%
Peace:
Cross cuts....50%
Hand panel and rip....30%
Richardson:
Circular and mill....50%
X cuts....50%
Hand saws....30%
Star, Butcher....25%

HACK SAWS AND FRAMES—
Chatillon....30%
Diamond Saw & Stamping Works:
Sterling hack and saw blades....35%
Sterling hack saw frames....20%
Disston's:
Concave blades....25%
Keystone flex. back and mach. blades 40%
Hack saw frames....30%
Griffin's:
Complete....40&10%
Saw blades....35&5&10%
Star, saws and blades....22½

Saw Filer
Disston's D8 Clamp and Guide, $30.00 ₱ doz....30%

Saw Frames
C. E. Jennings & Co....20%
Richardson's Wood....net

Saw Sets
Atkins,
Criterion saw sets, ₱ doz....$6.00
Excelsior saw tools, " " 6.00
Disston's Monarch, Nos. 1 & 10 & Star...30%
Hart's patent lever....20%
Kohler's:
"Giant Royal," ₱ doz. net....$8.50
"Royal," ₱ doz. net....5.00
Morrill's:
Nos. 1, $15.00; 10, $15.63; 11, $15.63....50%
Cross cuts, Nos. 3 & 4, $20.63; 5, $30.00..50%
Richardson's....25%
Seymour Smith & Son, hammer, ₱ doz. $4.75
Stillman's, ₱ doz....1.00
Taintor's Positive, $18.00 ₱ doz....60%

Scales
Chatillon's:
Eureka....40%
Favorite....40%
Grocers' triple scales....50%
Family, Turnbull's....30@30&10%
Hatch:
Counter....40%
Tea....40%
Union Platform, plain....$1.80@$2.00
Striped....$2.00@$2.20
Pelouze....50%

Scale Beams
Chatillon's No. 1....30%
Chatillon's No. 2....40%

Scrapers, &c
Adj. Box scrapers (S. R. & L. Co.) $6.00...45%
Box, 1 handle, ₱ doz....$2.00
Box, 2 handle, ₱ doz....$3.00@$4.00
Foot....55&5@60&5%
Ship, Common, ₱ doz., net....$2.40
Ship, R. I. Tool Co....10%

SIDEWALK—
Kohler's steel No. 7, ₱ doz....$2.50

Screens
DOOR—
Phillips.	₱ Doz
Style E, ⅞ in.	$10.00
Style O77, ⅞ in.	7.50
Style X Y, ⅞ in.	10.50

WINDOW AND FRAMES—
Phillips:
Flyer pattern....60&10@60&10&5%
Air Line pattern....60&10%
Perfection....60&10@60&10&5%
Screen frames....70&5@60&10%

Screw Drivers
Brace Screw drivers....25&10&5%
Buck Bros....30%
Screw Driver Bits....27½
Champion....40%
Disston's Flat Blade, electric, telegraph and cabinet makers....70%
Electric spiral, No. 01, ₱ doz., net....$6.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet....40&10%
Fray's hollow hdle sets, No. 3, $12.00....50%
C. E. Jennings & Co., No. 285....40&10%
Jennings & Griffin....66⅔%
Sargent & Co's.:
No. 1 forged blade....50&10@50&10&5%
Nos. 20 and 40....66⅔%
Screw Driver bits (Snell's) ₱ doz....60c
Stanley R. & L. Co's.:
No. 64, varnished handles....60&10%
No. 86....70&10%
Victor....55%
Defiancio....70%
Snell's No. 5....75%
No. 10....80%
Nos. 20 and 30....70%
Tower & Lyon:
Champion....40%
Magazine....25%
Machinists'....40%
Belsley's patent....33⅓%

Screws
WOOD SCREWS—
List July 22, 1903.
Drive screws, diamond point....87½&10%
Iron, bright flat head....87½&10%
Iron, bright round and oval head....85&10%
Brass, flat head....85&10%
Brass, round head....80&10%
Bronze, flat head....77½&10%
Bronze, round head....75&10%
Nickel Plated, iron flat head....77½&10%
Nickel Plated, iron round head....77½&10%

MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head..50@50&10%

COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '99....75&12½%
Hand Rail....70&10@70%
Lag screws, list Oct. 1, 1890.
Cone Point....75&1

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BENCH, HAND, ETC—
Bench, iron, ₱ doz.....1 in., $2.50@$2.75
1¼, $3.00@$3.25; 1½, $3.50@$3.75
Bench, wood, beech.....30c&30&5%
Hand, wood.....30c&30&5%
Jack Screws, Miller's Falls, roller bearing.....50&10%
Jack Screws, Miller's Falls, without roller bearing.....40&10&10%
Jack Screws, P. S. & W.....50c&50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes

	₱ Doz
Wadsworth's:	
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, grain; weed and bush	40%

Scythe Rifles

3-Coat, ₱ gro., $10.00
4-Coat, ₱ gro., $12.00 } 40%

Scythe Stones

	₱ Gro	
No. 1, Indian Pond	$ 7.00	40%
No. 2, " "	4.50	
White Mountain	9.00	
Black Diamond	12.00	
Lamoille	11.00	
Green Mountains	6.00	
Leader Red End	4.50	
Willoughby Lake	9.00	
Extra Quinnebog	7.00	
Pike's Corundum	24.00	
" Emery	15.00	

Seeders

Raisin, Enterprise.....25@30%

Shears

Acme (cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....63⅓%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
Straight Trimmers, etc.60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge

Wm. Wilkinson & Sons.....50%

Sheaves

SLIDING DOOR—
Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
SLIDING SHUTTER—
Sargent's list.....70%

Shells

See Ammunition.

Ship Tools

L. & I. J. White.....25%

Shot

See Ammunition.

Shovels and Spades

Association List, Nov. 15.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars

Ives'.....45%

Shutter Bolts

See Bolts, Shutter.

Sifters, Flour

Hunter's Genuine, ₱ gross....$10.50@$11.50

Skate Sharpeners

Eureka.....₱ doz.. $1.75; ₱ gro., $18.00

Slaters' Tools

Plumbs.....80%

Slaw and Kraut Cutters

Disston's:
Slaw, vegetable, corn grater, turnip shredder.....40%
Kraut cutters, 24x7, 26x8, 30x9.....55
Kraut cutters, 36x12, 40x12.....40%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 knife, ₱ gro.....$18.@$20.00
2 knives, ₱ gro.....$22.50@$30.00
Kraut cutters.....40%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers

See Hammers.

Slicers

Vegetable, Enterprise.....25%

Smiths' Bellows

See Bellows.

Snaps, Harness, &c

German, new list.....40@40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast strap, bkle snaps.....45%
Yankee Breast strap, bkle snaps.....17½%
Breast strap protector.....45&2%
Double for bits or trace carrier.....45%
Trojan snaps.....45%
High grade snaps.....45%
Jockey snaps.....35%
Derby snaps.....30&2%
Rope snaps.....35&5%
Yankee snaps.....30&2%

Scythe Snaths

National Snath Co.....45@50%
Grain cradles.....40&12½%

Spoke Shaves

Bailey's (Stanley R. & L. Co.).....50&10%
Razor Edge.....35%
Iron, ₱ doz.....50&10%
Miller's Falls.....15&10%
Seymour Smith & Sons, iron.....20%
Wm. Johnson's:
Wood, best.....30%
Wood, second quality.....33⅓%

Spoons and Forks

Boardman's:
Nickel silver, catalogue "D".....net list
SILVER PLATED FLAT WARE—
L. Boardman & Son, cat'lge "D" net list
International Silver Co.:
"1847".....40&10%
"Anchor".....60%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....40&10%
Holmes & Edwards.....50&10&10%
Germau silver, unplated.....60@60&5%
KNIVES AND FORKS, NO. 12—

	₱ Doz. Net
"1847"	$3.50
"Anchor"	3.25
"Eagle"	3.25
"Star"	3.25
Rogers, Smith & Co.	3.25
Rogers & Hamilton	3.25
Holmes & Edwards	3.00

Springs

See Door Springs.

Spring Balances

See Balances.

Spring Hinges

See Hinges.

Squares

Disston's Try sq're & T bevels, new list..70%
Try square and T bevel.....60&10&10@70%
Winterbottom's Try and Mitre:
Iron Handle.....40%
Wood Handle.....50%
Nickel-pl'ted, new list, Jan. 5, '00 70&10&10%
Steel and iron.....70&10&10%

Staples

Barbed blind, ⅛, ⅜, & ⅝ in., ₱ lb.....6½c
FENCE—
Same price as Barb Wire, see trade report.

Stay Rollers

Cronk's, No. 50, net ₱ doz.....$1.00
" " 55 " " " 60c
" " 56 " " " 84c
" " 60 " " " 84c
" " 65 " " " 90c
Lane's, Nos. 1, 2 and 3.....40%

Steels

Chatillon's "Dicks".....80%

Stocks and Dies

BICYCLE—
Holroyd & Co.....40&10%
BLACKSMITH'S—
Butterfield's.....35&40%
Gardner.....33⅓&10%
Holroyd & Co.....50&10&5%
Holroyd's R'd Adj. screw plates.....50%
Reece's new screw plates.....25%
Lightning screw plate.....25%
PIPE MAKERS—
Holroyd & Co.....80&10%@80&10%

Stones

See Oilstones.

Stops

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders

Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts

See Bolts.

Stove Polish

See Polish, Stove.

Sweepers

See Carpet Sweepers.

Tackle Blocks

See Blocks.

Tacks, Brad, &c

List January 15, 1899.
American cut tacks.....90&25%
B. S. cut tacks.....90&30&5%
Carpet Tacks:
American blued.....90&25&5%
American tinned.....90&25&5%
Swedes Iron Tacks:
S. S.....90&30&10&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10&5%
Gimp Tacks:
S. S.....90&45&5%
Hungarian Nails, steel.....80&20&5%
Lace Tacks:
S. S.....90&45&10%
Looking Glass Tacks.....65&5%
Trimmers' Tacks:
S. S.....90&30&10&5
Trunk and Clout Nails:
Steel, black.....80&10%
Steel, tinned.....80&10%
Upholsterer's Tacks:
S. S.....90&40&5%
MISCELLANEOUS—
Double Point, in dozens.....90&6tens
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers

Columbia, No. 1, ₱ doz., net.....$5.00
" " 2, " " " 1.00
Little Jack, ₱ doz., net..... 1.00

Tapes, Measuring

Eddy's:
American Asses' skin.....40&10@50%
Leather Case.....25@25&10%
Star steel.....40@40&10%
Steel.....30&5@35%
Chestermans.....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin.....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic steel, lower list.....35@35&5%
Pocket.....35@35&10%
Lufkin's steel and metallic.....30@33⅓%

Tap Borers

See Borers, Tap.

Taps

American Screw Co.:
Machine screw.....70%
Holroyd & Co's.:
Blacksmiths.....60&10%
Machine screw.....75&10@80%
Machinists' Hand:
1-16 to 1¼ in. inc.....65&10%
1⅜ to 2 in.....50&10&5%
2⅛ to 3 in. inc.....33⅓&10%
3⅛ to 4 in. inc.....20%
Pipe, ⅛ to 1¼ in.....80&20%
Pipe, 2 to 3 in.....80&15%
Pipe, 3½ and 4 in.....66⅔&15%

Tap Wrench

Rollis Hdw. Co., $6.00.....50%

Thumb Latches

See Handles.

Ties, Wall and Veneer

The Metal Stamping Co., Niagara...20&10%

Tinware

Stamped, Japanned and Pieced..net prices

Tire Bolts

See Bolts.

Tobacco Cutters

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers

See Clippers.

Trammel Points

C. E. Jennings & Co., "Eureka".....25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....45%

Transom Lifters

Payson's solid grip, Nos. 643 and 644, ₱ 100, net.....$88.00
Payson's:
Balance, Iron list.....70&10&10%

Traps

FLY—

Balloon	₱ doz.	$1.25,	₱ gro.,	$12.00
Globe	" "	1.25,	" "	12.00
Harper	" "	1.40,	" "	13.50

GAME—
Enterprise Mole..: .....15&10%
Hawley & Norton.....65%
Newhouse.....45@45&5%
Victor.....70&10&70&10&5%
MOUSE AND RAT—
Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, round wire, ₱ doz., $1.00.....10%
Mouse, wood, choker, ₱ doz. holes.....9c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ea. $1.21; ₱ doz.....$13.25
No. 3, Rat, ₱ doz., $6.50; case of 50.. 5.75
No. 3½, Rat, ₱ doz., $5.25; case of 72.. 4.70
No. 4, Mouse, ₱ doz., $8.85; " " 150 8.00
No. 5, " " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₱ Doz
Superior Rat Trap.....$15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00

Trouser Hangers

Pullman No. 1, ₱ gro.....$ 9.00
" 4, " " 24.00

Trowels, Mechanics

Brade's Brick.....80%
Disston's:
Brick and Pointing.....80%
Plastering.....25%
"Standard Brand" and Garden.....35%
C. E. Jennings & Co.:
Brick.....80%
Plastering.....25%
Pointing.....80%
W. & McP. Plastering.....25%
"Rose" Brick, Plst'rng & Moulding..25&5%

Trowels, Garden

Kohler's:
Mal. Hdl. Jap., ₱ gross, net.....$5.00
" " Tinned, ₱ gross, net..... 6.20
Wood Hdl., ₱ gross, net..... 4.50
Disston's.....35%

Vegetable Slicers

Enterprise Mfg. Co.....25%

Vises

Oval slide.....60&10%
Solid box.....60&10@60&10&10%
Columbian Hdw. Co.:
Nos. 110 and over.....50&5%
Nos. 100 and under.....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel.....40&45%
Coachmakers'.....40%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40&10
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&8⅓%
Lowell Hand.....33⅓%
Massey:
Perfect.....20%
Clincher.....35@40%
Wood-working.....15@20%
Planer.....15@20%
Comb. Pine.....40%
Millers' Falls:
Mechanics'.....10%
Oval Glide.....60&19%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snediker's.....80&8⅓%
Stephen's.....80&8⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%
SAW FILERS
Bonney's No. 1 & 3.....40%
Wentworth's.....40&10@50%

Wads

See Ammunition.

Wagon Jacks

Covert's Auto Screw Jacks.....80&2%
Mfg. Co's. steel.....45%
Automobile.....45%
Lane's steel.....80&10%

Washer Cutters

Otis A. Smith's.....20&10&10%

Water Motors

Rosenberg's, single, F. O. B. Balto.....40%
" in Doz. Lots, Frt. Pd..40&10%

Weights, Hitching

Covert Mfg. Co.....40&2%

Well Wheels

Japanned, 8 to 14 in.....net

Weed Extractors

"Pastime," ₱ doz., net.....$1.75

Window Cleaners

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
Bosley's X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters

Ives' new list.....35%
Taplin's "Perfection".....35%

Wire Gauges

See Guages.

Wire and Wire Goods

Brass wire.....20%
Bright Wire Goods:
New list June 24, 1908 .....90&30@90&40%
Cast steel wire.....50%
Copper wire.....25%
Annealed & Tin. on spools.....70&10&10%
Brass and Cop. on spools.....60@60&10%
Spooled wire, ass'd for retailing.70&10&10%
Market Wire, Bright or Annealed:
Nos. 6 to 9.....80&5%
Nos. 10 to 18.....80%
Nos. 19 to 26.....80&10%
Nos. 27 to 31.....80&5%
Galvanized:
Nos. 15 to 26.....75&5%
Coppered:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&10%
Tinned:
Nos. 6 to 14.....77½%
Nos. 15 to 18.....75&5%
Cast steel.....65%
Charcoal iron.....60%
Gun screw.....65%
Picture wire, list of Oct. 2, 1900.....
85&10@85&10&10%
Stub's steel wire.....$6.00 to$ 33⅓%

Wire Clothes Lines

See Lines.

Wire Cloth, Netting, &c

Galvanized wire netting.....80&10@80&15%
Painted screen cloth, good quality, ₱ 100 sq. ft.....$1.20@$1.35

Wire Rope

Bright.....45&2½%
Iron, galvanized.....87½&2½%

Wire Rope Clips

Crosby.....25%

Wire Stretchers

W. C. Heller's grip, ₱ doz.....$1.50

Wrenches

Agricultural.....75&10@75&10&10%
Alligator.....70&10%
Baxter's.....70@70&10%
Machinists.....50%
Solid handle.....50&10@60%
Bemis & Call's:
Briggs pattern.....30&10%
Improved Pipe, bright.....60%
Patent Combination black.....40&5%
Patent Combination bright.....40%
Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....40%
Coes':
Genuine.....40&10&5&5%
"Mechanics".....40&10&10&5&5%
Coes' pattern, wrought bar....60&5@60&10%
Donohue's engineer.....40&10%
Eagle pipe.....50&10%
Gem.....30%
Stillson pipe.....60&10%
Acme.....60 60&10%
Bull Dog.....70%
Hercules.....70%

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HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Agricultural Implements
Geneva Tool Co., Geneva, Ohio
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O.

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anti-Rust Tin Ware
Reed Mfg. Co., Newark, N. Y.

Anvils
Alfred Field & Co., New York

Arbor Presses
Chandler & Farquhar, Boston

Augers and Auger Bits
John H. Graham & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.

Automobiles
J. Stevens Arm & Tool Co., Chicopee Falls, Mass.

Automobile Forgings
Thomson Drop Forge Co., Plantsville, Conn.

Awls
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Axes and Edge Tools
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York
Snow Flake Axle Grease Co., Fitchburg, Mass.

Babbitt Metal
Magnolia Metal Co., New York

Balances, Sash (Spring)
Pullman Mfg. Co., Rochester, N. Y.

Bank Railings
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Barb Wire
Fuller Bros. & Co., New York

Barn Paints
E. E. Nice, Philadelphia, Pa.

Bath Room Fixtures
Buffalo Mfg. Co., Buffalo, N. Y.
Novelty Mfg. Co., Waterbury, Conn.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs
John H. Graham & Co., New York

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
Gendron Wheel Co., Toledo, Ohio
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands
F. E. Meyers & Bro., Ashland, Ohio

Bicycle Step Ladders
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries
Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Boiler Feeders
N. A. Watson, Erie, Pa.

Bolt and Screw Cases
J. D. Warren Mfg. Co., Chicago

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburg, Pa

Bolts, Wrought Barrel
Griffin Mfg. Co., Erie, Pa.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Straps
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Boxes (Paper)
National Metal Edge Box Co., Philadelphia, Pa.

Braces, Carpenters
John H. Graham & Co., New York
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.

Brackets
E. E. Josef Mfg. Co., Buffalo, N. Y.

Brackets, Folding
Griffin Mfg. Co., Erie, Pa.

Brackets, Shelf
Griffin Mfg. Co., Erie, Pa.
Piqua Bracket Co., Piqua, Ohio

Brad Awls
Hurwood Mfg. Co., Bridgeport, Conn.

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass and Composition Castings
Magnolia Metal Co., New York

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Brass Novelties
Novelty Mfg. Co., Waterbury, Conn.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
The Wm. Bayley Co., Springfield, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales
John Chatillon & Sons, New York
Osgood Scale Co., Binghampton, N. Y.

Butchers' Tools
John Stortz & Son, Philadelphia, Pa.

Butts, Door
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinets, Bolt
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Can Openers
John H. Graham & Co., New York
A. F. Meisselbacher & Bro., Newark, N. J.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carpet Beaters
Holt-Lyon Co., Tarrytown, N. Y.

Carpet Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing
Frank Miller Co., New York

Carriers, Hay
F. E. Meyers & Bro., Ashland, Ohio

Cash Registers
National Cash Register Co., Dayton, O.

Catalogue Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Cement Rollers
John Stortz & Sons, Phila., Pa.

Chafing Dishes
Buffalo Mfg. Co., Buffalo, N. Y.

Chain Hoist
Jos. F. McCoy Co., New York.

Chains
Covert Mfg. Co., West Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chains, Cow
Covert Mfg. Co., West Troy, N. Y.
Oneida Community, Kenwood, N. Y.

Chains, Halter
Oneida Community, Ltd., Kenwood, N. Y.

Chains, Sash
Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chair Seats
Eureka Chair Seat Co., Syracuse, N. Y.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.
Goodell & Co., Antrim, N. H.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Cold
Hurwood Mfg. Co., Bridgeport, Conn.
John Stortz & Son, Philadelphia, Pa.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clamps, Rug and Carpet
E. E. Josef Mfg. Co., Buffalo, N. Y.

Cleavers
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Clocks Alarm
Western Clock Mfg. Co., La Salle, Ills.

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars
A. J. Phillips Co., Fenton, Mich.

Coach Oil
Snow Flake Axle Grease Co., Fitchburg, Mass.

Coat Hanger (Folding)
Leader Mfg. Co., Hartford, Conn.

Coat, Hat and Ceiling Hooks
John H. Graham & Co., New York

Coffee and Spice Mills
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila, Pa.
W. H. Glenny & Co., Rochester, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y.

Coil Springs (Door)
Pullman Mfg. Co., Rochester, N. Y.

Coke Forks
Geneva Tool Co., Geneva, O.

Conductor Pipe
Am'can Steel Roofing Co., Middletown, O

Contractors' Plows
Syracuse Chilled Plow Co., Syracuse, N. Y.

Contractors' Tools
John Stotz & Sons., Philadelphia, Pa.

Cooking Utensils (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Hooks
Geneva Tool Co., Geneva, O.

Corn Sheller, (Hand)
The Wm. Bayley Co., Springfield O.

Corundum Wheels
Pike Mfg. Co., Pike, N. H.

Cotton Hoes
Geneva Tool Co., Geneva, O.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Counters, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin
J. D. Warren Mfg. Co., Chicago, Ill.

Countersinks
C. E. Jennings & Co., New York

Cover Lifters, Stove
Fanner Mfg. Co., Cleveland, O.

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Curry Combs
John H. Graham & Co., New York

Cuspadors
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
J. Stevens Arms & Tool Co.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dairy Scales
Osgood Scale Co., Binghampton, N. Y.

Dampers
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleve., O.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Superior Spring Hinge Co., Chicago, Ill.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.

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Dormant Scales
Osgood Scale Co., Binghamton, N. Y.

Drawers, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Drawer Pulls
Griffin Mfg. Co., Erie, Pa.
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
C. E. Jennings & Co., New York
Keuffel & Esser Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Drawing Knives
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)

Dripping Pans
The Bronson Walton Co., Cleveland, O.

Drop Forgings
Thomson Drop Forge Co., Plantsville, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa

Duplicating Machines
Felix P. J. Daus Duplicating Co., N. Y.

Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
L. & I. J. White Co. Buffalo, N. Y.

Egg Beaters (Dover)
Holt Lyon Co., Tarrytown, N. Y.

Electric Bells and Supplies
John H. Graham & Co., New York

Elevator Enclosures and Bars
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Elevators
Kimball Bros. Co., Council Bluffs, Iowa

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.

Enamel Ware (Turquoise)
Reed Mfg. Co., Newark, N. Y.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Export Agents
John H. Graham & Co., New York

Fans (Ventilating, Ceiling).
The A. Rosenberg Co., Baltimore, Md.

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Faucets, Metal
John H. Graham & Co., New York

Faucets, Wood
John Sommer's Son, Newark, N. J.

Fences (Stel Picket)
Glen Mfg. Co., Ellwood City, Pa.

Fences (Wire)
Glen Mfg. Co., Ellwood City, Pa.

Fences, Wire and Iron
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Stewart Iron Works, Cincinnati, O.
Van Dorn Iron Works Co., Cleveland, O.

Field Hoes
Geneva Tool Co., Geneva, O.

Files
G & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.
N. A. Watson, Erie, Pa.

Filters, Water
N. A. Watson, Erie, Pa.

Fire Arms
Alfred Field & Co. New York
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Pots
Clayton & Lambert Mfg. Co., Detroit, Mich.

Fishing Tackle
Clark, Horracks Co., Utica, N. Y.
The Horton Mfg. Co., Bristol, Conn.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Flintstone Enamel Steel Ware
Reed Mfg. Co., Newark, N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila., Pa.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Furnace Shovels ("Tropic")
Avery Stamping Co.. Cleveland, Ohio.

Galvanized Hoops, Bars & Bands
Harold McCalla, Philadelphia, Pa.

Galvanized Ware
Reed Mfg. Co., Newark, N. Y.

Galvanized Wire
Fuller Bros. & Co., New York

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
W. H. Glenny & Co., Rochester, N. Y.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges
The H. H. Mayhew Co., Shelburne Falls, Mass.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.

Glass Cutters
W. L. Barrett, Bristol, Conn.
Fletcher, Terry & Co., Forestville, Ct.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Glue
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O
Geneva Tool Co., Geneva, O.

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grates
Blacklock Foundry, South Pittsburgh, Tenn.

Grinders (Clipper)
John Van Benschoten, Poughkeepsie, N. Y.

Grist Mills (Hand)
The Wm. Bayley Co., Springfield, O.

Gummers, Saw
Henry Disstons Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Hack Saws
Diamond Saw & Stamping Co., Buffalo, N. Y.
West Haven Mfg. Co., New Haven, Conn

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Halter Chains
Covert Mfg. Co., West Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y.

Hammers
Henry Chenney Hammer Co., Little Falls, N. Y.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York
Franklin Specialty Co., Reading, Pa.

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Hand Carts
Syracuse Chilled Plow Co., Syracuse, N. Y.

Handles, Tool
Berger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.
W. H. Glenny & Co., Rochester, N. Y.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Cabinets
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York

Hardware Shelving
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties
Alfred Field & Co., New York
Enterprise Mfg. Co. of Pa., Phila.
Robert Murray, New York
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Franklin Specialty Co., Reading, Pa.
E. E. Josef, Mfg. Co., Buffalo, N. Y.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., West Troy, N. Y.

Hatchets
Franklin Specialty Co., Reading, Pa.

Hasps and Staples
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Header Forks
Geneva Tool Co., Geneva, O.

Heaters (Carriage)
Standard Stamping Co., Marysville, O.

Hinges
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Hoist Chain)
Jos. F. McCoy Co., New York.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware
Blacklock Foundry, South Pittsburgh, Pa.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York

Horse and Cattle Ties
Covert Mfg. Co., West Troy, New York
Oneida Community, Ltd., Kenwood, N. Y.

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Holders, Pillow Sham and Dust Pan
E. E. Josef Mfg. Co., Buffalo, N. Y.

Household Specialties
W. H. Glenney & Co., Rochester, N. Y.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
The Dana Mfg. Co., New York, N. Y.
John H. Graham & Co., New York
North Bros., Mfg. Co., Philadelphia

Ice Creepers
Blair Husking Glove Co., Bucyrus, O.
Edwin B. Stimpson & Son, New York

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Franklin Specialty Co., Reading, Pa.

Ice Tools
W. H. Glenny & Co., Rochester, N. Y.
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.
John Stortz & Son, Phila., Pa.

Injectors
N. A. Watson, Erie, Pa.

Injectors, Excelsior
N. A. Watson, Erie, Pa.

Inverted Light
Wiederhold Light Co., New York, N. Y.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron and Steel
Harold McCalla, Philadelphia, Pa.

Iron Works
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

"Japalac"
Glidden Varnish Co., Cleveland, O.

Job Lots
Chas. Welland, New York, N. Y.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.

Ladders, Folding
Udell Works, Indianapolis, Ind.
Berger Bros. Co., Philadelphia

Lamps, Bicycle
John H. Graham & Co., New York

Lanterns
Hurwood Mfg. Co., Bridgeport, Conn.
R. E. Dietz & Co., New York, N. Y.

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Lawn Fences
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Rakes
Geneva Tool Co., Geneva, Ohio

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh, New York
Globe Lawn Mower Mfg. Co., Reading, Pa.
Philadelphia Lawn Mower Co., Philadelphia, Pa.

Lawn Tools
Geneva Tool Co., Geneva, Ohio

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York
John Sommer's Son, Newark, N. J.
Leader Mfg. Co., Hartford, Ct.

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Levels (Patent Aluminum)
Davis & Cook Co., Watertown, N. Y.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Light (Inverted)
Wiederhold Light Co., New York, N. Y.

Lighting Systems
American Gas Machine Co., Albert Lea, Minn.

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks and Knobs
John H. Graham & Co., New York

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lubricators
Geo. W. Cole Co., New York, N. Y.

Machinists' Tools
Barnes Tool Co., New Haven, Conn.
Henry Disston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mail Boxes
Vermont Slate Co., Zanesville, Ohio
Smith Bros. Mfg. Co., Indianapolis, I nd

Mallets
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New York

Manufacturers' Agents
John H. Graham & Co., New York
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Manure Hooks
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City, New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa., Phila.

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Measuring Tapes
Alfred Field & Co., New York
John H. Graham & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Metal Ceilings
Northrup, Coburn & Dodge Co., New York, N. Y.

Metal Side Walls
Northrup, Coburn & Dodge Co., New York, N. Y.

Mills, Coffee and Spice
The Wm. Bayley Co., Springfield, O.
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Mop Wringers
The Dana Mfg. Co., New York, N. Y.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nail Sets
John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Sawyer Tool Mfg. Co., Fitchburg, Mass.

Needles
Alfred Field & Co., New York

Nippers
Alfred Field & Co., New York
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburgh, Pa.

Office Railings
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans (Safety)
Vermont Slate Co., Zanesville, Ohio

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, O

Ovens, Gas Stove
Schofield & Co., Freeport, Ills.

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
E. E. Nice, Philadelphia, Pa.

Paint Specialties
Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.

Paper Boxes
National Metal Edge Box Co., Philadelphia, Pa.

Paper Clips
Cushman & Dennison, New York

Paviors' Tools
John Stortz & Sons, Phila., Pa.

Patents
Davis & Davis, New York

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Perforated Metals
Edwin B. Stimpson & Son, New York

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Planters' Hoes
Geneva Tool Co., Geneva, O.

Plated Ware
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York

Plates, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers
Hurwood Mfg. Co., Bridgeport, Conn.

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
Alfred Field & Co., New York
John Chatillon & Sons, New York

Pocket Knife Tool Kit
U. J. Ulery, New York, N. Y.

Polish, Stove
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Stove Polish Co., Chicago, Ills.

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Geo. W. Huffman, Indianapolis, Ind. and New York

Polishes, Paste
Geo. W. Huffman, Indianapolis, Ind. and New York

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John H. Best, Galva, Ill.

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Pelouze Scale & Mfg. Co., Chicago, Ill.

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John H. Graham & Co., New York
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Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

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New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

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F. E. Myers & Bro., Ashland, Ohio

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F. E. Myers & Bro., Ashland, Ohio.

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Chandler & Farquhar, Boston
The H. H. Mayhew Co., Shelburne Falls, Mass.

Punches, Spring
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

Radiators
Rochester Radiator Co., Rochester, N. Y.

Railings, Wire and Iron
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Stewart Iron Works, Cincinnati, O.

Rail, Barn Door
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

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Magnolia Metal Co., New York

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M. V. Richards, Land & Ind. Agt., Southern Ry., Washington, D. C.

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Enterprise Mfg. Co. of Pa., Phila.

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Alfred Field & Co., New York
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Gillette Sales Co., New York, N. Y.
Kampfe Brothers, New York
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Reichard & Schneber Mfg. Co., New York, N. Y.

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C. E. Jennings & Co., New York
Wiley & Russell Mfg. Co., Greenfield, Mass.

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John Sommer's Son, Newark, N. J.

Reels, Rope
Udell Works, Indianapolis, Ind.

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The Dana Mfg. Co., N. Y.

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Harrington & Richardson Arms Co. Worcester, Mass.

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Geneva Tool Co., Geneva, O.

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The H. H. Mayhew Co., Shelburne Falls, Mass.

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J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

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F. H. Smith Mfg. Co., Chicago, Ill.

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Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

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Berger Bros. Co., Philadelphia
National Sheet Metal Roofing Co., Jersey City, N. J.
Stowell Mfg. Co., Jersey City, N. J.

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National Sheet Metal Roofing Co., Jersey City, N. J.

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Stowell Mfg. Co.: Jersey City, N. J.

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Stanley Rule & Level Co., New York

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Champion Safety Lock Co., Geneva, O.
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Thomson Drop Forge Co., Plantsville, Conn.

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Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike, N. H.

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A. J. Phillips Co., Fenton, Mich.
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Shovels, Spades and Scoops
Avery Stamping Co., Cleveland, Ohio.

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J. D. Warren Mfg. Co., Chicago, Ill.

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Geneva Tool Co., Geneva, O.
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Geneva Tool Co., Geneva, O.

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Sidewalk Shovels
Geneva Tool Co., Geneva, O.

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Parks & Parks, Troy, N. Y.

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North Bros. Mfg. Co., Phila, Pa.

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Alfred Field & Co., New York
Stanley Rule & Level Co., New York

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Niles Mfg. Co., Chicago
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Staple Pullers
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Barnes Tool Co., New Haven Conn.

Steam, Water and Gas Tools
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Walworth Mfg. Co., Boston, Mass.

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American Tube & Stamping Co., Bridgeport, Conn.

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Bommer Bros., Brooklyn, N. Y.

Steel, Hoop and Band
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Stove Trimmings
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National Sheet Metal Roofing Co., Jersey City, N. J.

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Geneva Tool Co., Geneva, O.
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Alfred Field & Co., New York
Geneva Tool Co., Geneva, O.
Hurwood Mfg. Co., Bridgeport, Conn.
C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia, Pa.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
L. & I. J. White Co., Buffalo, N. Y.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
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Ajax Mfg. Co., Pittsburgh, Pa

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American Tube & Stamping Co., Bridgeport, Conn.

Tubing
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Berger Bros. Co., Philadelphia
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Vases, Iron
Stewart Iron Works, Cincinnati, O.

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Glidden Varnish Co., Cleveland, O.
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Buffalo Wire Works Co., Buffalo, N. Y.

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Smith & Egge Mfg. Co., Bridgeport, Conn
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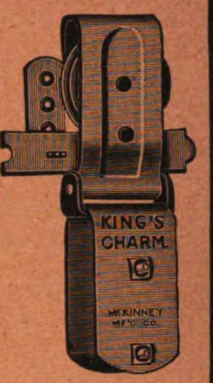
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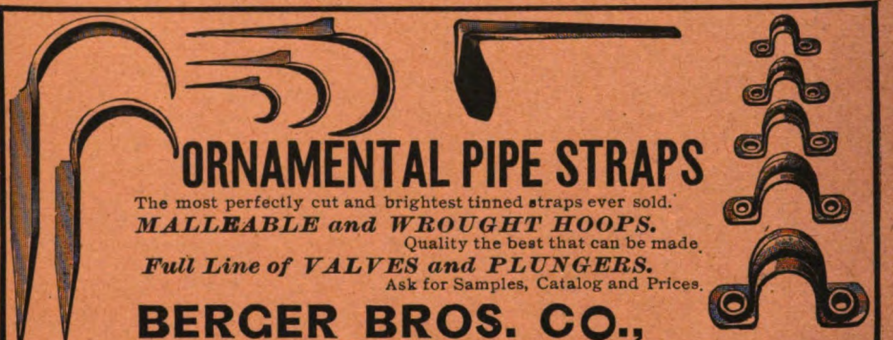
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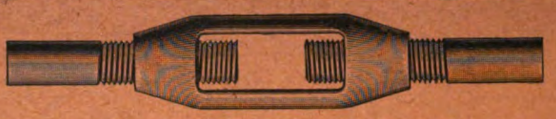
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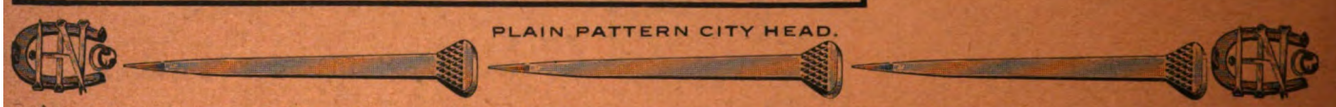
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NO. 6

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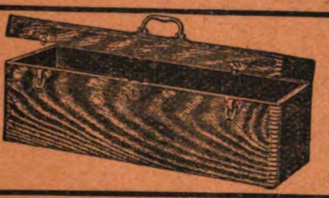
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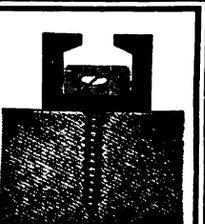
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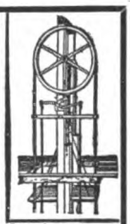
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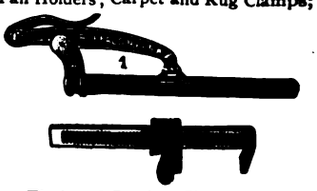
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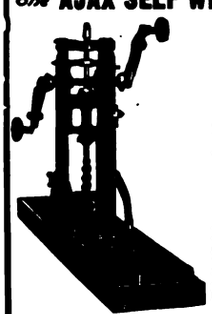
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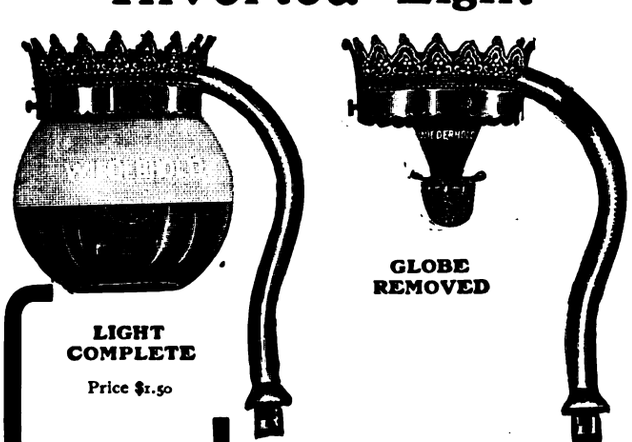
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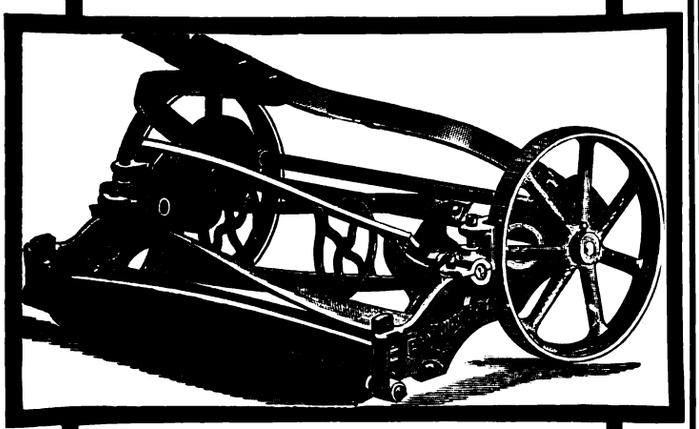


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A Point of Excellence

in this style is its solid frame: The Box cap to cylinder cutter and the cutter itself can be removed without disturbing frame.

Made of iron and steel. Has 4 blades, 10 inch wheel, 6½ inch cylinder train of 3 gears, double ratchet.

ANOTHER:

Philadelphias are the Mowers "with a go." They sell when other kinds fail to sell. They have the name for bestness.

Be convinced, get our catalog to-day.

Philadelphia Lawn Mower Co.

3101–09 Chestnut St., Philadelphia, Pa.

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L. & I. J. White Co.'s Edge Tools have been marketed for nearly three quarters of a century.

It requires, therefore, no second glance to determine their superiority over any others on the market.

Thousands of skilled mechanics use them to-day because their fathers used them before them.

If you are not handling White's Edge Tools—is not that a good reason why you should?

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The L. & I. J. White Co.

BUFFALO, N. Y., U. S. A.

FILTER SEASON

1906

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Advertising and Display Matter
Large Stock
Immediate Shipments



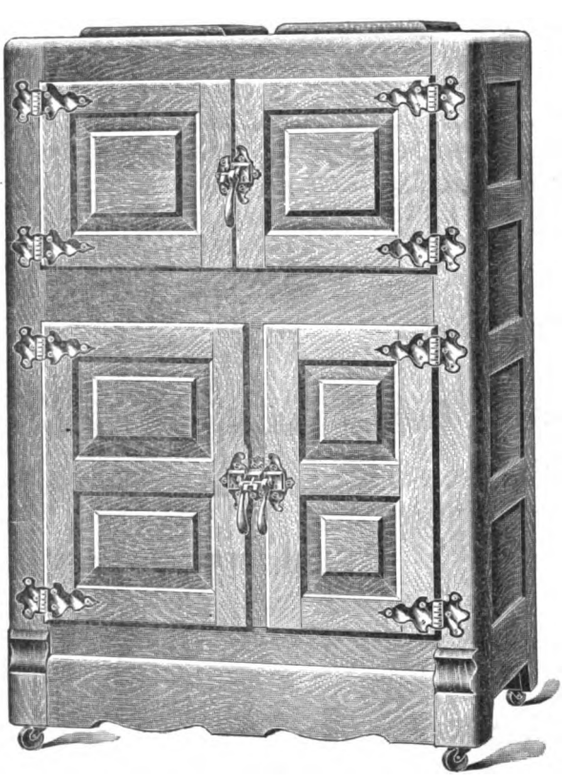
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Fully Guaranteed
Sanitary Stoneware of every Description

Established over 100 years

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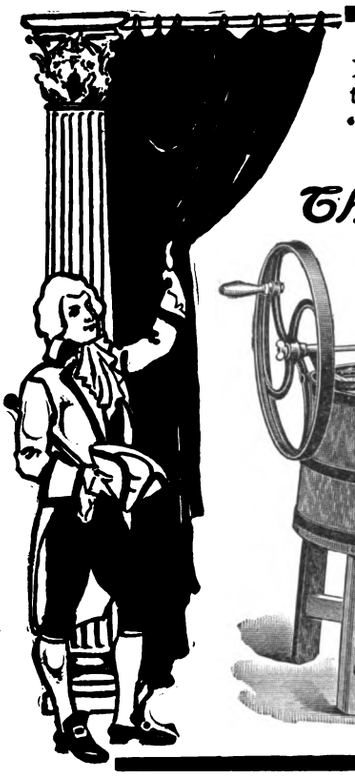


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Not all Washers are what they appear to be But—

"A Look Behind The Scenes"

substantiates our every claim for

The Imperial Rotary



It excels because it is excellent in every respect:
Construction,
Capacity for good work,
Easy operation,
Noiselessness.

Its sliding cylinder on square post makes it the strongest Rotary on the market. All Steel Roller Bearings give it speed and make it noiseless.

Tub extra large.

All castings in Gold and Aluminum Bronze.

Handsomely finished.

Our catalogue tells of the rest of our line.

Get it to-day.

Blackstone Mfg. Co.
Jamestown, N. Y.

Every Hardware Dealer

recognizes that an advertised article is four times easier to sell than an unadvertised one.

We have appropriated this season a good many thousand dollars for advertising our products in the large papers and magazines of national reputation. You are certain to have calls for:

The Hartmann Stockade Wire Fence
The Hartmann Steel Picket Fence
The Glen Steel Folding Mat

If your stock on these goods is low just drop us a line. You can't help selling them and run no risk in stocking up.

GLEN MFG. CO.
160 Mill St.
ELLWOOD CITY, - PA.



THE SMILE

THAT WONT COME OFF

Is always worn by the THRIFTY HOUSEWIFE who uses a

WHITE LILY WASHING MACHINE

WRITE FOR EXCLUSIVE AGENCY

WHITE LILY WASHER CO.

TOLEDO, OHIO DAVENPORT, IOWA

The World's **Standard**

"Pullman" Coil Door Springs



Price guaranteed to date of shipment.

We are booking orders now for Spring Delivery.

Malleable Iron Hooks
No. 209 Japanned Screw Eyes

PULLMAN MFG. COMPANY
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FOR CENTURIES THE WORLD RENOWNED HOUSE OF

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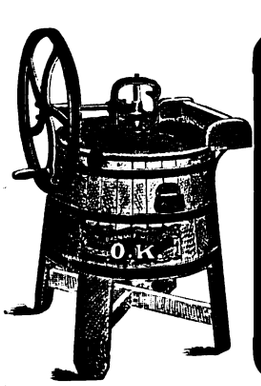
Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

ALFRED FIELD & CO., 93 Chambers St., New York



The O. K. WASHING MACHINE

IS NOT SOLD

to *catalogue*, *mail order* or *premium houses* under the brand of O. K. or any other brand. All the leading hardware jobbers have them in stock.

The H. F. BRAMMER MFG. CO., Davenport, Ia.

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

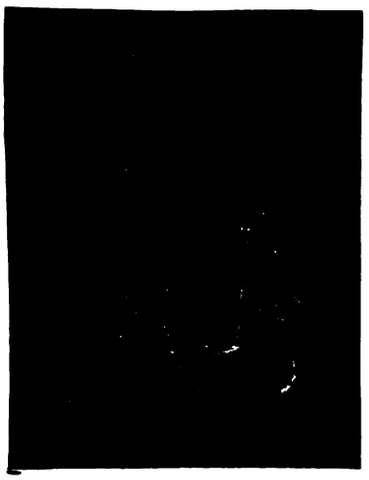
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THE American Steel Roofing Co.

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Blacklock Andirons

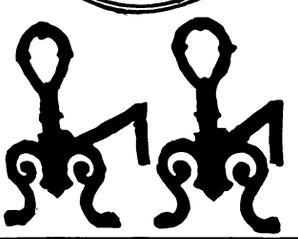
Add "the finishing touch" to any fire place. They are very popular. They sell. Their reputation will add "the finishing touch" to your business this Fall if you handle them.

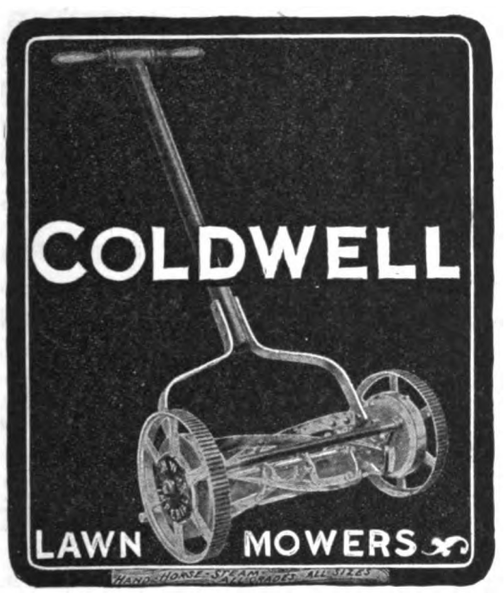
We make a variety of them, from severely plain patterns in wrought iron, dead black finish to the most ornate and showy models, finished in gold or aluminum bronze.

They are an all-the-year round ornament and sell

In Season and Out of Season

BLACKLOCK FOUNDRY · SOUTH PITTSBURG, TENN.





COLDWELL LAWN MOWERS

Hand, Horse, Motor Power

1906

Catalogue Now Ready

COLDWELL LAWN MOWER CO.
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Discriminating buyers know the majority of Saws sold and used are

DISSTON SAWS

and that this fact is conclusive evidence of superior worth.



The brand "DISSTON" has stood for all that is BEST in Saws for the past sixty-five years, and its reputation will be maintained in the years to come.

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See that the label on your Wire Lawn Rakes reads ***Hoosier,*** and you will have the strongest—best finished—wire lawn rake on the market. Made only by the

American Fork & Hoe Co., Cleveland, O.

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You take no risk on the quality. We make only the best.

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HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

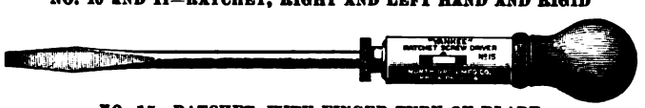
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"YANKEE" TOOLS
ARE THE NEWEST, CLEVEREST AND QUICKEST SELLING

Ask Your Jobber About Them.

Send for "Yankee" Tool Book


NO. 10 AND 11—RATCHET, RIGHT AND LEFT HAND AND RIGID


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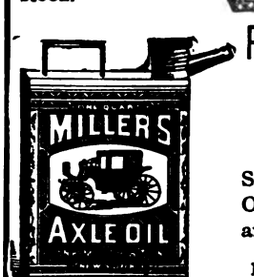

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Carriage Requisites

FRANK MILLER'S
CARRIAGE TOP DRESSING
Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





FRANK MILLER'S
AXLE OIL.
Superior to Castor Oil; lasts longer, and will not gum.
Manufactured by

THE FRANK MILLER CO.,
349 & 351 WEST 26TH STREET,
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ESTABLISHED 1836.

ALFRED FIELD & CO.

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A STRONG COMBINATION.

We are Sole Agents in the United States for:

JOSEPH RODGERS & SONS, LIMITED,	Best Cutlery in the World.
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THE IMPERIAL ENAMEL CO.,	Best Enamelled Signs in the World.
WEBSTER & HORSFALL,	Best Steel Wire in the World.
W. K. & C. PEACE,	Best Lawn Scythes and Grass Hooks.
EDWARD GEM & Co.,	Hedge and Garden Shears.

WAX WIRE
AN ENTIRELY NEW THING.

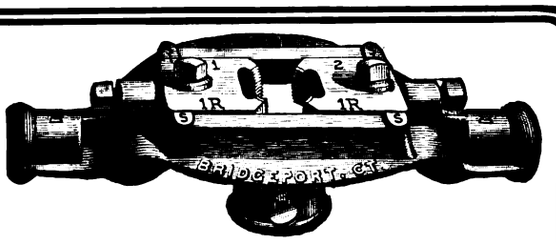
A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTER MAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

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The ARMSTRONG TRADE MARK

on our Adjustable Stock, No. 2, and dies for threading brass pipe, is proof positive of qualities that make it a good seller. We can furnish these stocks with pipe dies or bolt dies, or both.

Will take ⅛ to 1 in. pipe dies; ¼ to 1¼ in. bolt dies. Send for catalog.

THE ARMSTRONG MFG. CO., Bridgeport, Conn.

NEW YORK OFFICE: 139 Centre St.

"NEVER-BURN"

TRADE MARK

Has steel rods beneath which raise it from the oven floor—give an air space for ventilation—prevent burning

The rods take all the wear—make the Never-Burn roaster outlast others

Made in Cleveland Ohio by The Bronson-Walton Co

New York John H Graham & Co





A Long (K)Night In HARDWARE

¶ For years retail hardware men have been groping in the dark, looking for some efficient way to increase their business—some of them have found it!

Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

¶ It enables you to sell goods to a *German*, a *Scandinavian* or *any* other foreigner who, even though he cannot speak English can *point* to what he wants.

¶ It improves the appearance of your store *100 per cent;* enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

¶ Send dimensions of your store and let us supply you—FREE—with a color plate made to scale, showing how *your* store will look when equipped with The Best Shelving in the world for your purpose.

¶ Remember the shelving is made on the unit plan—if you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

J. D. WARREN MANUFACTURING CO.
900 Masonic Temple, Chicago

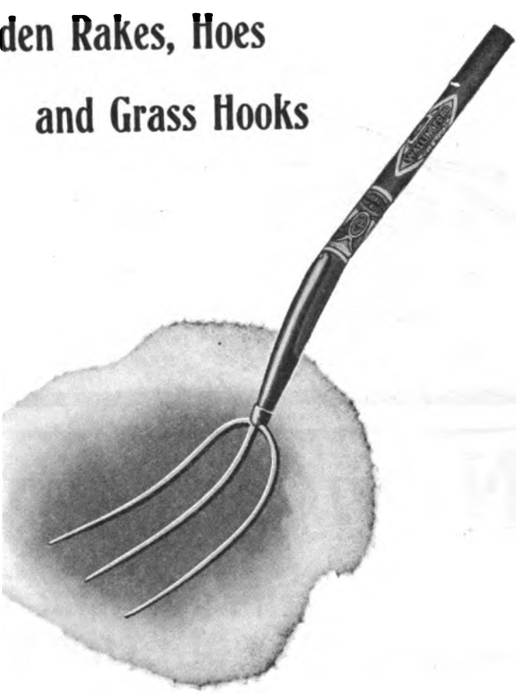
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Manufacturers of

Hay and Manure Forks

Garden Rakes, Hoes and Grass Hooks





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The best equipped factory, the best advertised product.

We make a few articles, in large quantities, make them better than any one else does, and we tell everybody about them.

We *know* we have the right principle in our "one-motion" Peerless Iceland Freezer and we've put up a new factory adequately equipped for turning out this freezer in great numbers.

Peerless Iceland Freezer

Our advertising—covering *every bit of freezer-selling territory* in the United States—gives an impulse, as strong as it is steady, to Peerless Iceland sales.

Every woman in the country interested in her home knows about the Peerless Iceland and believes in it. It's "the freezer the cook likes"—the freezer the *housekeeper* wants when she goes into your store.

Dana Iceless Refrigerator

For the window. No ice bill. A refrigerator that takes up no floor space and is run without ice eight months in the year.



Dana Mop Wringer

wrings the mop dry in five seconds. You stand in a natural position—both feet rest firmly on the floor.

Tub is well made, very strong and extra braced with heavy, flat iron, rust proof hoops. The rollers are of solid maple and never stick. The latest, the simplest and the best mop wringer on the market.

The Dana plant is fire-proof; we can *guarantee* delivery as promised. *Everything* about it is *modern*—selling organization and all.

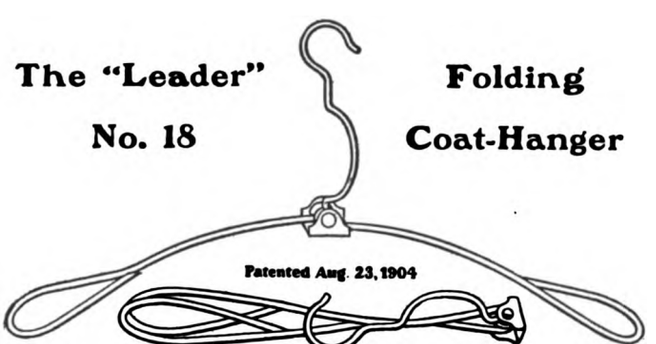
Both jobber and dealer make a good profit on the Dana line.

Your jobber will be around soon. *Ask him.*



10 Warren Street, New York. **The Dana Mfg. Co.** Cincinnati.

The "Leader" No. 18 Folding Coat-Hanger



JUST the thing for persons traveling. Takes up but a small space in the grip. Nicely nickel plated. Keeps coat or ladies' jacket in perfect shape.

Great seller for agents.

Write for catalogue and prices.

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No Better Time
No Better Place Even
TO BUY
FISHING TACKLE

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MANUFACTURES
THE ROEBLING STANDARD WIRE BATHING,
"JERSEY" POULTRY NETTING AND FARM FENCING,
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,
and every kind of
IRON, STEEL, BRASS and COPPER WIRE CLOTH.

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NOTICE



Every "Peny" Rivoter is Guarantoed

to be made of malleable iron, and free from imperfections of workmanship or material.

Ask your Jobber for the "PONY"

F. H. SMITH MFG. CO.

Carroll Ave. and St. Johns Ct.

CHICAGO, U. S. A.

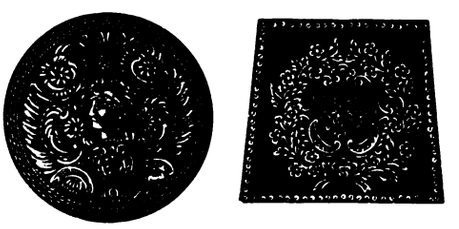
UNIVERSAL CHAIR SEATS

and

A Pair of Shears

are the only requisites for mending seatless chairs. Any ordinary chair can be made as good as new by the use of the UNIVERSAL,

Anybody can do the mending.



They are better and cheaper than Cane or Leather—cheaper than either.

We have a most profitable proposition for Hardware Dealers for 1906. Ask us about it. Mention HARDWARE.

Eureka Chair Seat Co.

SYRACUSE, N. Y.



A Bargain in Coffee Mills.

Our No. 5 Special at $2.25 per dozen.

A Strikingly Handsome Mill, Canister of Japanese design. Capacity one pound.

Grinding Parts, simple in construction, easily adjusted, adjustment maintained by tension spring.

A Large Cup, securely fastened hangs close to Mill, allowing no waste. **Cup graduated** by tablespoonfuls.

This Mill is Practically Air Tight, thus retaining the full strength of the Coffee.

Mills are Packed each separately in cardboard box and 1 dozen in strong new case.

A Limited Quantity only at this price. Something very appropriate for fall and winter **Bargain Days.**

This Bargain is only one of several we are prepared to make you. Write for particulars of others.

W. H. Glenny & Co., Spec. Mfg. Dept. Rochester, N. Y.

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Much depends on this first step in the process of making RED-E-FOR USE RAZOR STROPS. The leather is kept in the vats until every part is impregnated with the preserving liquid. This continued steeping insures great durability and eveness of texture so necessary to a good strop.

Each tiny fibre bears its portion of the work equally, giving the horse hide sharpening strop the requisite friction to give a keen cutting edge and a soft and kind surface to the finisher that tones the edge down to the smoothness so essential for a good shave.

Consider the care used in every step of the manufacture of RED-E-FOR USE RAZOR STROPS and you will readily understand why they prove such satisfactory trade producers. Can you afford to be without them? Not if you sell razors.

Ask your jobber for a sample doz.

GIBFORD MFG. CO.
ADRIAN, MICH.

VOORHEES RUBBER MFG. CO. JERSEY CITY, N.J.

The Voorhees Trade Mark on Rubber Belting, Packings, Hose, Mats, Mattings, etc.

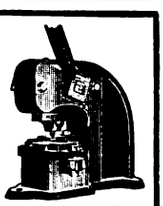
is the best guarantee for lasting satisfaction and economy for you and your customers.

If you never had much of a trade in rubber goods, like ours, all we ask is a sample order.

It'll make you our steady customer. Write us to-day.

VOORHEES RUBBER MFG. CO.
Jersey City, N. J.

Federal Bench Punch



10 inches high, 10 inches long, Weighs 64 pounds
PUNCHES 5-16 inch hole in ⅛ in. Iron plate, 2½ in. from edge. Send for Circular.

Chandler & Farquhar Co.,
131 Congress Street,
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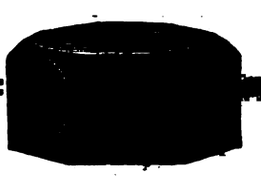
ADAM'S STEEL & WIRE WORKS.

Wire Fencing,
Ornamental Steel Fencing,
Window Guards,
Wire Signs,
Jail Work, etc.



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ADAM'S STEEL & WIRE WORKS, JOLIET, ILLS.



Cold Punched NUTS

HIGH GRADE
GOOD LOOKING
ACCURATE

Semi-Finished NUTS

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PITTSBURGH, PA.



The name **MYERS** on Pumps and Hay Tools fixes their rank, indicates their quality and "separates them from the Goats," figuratively speaking.

That's why "all Hats Come Off" when the **MYERS** come in sight and why *The Glass Valve Takes Competition Off Its Feet.*



THE MYERS STAY-ON AND PUMPS, HAY TOOLS DOOR HANGERS

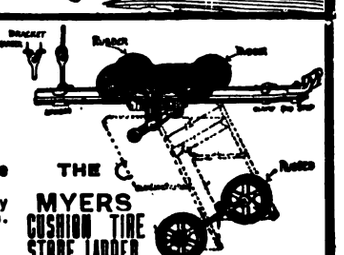
MEET ALL REQUIREMENTS.

Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.

Ask your Dealer for the Best Known Hay Carriers, Forks, Stayon Door Hangers, etc.

Write for Descriptive Circulars to

F. E. MYERS & BRO., Ashland, O.



THE MYERS CUSHION TIRE STORE LADDER.

RIVETS & WIRE NAILS.



O. O. & E. P. TOWNSEND,
New Brighton, Penn.

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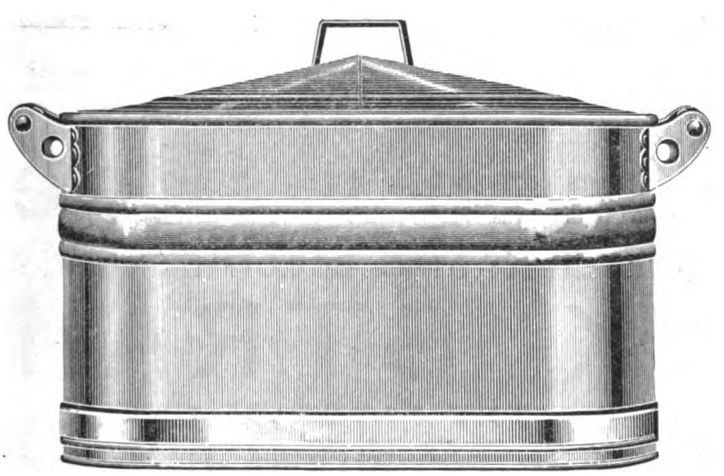
It's the one word which describes best

REED'S MONARCH
Hand Made Wash Boilers

WHY: One-half inch higher and Three inches larger in Circumference than the ordinary wash boiler. 5A Tissue Lined Tin plate 2X to 5X used in construction. 16-oz. to 20-oz. Cold Rolled Copper Bottoms. 2X Raised Pieced Cover with Rim

ANTI-RUST METAL

double-seamed to the body, half inch above copper bottom which is a positive protection to the boiler against Rust, and is guaranteed to last as long as the 16- and 20-oz. copper bottom stands the fire. Like the rest of our line of Anti-Rusting Tinware, Made to wear well in Hard usage.



Are You Handling Them?

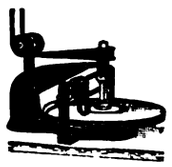
If not write us before placing orders elsewhere for next year. The Quality of

REED'S Anti-Rusting Tin-ware

is so high, the demand for it is so great, and the profits to you, Mr. Dealer, so good, it will pay you to write us at Once.

REED MANUFACTURING CO.,
NEWARK, NEW YORK.

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Patent Clipper and Grinder

For sharpening Horse and Barbers' Clippers, Meat Choppers, Dies, Chisels. Send for catalog and price to

JOHN VAN BENSCHOTEN
200 Catherine St.
Poughkeepsie, N. Y.

Just a trial—but a just trial—is all we ask. It will substantiate all we claim for

Mayhew Tools

We know of no better line of tools that can be handled at a good profit. Send for catalogue and prices.

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FRYING-PAN CLOCKS

are most artistic timepieces, ornamental as well as useful. They come in two sizes—10 inches with raised brass figures and 6 inches with painted figures, and with one day, one day with alarm and eight day movements.

Also 60 Day, Calendar, Program, Electric and Synchronized clocks.

Send for catalogue No. 58.

THE Prentiss Clock Improvement Co.
Dept. 58. 49 Dey Street. N. Y. City.

The "ORIGINAL JENNINGS" AUGERS and AUGER BITS



Genuine have "RUSSELL JENNINGS" stamped in full on the Round of each Bit.

For Sale by all Hardware jobbers

The Russell Jennings Mfg. Co., Deep River, Conn.

BOARDMAN'S

SPOONS, FORKS, ETC.

QUALITY GUARANTEED. MANUFACTURERS OF

FLAT TABLE WARE

SILVER PLATED, ALSO NICKEL SILVER (Without Plate)

HIGHEST GRADE ONLY.

SEND FOR CATALOGUE and PRICES

LUTHER BOARDMAN & SON
EAST HADDAM, CONN.
ESTABLISHED 1840.



WALKER'S Self-Pulling CORK SCREWS

Every one tested and guaranteed.

Manufactured only by

ERIE SPECIALTY CO., Erie, Pa.

Custom Made
FLY SCREENS

Fine Goods. Reasonable Prices.
Good Profits to Dealers. No Investment.
Agency Outfit Free.

The A. J. Phillips Co., Fenton, Mich.
23 Years Experience. 3½ Acres Floors.

HAROLD McCALLA

IRON AND STEEL

Of Every Description
Plain and Galvanized Bars, Hoops, Bands, Angles, Channels, Tees, Etc.
Shipments from stock or mill.
619 North Front St., PHILADELPHIA

WRITE FOR DISCOUNT—INCLUDING DELIVERY

Sells "On Sight" and Stays Sold.



Show this Level together with the ordinary style, and note the result.

Made of Wood, Iron and Aluminum Frames

COOK'S PATENT LEVEL
Of all jobbers, or DAVIS & COOK CO., Watertown, N. Y.

Vrooman's Peerless

Vitreous Enameled Steel--Patent Sanitary

SINK STRAINER



THE FAVORITE ONE

It is **NOW** in order for Dealers and Jobbers to buy

VROOMAN'S

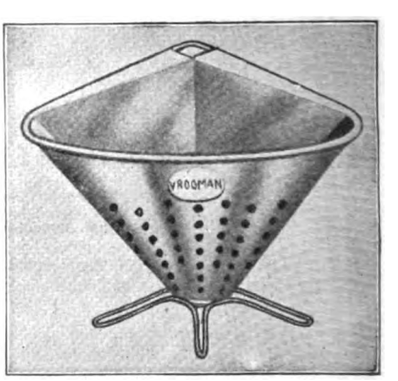
Enameled Steel Sink Strainers

FOR THE

HOLIDAY TRADE.

It is ever appropriate as a present.
It is ever appreciated by the happy recipient.
Its Utility and Superiority are well known.

NOW made in attractive colors.





Beautiful TURKoise Exterior, Pure White Lining
ALL PURE WHITE——ALL TURQUOISE

Exquisite Stone Gray, Mottled White
ALSO PLAIN ENAMEL

FIVE COLORS——TWO SIZES——TEN KINDS——ENAMELED

Highest Grade Enamel Known to the Trade To-day, as to Quality and Appearance, Whether Domestic or Imported.

CAN BE USED IN ANY SINK WITH STAND.

WILL LAST A LIFE TIME.

Order from your Jobber NOW or from

F. H. & E. B. Vrooman.

325 DEARBORN STREET, CHICAGO.

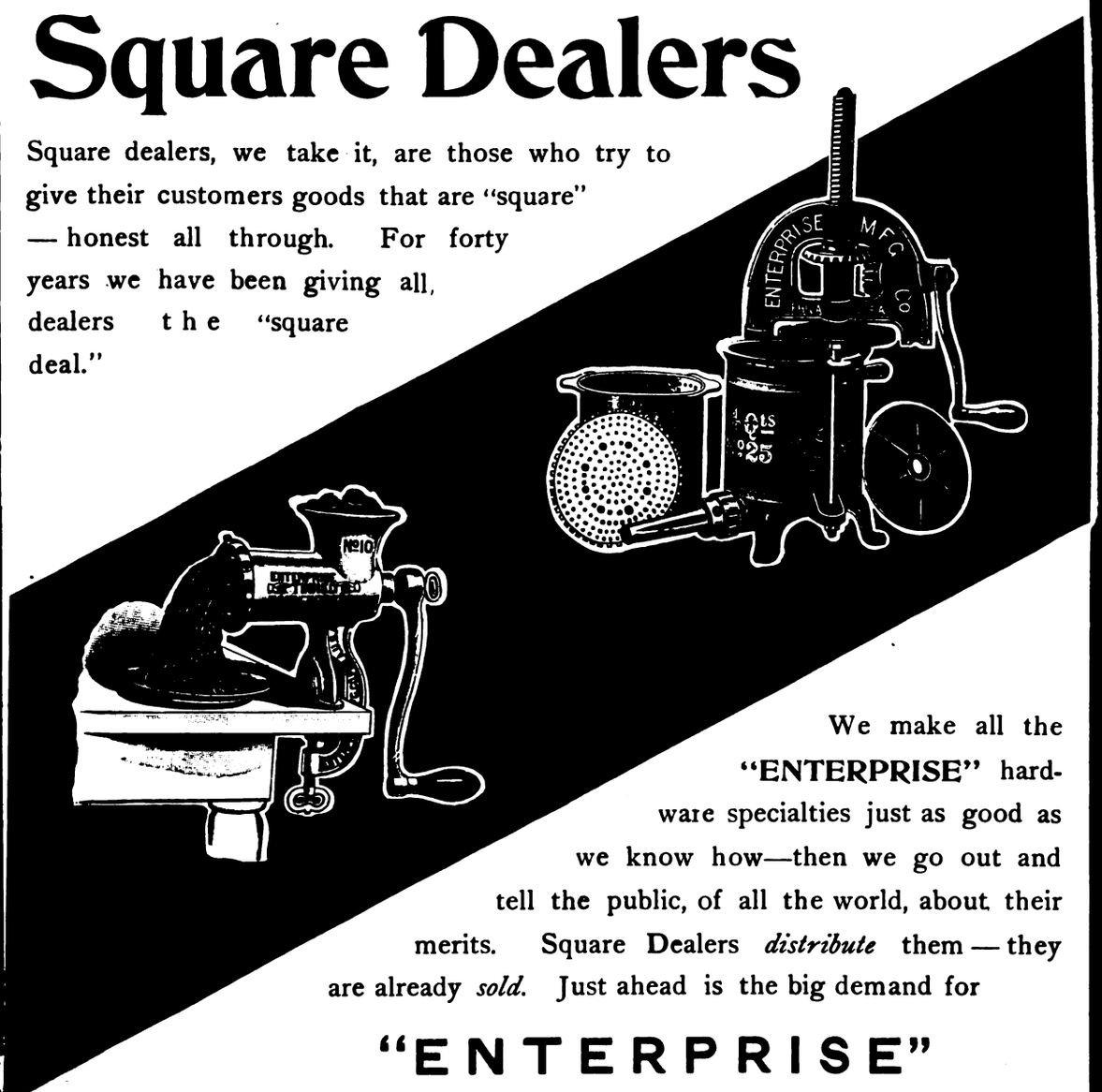
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A Square Deal

— FOR —

Square Dealers

Square dealers, we take it, are those who try to give their customers goods that are "square" — honest all through. For forty years we have been giving all dealers the "square deal."



We make all the "ENTERPRISE" hardware specialties just as good as we know how—then we go out and tell the public, of all the world, about their merits. Square Dealers *distribute* them — they are already *sold*. Just ahead is the big demand for

"ENTERPRISE"

Meat and Food Choppers and "ENTERPRISE" Sausage Stuffers, Lard and Fruit Presses. They are being widely advertised now to the public. Write for our literature about them, including our new catalogue of all the "ENTERPRISE" specialties. Get ready for the biggest season you have ever seen on "ENTERPRISE" goods. We are ready. Get your share.

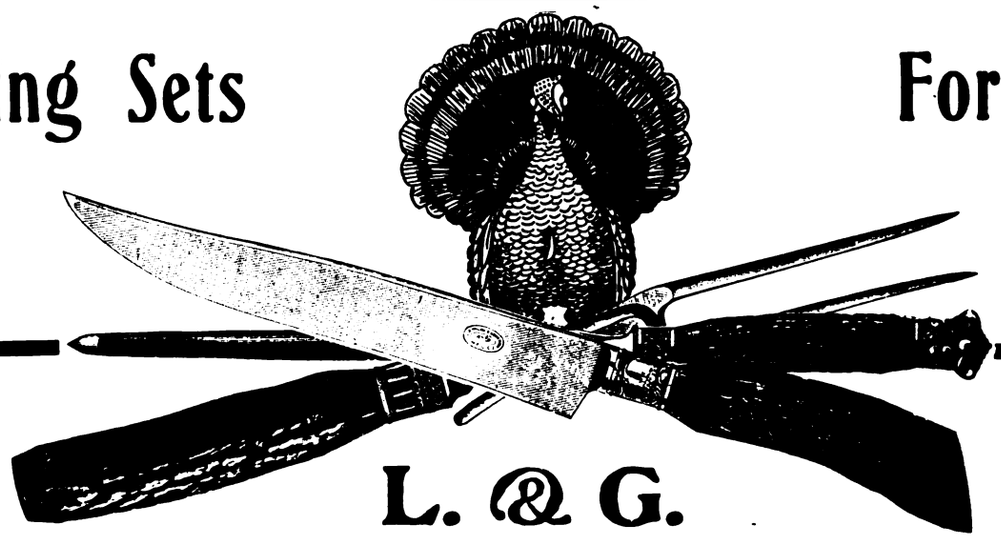
Increase your sale of "Enterprise" Meat and Food Choppers by using our new booklet: "The Cook, Her Critic and—". We will send you a supply of these on request.

The Enterprise Manufacturing Co. of Pa.

New York Office, 10 Warren St. **Philadelphia, U. S. A.** **San Francisco Office, 105 Front St.**

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Carving Sets For 1906



L. & G. Stag Handle Carvers

and Carving Sets will prove a quick asset for next year. For more than half a century they have been the standard.

Users everywhere—North, East, South, West—proclaim L. & G. Carvers and Carving Sets Best. Same with scores of dealers who have handled them for 35 years. They will buy no others.

To appreciate fully how splendid and complete our line is send for our catalogue. Mention Hardware.

LAMSON & GOODNOW MFG. CO., Shelburne Falls, Mass., U. S. A.

New York Office, 45 Murray St.

Business Economy

Demands the maximum of work at the minimum cost in any office or store

DAUS' "TIP-TOP" DUPLICATOR

is indispensable to the Hardware merchant



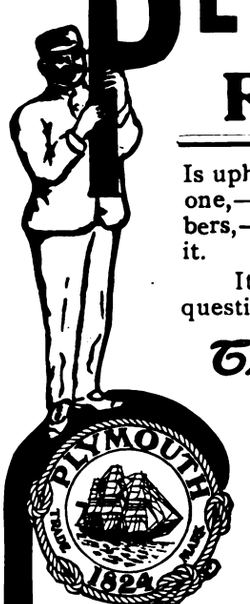
It duplicates 50-150 Letters, Circulars, Invoices, Menus, Music, from one original. It saves time and money on your print bills.

Write us for our Special Proposition for 1906.

THE FELIX P. J. DAUS DUPLICATOR CO.

111 JOHN ST., NEW YORK, U. S. A.

PLYMOUTH ROPE



Is upheld everywhere, by everyone,—consumers, retailers, jobbers,—who have bought or sold it.

It's quality has never been questioned.

The Question for You to Decide

is: How can you, in justice to yourself and your customers, afford to handle any other kind than the

Best--"Plymouth" Rope?

If your jobber doesn't offer you genuine "Plymouth" write us and we will put you in touch with a convenient source of supply.

Mention HARDWARE when writing.

Plymouth Cordage Co.,

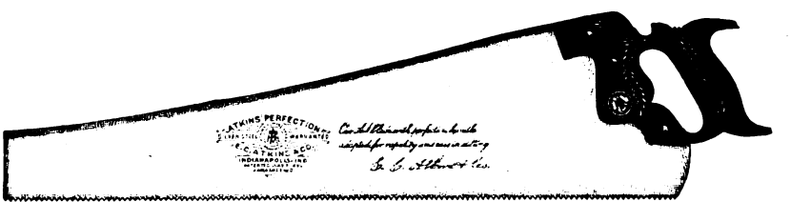
38 A Court St., No. Plymouth, Mass.

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THE VERDICT

Of the Trade is practically unanimous in ascribing incontestable superiority to the

Atkins Celebrated High Grade Hand and Cross-Cut Saws



Fifty years of experience, the finest of crucible steel, patent gas temper, improved methods of manufacture and expert workmanship are cardinal points of excellence in the make-up of an Atkins Saw. Every Atkins Saw sold from your store goes out as a silent but effective salesman for your whole line of goods. Atkins Saws are a profitable line to handle.

Catalog and Discount Sheet on Application.

E. C. ATKINS & CO.

LEADING SAW AND TOOL MANUFACTURERS

EASTERN BRANCH:
64 READE ST., NEW YORK CITY.

INDIANAPOLIS, IND.

The Bullard
Automatic Wrench

The best combination Pipe, Monkey and Ratchet Wrench. Has no flaws, or faults. Strongest where other wrenches are weakest. Does quicker and better work than similar wrenches. Sells quicker, too.

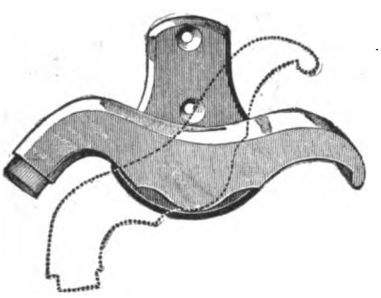


Handiest for all
Un-Get-At-Able Places

Get our "Wrench Book." It tells a convincing tale.

Bullard Automatic Wrench Co.
257 W. Exchange St., Providence, R. I.

EMPIRE DOOR HOLDER IMPROVED



50% greater pressure on the floor than any other make.

Will hold heavy doors on smooth floors. Operated by the toe, no bending over.

Write for prices.

CALDWELL MFG. CO.
10 Jones St., Rochester, N. Y.

No. 602 "NAPANOCH"
Pocket Knife Tool Kit
$2.25 Each
Most Useful Pocket Knife Combination
WARRANTED

Made in America by Skilled American Mechanics.



Each tool attached to the Pocket Knife or detached in a second.

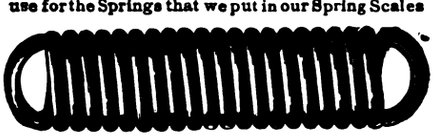
Leather Pocket Book 4¼x3¼ Inches
Contains Pocket Knife, File, Saw, Chisel, Screw Driver and Reamer
Send for Circulars and Prices.

U. J. ULERY
9C Warren St., New York City.



Tackle Blocks
for every purpose. 65 years' experience.
Boston & Lockport Block Co.
Boston, Mass.

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs**, either for extension or compression.
These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales





JOHN CHATILLON & SONS,
85 to 93 Cliff St. & No. 13 Jacob St.,
Established 1835, NEW YORK CITY.

If you're Looking for First Class
UP-TO-DATE BARROWS
ORDER THE ◆ ◆ ◆
Champions, the World's Best.
All Kinds of Wood and Steel Barrows.



THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .



SASH CHAINS.

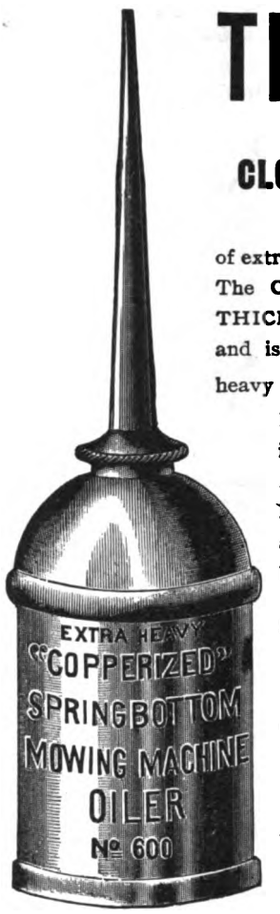
"Giant," "Red Metal"
Cable and Jack
Chains.

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

No. 40.



New York Agent : J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedeh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,
SUCCESSORS TO
The Wilmot & Hobbs Mfg. Co.,
BRIDGEPORT, CONN.

"SIMILAR"

A CERTAIN tool manufacturing company adorns the pages of the catalogues it gives to hardware buyers with a rubber stamp impression like this:

Similar to Starrett's No.....

That Starrett Tools are the standard is a fact which we have for some time, and with strenuousness and persistency, tried to impress upon mechanics and the trade, and we have been to some expense and a good deal of labor to accomplish this purpose. It is therefore gratifying to find a competitor backing up our advertising with such an unqualified endorsement. We deeply appreciate the compliment.

It is doubtless unnecessary to suggest that live hardware dealers will still prefer Starrett Tools to any whose highest claim is that they are "similar."

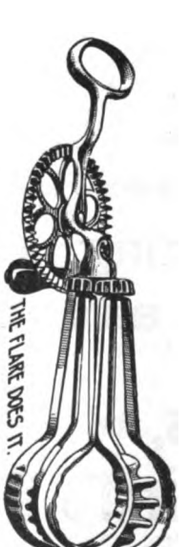
Send for Catalogue No. 17 T

***The* L. S. Starrett Co.**
Athol, Mass., U. S. A.



Protect Yourself

against the wrath of the kitchen queen who despises a poorly designed Egg Beater.



HOLT'S Improved Dover EGG BEATER

beats eggs in 20 seconds—in one-fourth the time and as light or stiffer than the best hand whips.

It's the flare that does the trick.

Ours is one-third larger, too; dasher is wider, thicker, flared.

You ought to have our Price List circular.

Holt-Lyon Company
Tarrytown-on-Hudson, N. Y.

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HARDWARE

At the recent quarterly meeting of the directors of the Minnesota Retail Hardware Dealers' Mutual Fire Insurance Company the statement of condition presented shows total assets of $65,528.75, an increase during 1905 of $17,494.02, and net surplus $42,662.13, an increase during 1905 of $10,842.78. The return premium on policies expiring in 1906 will be 40 per cent.

✤

PIERSON HARDWARE COMPANY, Pittsfield, Mass., in making its recent improvements has arranged its establishment so that the counters and show cases now extend right through the center of the store. This leaves an aisle on either side, so that customers can walk directly to the shelving on each side of the store and make a close inspection of the sampled articles. The rearrangement has added materially to the attractiveness and convenience of this large establishment.

✤

A fire recently occurred in the Hoboken factory plant of the Keuffel & Esser Company, 127 Fulton street, New York. Fortunately, however, it was confined to several annex buildings and the main buildings were not damaged in any way. The company anticipates no serious interruption in its business on account of the fire.

✤

The fire at Harriman, Tenn., by which the Harriman Hoe & Tool Company's works, a subordinate plant of the American Fork & Hoe Company, was supposed to have sustained a large loss; was ascertained to be of small moment, as only a limited portion of the Finishing Shop was injured. The Warehouse and Manufacturing Plant is intact, and there will be only a few days' delay in repairing the slight damage.

✤

On January 12, 1906, the Chicago Retail Hardware Association will give a stag party in place of a business meeting. It is the intention of the committee having this affair in charge to leave nothing undone in order to make this the greatest Party of the kind the Association has ever given.

✤

J. R. CLANCY, Syracuse, N. Y., has sent us a copy of his Price List No. 17 of Sure Grip Rust Proof Hose Clamps manufactured by him. He states: "That the Sure Grip Hose Clamp has no superior in merit and cheapness can easily be proven. Try a sample under any pressure your hose will stand and be convinced. It will not leak." Price List will be furnished to interested parties upon application.

THE NAPANOCH TOOL KIT BANNERET.

The successful introduction by C. J. Ulery, 9 Warren Street, New York, of the Napanoch Pocket Knife Tool Kit, of which we gave editorial notice a few issues back, has warranted him in getting up a descriptive little Banneret showing the "Kit" in all its detail in an attractive manner. It is designed to be suspended in the show window, or about the store, and is calculated to be a trade winner when so displayed. It is printed in two colors and cannot help but assist in the marketing of this useful set of tools. If you have not already received one write for it.

CENSUS OF THE BRITISH INDIES.

Consul-General Guenther, of Frankfort, has extracted from the English Blue Book the following facts and figures:

The British East Indies comprise 1,766,597 square miles with a population of 294,000,000, almost 41,000,000 more than twenty years ago. This population lives in 2,148 cities and 728,605 villages with 55,841,315 dwellings. Two hundred and sixty-five million live in the country, and of these 192,000,000 support themselves entirely by agricultural pursuits. The chief product is rice, with which 70,000,000 of acres are planted. Last year the rice crop amounted to 439,280,700 hundred weight. Of wheat which comes second, the crop was only 9,600,000 hundredweight. Of the population 207,000,000 are Hindoos and 62,000,000 Mohammedans. The total number of Christians is 2,923,241, of whom 2,600,000 are natives, an increase of 700,000 in ten years. In the whole of India there are only 18,000 Jews; 277,000,000 can neither read nor write. The taxes per capita of population increased from 36 cents ten years ago to 45 cents at present. The total railroads of India yielded last year a net revenue of £860,669, while only five years ago the deficit amounted to £620,000.

FORTY YEARS AN ADVERTISING AGENT.

George P. Rowell with his fifty-second consecutive letter will complete the most interesting series of reminiscences possible to an active and hard working participant in all the scenes which he so graphically describes. The best news of all is the fact that they are to be published in book form, and in this permanent shape will have a host of readers who will enjoy the perusal of this contribution to the history of American journalism, and will be found full of practical experience to the many workers in the vineyard of advertising, and bring valuable suggestions to all of us.

BALDWIN & ROBBINS COMPANY.

The business of the well-known Hardware jobbing house of Baldwin, Robbins & Co., Boston, Mass., will after January 1 be conducted by Baldwin & Robbins Company, a corporation already formed under Massachusetts laws, with a paid in capital of $150,000. The following are the officers of the new company: President A. H. Decatur; treasurer, W. A. Hopkins; directors, Messrs. Decatur and Hopkins and Thomas H. Baldwin and John H. Robbins. Mr. Baldwin and Mr. Robbins retire from active participation in the business, except as directors and stockholders.

WHITE MOP WRINGERS.

The sales of the "White Mop Wringers" during the year 1905 have broken all records, and the manufacturers, White Mop Wringer Co., Fultonville, N. Y., (formerly Jamaica, Vt.), are anticipating continued increase and have provided for it by largely increasing their facilities, having perfectly refitted and equipped their newly acquired and commodious factory. They have assimilated the business of their principal competitor, and registered their Trade Mark which guarantees every Wringer on which it appears. They have also secured two additional U. S. patents. Their Mop Wringers are shipped from the factory into more than thirty States, and are sent into still others by their jobbers.

COLORADO RETAIL HARDWARE ASSOCIATION.

The Annual Meeting for 1906 of the Colorado Retail Hardware Dealers' Association will be held at Denver on February 7 and 8, 1906, Headquarters at the Adams Hotel. The indications are that the meeting will be an enthusiastic one and well attended by the members, as the Association is enjoying a healthy state of progress in every particular. Davis Barclay, Secretary, is at Fort Collins.

HOPKINS & ALLEN ARMS CO. CALENDAR.

The Hopkins & Allen Arms Co., Norwich, Conn., issue a very handsome and picturesque calendar for 1906, in which they depict a man and woman fond of outdoor sports and dressed as becomes them when on the hunt. He is letting her do all the shooting with the Hopkins Rifle she holds in her hands, while he keeps the canoe steady and occasionally paddles to a new location. They are a very handsome couple and are evidently taking an interest in the sport, which is a continuous performance, judging by the alert manner in which she is watching for game. There are only three lines of advertising on the Calendar which is the address of the Hopkins & Allen Arms Co. Send 10 cents for postage and wrapping and receive in exchange this beautiful specimen of the artist's skill.

"COMING OUT AHEAD."

Among the calendars we receive annually there are few for conception and artistic execution that surpass those of The Peters Cartridge Company. That distributed for this year is in harmony with the general plan and constitutes a work of art that will prove to be an ornament wherever it is shown. It is of the usual size and under the above title illustrates that happy moment in the life of a hunter for big game when, after weeks of steady quest, he emerges from the depths of the forest with the prized Moosehead borne on the back of his self-satisfied guide, who is only too proud to bear the burden. The calendar is attractively lithographed in eight colors and will be much esteemed by those obtaining it, whether dealers or sportsmen generally. The Peters Cartridge Company, Cincinnati, Ohio, will send it by mail to any address upon application with enclosure of 10 cents in stamps or coin to cover the cost of mailing.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2 50

CHICAGO - - - - - 1164 Monadnock Block
C. H. GREENE, Representative

DETROIT, - - - - - 61 West Congress St.
G. T. NEWKIRK, Representative

L. E. MACINTYRE, - - - - President.
A. P. MITCHELL, - - - - - Secretary and Treasurer

HENRY HOPKINS, - - - Editor.
J. W. PENTZ, - - - - - Advertising Manager.

DECEMBER 25, 1905

Editorial Trade Review

The year is closing with more than its accustomed vigor, the continuous demand for goods has been so steady. The manufacturers and dealers have enjoyed the pressing tide of the holidays' increasing trade with eminent delight and under the best possible conditions. The year has been so successful from all points of view that the hope is fostered and encouraged for its continuance during 1906.

Manufacturers have had to run their plants actively to provide the goods that have been wanted for current use with no thought of the future, and the demand for the production of the manufactures in many cases has prevented the accumulation usually provided for Spring orders.

Retailers report excellent holiday trade which usually closes the year, and they will soon prepare plans on which the trade of the year 1906 will be founded with more than the usual feeling of confidence.

The high prices prevailing for metals of all kinds, will speedily affect the readjustment of prices for the goods that may be wanted for Spring purchases. The advance in the price of Copper a metal that now enters into every grade of our advanced products, and the upward tendency of the Iron market, will cause substantial advances to be entertained frequently to avoid loss.

It is amazing to think that with our record of Iron production, which bids fair to rival in its productive ratio, the phenomenal crops we have been blest with, the prices have held up so well to reimburse the producer, and with all the Iron being absorbed into products anxiously solicited at advancing prices we can safely look upon 1906 as continuing the prosperous conditions which made 1905 so significant.

There have been some croakers who thought we ought to see a state of depression before long; but while business shows its present state of prosperity and continued activity, the pessimistic prophesies find few supporters. We may safely feel that we have been a favored country indeed during the past year, which we can look back upon with an enviable degree of complacency. It is great to record that advances in Hardware have not been radical ones, but the conservative rule prevailing of a little at a time has satisfied everybody, making sales easy at every stage and causing a free buying movement that can still be banked upon.

The transportation problems have been greatly lessened by the mild weather prevailing, by which obstructions were few, and less apprehension was felt in consequence.

Traveling salesmen will now be coming back from their long and arduous services for their annual rest, with the preparation of their samples the only care on their hands. Inventories will occupy the time of the house employes, which will result in a few days hard work, with the anxious idea of seeing the range of profit that will close up the year's business.

We hope our readers have had vouchsafed them a full and heaping measure of the good things the year should bring them in its general prosperity, and that they can see the rainbow of promise in the skies for 1906. We wish them one and all a Merry Christmas and a Happy New Year.

OUR COMMERCE WITH THE PHILIPPINE ISLANDS.

Commerce between the United States and the Philippine Islands seems likely to aggregate about 20 million dollars in the year which ends with the present month. While only ten months' figures of the present calendar year are available, they so much exceed those of any earlier year to justify the belief that the total will reach about 20 millions, against about 15 millions in 1904, 10 millions in 1900, 4 millions in 1898, and a little over 4 millions in 1897, the year prior to American occupation. Thus it seems likely that our trade with the islands in the year about to end will be nearly four times as great as the last year of Spanish control, and approximately four times as great as the average during the several years prior to American occupation. Prior to the year 1899 exports from the United States to the Philippine Islands had never exceeded a quarter of a million dollars. In the present year they will aggregate nearly 6 million dollars, or certainly twenty times as much as in any year prior to American occupation. Imports from the islands, which ranged between four and five million dollars per annum prior to 1899, were in 1902, 10 million dollars; in 1903, 12½ millions, and in 1905 will be about 14 millions, or about three times as much as the average prior to American occupation.

This increase in trade with the islands is distributed through a large number of articles, especially in the case of exports, which have grown from $69,459 in 1897, the year before the American occupation, to about 6 million in 1905.

The table which follows shows the value of imports from and exports to the Philippine Islands in each of the calendar years from 1895 to 1904, and in the ten months of the calendar year 1905:

Calendar year.	Imports from the Philippines. *Dollars.*	Exports to the Philippines. *Dollars.*
1895	4,120,134	140,455
1896	5,187,241	174,287
1897	4,352,181	69,459
1898	4,099,525	147,846
1900	6,095,949	3,523,146
1901	3,737,071	4,173,387
1902	10,211,303	4,736,836
1903	12,489,500	4,808,742
1904	10,325,351	5,040,579
1905 (10 months)	12,652,262	4,860,252

GUARD AGAINST WASTING TIME.

We realize the value of time in the payment and discounting of bills. Do we realize it in our own office work? Do we value our own time enough to guard against the encroachments of idle talk, half-hearted attention to business, outside considerations? A man's time is the only part of his capital supplied him ready made, and that he cannot increase by any amount of effort, or any partnership arrangement. All he can do is to make the most of what he has by taking care of it. In how many ways can we economize here more than we do?

Then comes another question, do we safeguard the time of our employees as we might? If they are late we reprimand them, and consider they are defrauding us out of so many minutes time that we are paying for the use of. Then we let them waste several times as much during the day hauling and hunting over poorly arranged goods, delving into half-lighted corners, using up energy and time in various needless ways.

Even in the office, where the best of system is supposed to rule, we hunt about for needed paper, cover its mate up with a lot of other papers and spend more time in the searching than

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in the actual work at hand. Perhaps our letters are more lengthy than they need be. That takes our own time, destroys their force, takes more of the stenographer's time in transcribing them, and proves an all around luxury that nobody enjoys. Perhaps the greatest loss of all is the impression we thus give to our employees, that we value our own time and theirs lightly because we waste it with such a reckless hand.

TAKE A NEEDED REST.

Some men become so engrossed in business that their mind is in their office night and day for seven days the week, the year round. Don't do it; you are wasting time.

The human mind needs rest and if that rest is not forthcoming at intermittent periods it is taken in a continual half rest that only permits half attention to business or else there is a complete collapse sooner or later.

How often we see men seeking their desks and dreamily idling undecided over some matter that a few moments concentrated energy would dispose of finally in a few moments. That man is simply working himself out without accomplishing anything. What his mind needs is, not tonics and stimulents, but a little strenuous exercise intermixed with strenuous rest.

There is an old saying that it is the really busy man who has time for things. That is because his mind is wide awake when he is working. No sleepy half-thought for him. He takes a matter up vigorously, disposes of it in a moment and forgets it. When he is through for the day he does not take home with him a headful of matters that are only half disposed of. If anything is unfinished it is left unfinished till he is ready to take it up again. He is out for recreation now. If he goes to a play he enjoys the play alone and gives no thought to settling with Jones. That comes up the next day perhaps and he is ready to take it up when he comes to his desk with a mind that has been refreshed by entertainment and then rested by actual *rest;* now it is healthy, vigorous and active, ready to grapple with whatever the day brings on.

TRUST YOUR CLERKS.

Don't tie your employees down with trivial directions; trust something to their judgment. If they haven't enough for you to put some trust in, better discharge them and secure a better lot. An occasional blunder is better than a lot of clerks who depend wholly on "the boss." That either destroys their self-respect or makes them hate the sight of "the old man." Besides you havn't time for all details. If your time is not too valuable for that better go in as clerk yourself and hire some better man to take your place in the office.

A watchful eye over general results and over the general deportment of individual clerks will soon tell you who is trying to do his best. Have patience with those who really are trying whether they always succeed in pleasing you or not. Point out in all kindness such mistakes as they may overlook. Leave such as they can themselves see readily, for them to correct without reproof. It is a wise master who always knows just when to put in the word of criticism; it is a wiser one who also knows when to omit and "not notice."

ON RETURNING DRAFTS.

The practice of making drafts on customers by wholesale houses for the settlement of accounts is one that is practiced by the majority of the trade, and furnishes a satisfactory method of doing business between the two parties, when the retailer carries out his part of the programme.

Unfortunately, however, says the *Canadian Harness and Carriage Journal*, there are a few who do not always do so and the draft is sometimes returned to the wholesaler either with no explanation attached, or else on some trivial excuse, that no self-respecting business man should ever employ.

It may be that there is some slight mistake in the amount of the draft, but as all wholesale houses send out statements of account in advance to their customers, notifying them at the same time of their intention to draw on them at a certain date, the time to dispute this account is on receipt of this statement, not to wait until the draft is presented before calling attention to the error. In any case the business way is to accept the draft and pay it and afterwards explain to the wholesaler about the error, which would be allowed on the next bill of goods. This course would save much useless trouble to both parties and also expense to the wholesale house.

It can, moreover, truthfully be said that the retailer, who, for no good reason, returns drafts made upon him, is perhaps unconsciously, but none the less most surely, injuring his credit in the eyes of the wholesale merchant who has drawn on him, and the oftener he does this the lower sinks his credit. This fact, if realized by the retailer, should in itself be sufficient to cause him to cease the practice, except for very good cause.

THE WHITE LILY WASHER CO. UNJUSTLY ACCUSED.

The White Lily Washer Co., of Davenport, Iowa, feel that they have been unjustly accused of furnishing a certain proprietary medicine concern with Washing Machines, so the medicine distributor can give them away as premiums as a reward for selling a specified number of cases. This would be, if true, the course of action criticized by our Pittsburgh trade correspondent recently as being detrimental to the interests of the entire retail trade of the country. The White Lily Washer Co. strenuously object to this false position before the trade in which they have been placed, as they are opposing the catalogue and premium giving houses continually and earnestly, and have never even had any correspondence with the parties who have referred to their washers as being obtainable under the specified conditions, or with anyone in the town where the remedy plant is located. The cut of Washer used in the advertisement is one apparently "faked" for the occasion, as it represents none of the features which have made the "White Lily Washer" famous. The White Lily Washer Co. express their willingness to spend $1,000 if it can possibly prevent the advertising parties from filling any orders they receive for Washers, as the great interest felt by the Washer Company in their own method in selling only to the legitimate retail Hardware trade by which they purpose to protect them in every way imaginable, in making their Washer retain the popularity which their methods of fair dealing have achieved

We present herewith the article complained of which was published in the *Iowa Trade Journal* of December.

WASHING MACHINE GIVEN AWAY.

Look on your display floor—in your warehouse—and see if you have any White Lily Washing Machines. If you have, how do you expect to sell them when other people are offering to give them away. In the *Chicago American*, on Sunday, November 12th, appears an ad of the Grandma Remedies Co., New Milford, Conn. For the selling of these remedies, this company give what they call a large number of useful and handsome premiums. One of these "premiums" is the White Lily Washing Machine, given for selling 48 boxes.

On this page we reproduce the cut of the washing machine just as it appeared in the ad. Our reason for doing this is that it is hardly fair to ask a merchant to try to sell an article for money, that others are trying to give away.

When any article is offered as a premium for selling patent medicines it surely depreciates its value and its position as a meritorious article. It is better to cut out all articles used as premiums in this way and handle only those that are not finding their way into such avenues of trade.

In reply to this the president of the White Lily Washing Machine Co. addressed the editor as follows:

DAVENPORT, IOWA, Dec. 6, 1905

MR. W. J. PILKINGTON,
Editor *Iowa Trade Journal*,
Des Moines, Ia.

Dear Sir: We are just in receipt of your issue of December, and note your comment on an advertisement that appeared in the *Chicago American* of Nov. 12th, in which the Grandma Remedies Co. offers to give away a "White Lily" washing machine for selling 48 Boxes of some patent medicine. We want to take exception to your criticism, not because we think you are wrong in fighting the Premium Fakir, but because a man is considered innocent until he is proven guilty. There is no concern in this country that is fighting the Catalogue House and Premium-giving Concern any stronger than the White Lily Washer Co., and as soon as we saw this advertisement in the *Chicago American*, we immediately started an investigation to try and find out where these people got our machines. On investigation, we find that we have never quoted nor had any correspondence whatever with the Grandma Remedies Co., nor have we ever shipped a machine to their order. We also find that we have never shipped any of our machines to anyone in the town of New Milford, Conn.

On further investigation, we find that the electrotype used, is different from anything we ever had made. We do not sell our machines to the jobbing trade, but sell direct to the legitimate retail dealer, so that we are in a position to know just where our machines go. We have endeavored to find out from dealers in the vicinity of New Milford, Conn., if they have been supplying the Grandma Remedies Co. with our machine, but have been unable to locate anyone who will admit that they supply our machines to this concern.

After all the investigation we have done, we have come to the conclusion that the Grandma Remedies Co. have gone to some dealer outside, secured one of our machines, had a cut made at their own expense, and used it because they thought it would be a drawing-card on account of the popularity of the "White Lily" washer. We can only wait and see. If they do much business from their adv., some dealer will be ordering more than the usual amount and we will then probably be able to find out where they are getting our machines; and we are willing to spend One Thousand Dollars if we can possibly stop these people from filling any orders they take, and we assure you that we will leave no stone unturned to probe this matter to the bottom.

Now, Mr. Editor, we think that our interests are mutual. We appreciate the fact that you are fighting the Catalogue House and the Premium Fakir. Do you not think that you are doing the cause an injustice by not investigating a matter of this kind before passing judgment and asking the trade to cut out the sale of a machine from

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a manufacturer who, we take it upon ourselves to say, (and we are prepared to back up our statement) has done more to fight the Catalogue House and Premium Fakir, than any other concern in the washing machine business. We wish to ask you one thing more. How can a manufacturer prevent a Fakir from going to a retail dealer, buying an article of any kind, having an electrotype made of it, and advertising it for any purpose he sees fit? If you are sincere in your fight, you can probably answer this question, although we admit that while the writer has taken a deep interest in this question, he is unable to solve the problem. After the above explanation, we think you will agree that you have done us an injustice, and we hope you will see fit to give this the same publicity given the criticism in this month's issue of your valuable paper.

Very truly yours,
WHITE LILY WASHER CO.
By SAM T. WHITE,
Secy. & Treas.

THE MANUFACTURING CENTRE OF THE UNITED STATES.

It has been discovered by the aid of the Census that the centre of population is moving farther west with the increase of population, and is now found to be in Ashland County, Ohio. As the United States now stands at the head of the world in manufacturing it is pleasant to know that Ashland County holds her own and enjoys the unique distinction of being the centre of our manufacturing activity. Recently in Chicago F. E. Myers of F. E. Myers & Brother, who is no stranger to Ashland and vicinity, had his attention called to this important fact by the secretary of the National Association of Exporters who informed Mr. Myers that the U .S. Census, Department of Manufactures Volume 1, Page 171, locates the centre of manufacturing activity three miles southeast of Loudonville, Hanover Township, Ashland County. In 1850, the centre was near Mifflintown, Pa.; in 1860, near Indiana, Pa.; in 1870, near Kittanning, Pa.; in 1880, near Butler, Pa.; and in 1890, near Canton O. The census of 1900 places the centre of our manufacturing in Ashland County as above referred to. What effect this will have in the manufacturing of Pumps and Haying Tools cannot be ascertained at the present moment, but occupying as they do so favorable a central location F. E. Myers & Bro., Ashland, Ohio, ought to catch the trade from every direction, and bag the game "both coming and going."

NO OPENING TIME.

Who opens the store in the morning? Not you, of course; but do you know when it is done? There is a big leak in many a concern just by not having things in running order promptly in the morning. Somebody gets there first, but usually that somebody is the office boy or one of the less responsible members of the working force.

Did you ever think how a great military campaign is carried out? It is the head of the army that gets busy first; then he calls in his high officials and they work out their plans. The army rests.

When the time of action comes, not a column is moved or started by the order of a subaltern; the commanding officer himself is on the ground to actively supervise the preliminary preparations.

It may not be consistent with the dignity of the firm to get to the office in advance of the office boy, or in accordance with their ideas of comfort to arrive until the room is warmed; still, before opening time there should be some one of responsibility there to see that the business machinery is properly oiled for the day's grind.

EXHIBITS AT THE IOWA CONVENTION.

The Iowa Retail Hardware Dealers' Association, which will meet in annual convention at Des Moines, February 14, 15 and 16, are perfecting arrangements by which they will make the exhibits a feature of the convention programme. To this end they are perfecting arrangements to hold the Convention Meetings and exhibits under the auspices of the Association, on the first and second floors of the Bush Block at 812 and 814 Walnut St., Des Moines, Iowa. These two rooms each 44x125 will give ample space for meetings and exhibits, and identify the exhibits as a feature of the convention programme, at the same time assuring all exhibitors an equal opportunity of displaying their goods and wares which is impossible under the hotel system. They have placed the rental for space at a nominal figure, and thus relieve the exhibitors of exorbitant charges frequently demanded by the other system. The Association will have a superintendent of exhibits with watchmen and janitors to give general care to building and exhibits. Both rooms will be lighted and heated and open from 9 a. m. to 10 p. m. each day of the convention. Special lighting for exhibits, if desired, will of course be arranged for by the exhibitors. Those who desire particulars as to charges, etc., may communicate with A. B. Sale, secretary-treasurer, Mason City, Iowa.

LEGAL CORRESPONDENCE

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

PAYMENT OF DEBT WITHOUT DEBTOR'S REQUEST.

QUESTION.—A property owner owed a firm of Hardware dealers $36.50 for materials which he had bought of them. "X", a neighbor, who did not owe the firm anything and was not under any obligation to the property owner, paid the debt as an act of kindness during the debtor's absence. The debtor never requested him to pay the bill and now refuses to pay him the amount advanced. Can "X" recover it against the debtor?

ANSWER.—"X" cannot. There was never any express request to pay this debt. There are no circumstances from which a request can be implied in law. A man who pays another's debts without being asked to do so and without any obligation to do so, pays at his peril and if the debtor chooses not to reimburse him, he cannot recover anything against the man whose debt he has foolishly paid.

LIABILITY OF A RAILROAD COMPANY FOR FALSE ARREST

QUESTION.—A man went to a railroad station and bought a ticket for a town about twenty miles distant, paying for it with a five dollar bill and receiving the change. While he was on the platform waiting for the train, he was arrested by a police officer and charged with passing counterfeit money. After an examination it was found that the bill was good and he was released. It seems that a short time before the arrest, a circular had been left with the ticket agent at this station, describing a man who it stated was engaged in passing counterfeit five dollar bills and offering a reward for his arrest. The ticket agent believing that the man arrested was the person described in this circular and in order to obtain the reward, caused the arrest described. On these facts has the man who was arrested any remedy against the railroad company?

ANSWER.—We do not think that he has. Assuming that the ticket agent directed the arrest and that it was not justified, the question still remains whether the ticket agent was acting in the line of his duty so as to make the railroad company responsible for his acts. For whatever the agent did within the scope of his employment and for the purpose of protecting the interests of the railroad company, the company is responsible. But on the facts as you state them, the agent was not acting with a view to the protection of the interests of the company, but apparently for the purpose of aiding the police in the detection of a criminal and thereby securing for himself a reward. If the agent had caused the arrest for the purpose of recovering the property of which he supposed the railroad company had been defrauded by the counterfeit bill, it might then be said that he was engaged in the protection of the property of the company and acting within the lines of his duty, and the company would be responsible for his acts. But no such facts appear from your statement.

SALE OF CABBAGE SEED BY DESCRIPTION—WARRANTY.

QUESTION.—I went to a seed store and bought six pounds of cabbage seed, ordering the same from a printed catalogue of seeds, which in the catalogue were described as "Genuine large Bristol Cabbage seed". The seeds were delivered to me and I planted them, but after the cabbage were grown, found that they were mixed with inferior varieties so as to be worthless for the market. Consequently my whole season's crop was spoiled. Have I any remedy?

ANSWER.—The general rule is that a sale of goods by a particular description implies a contract or warranty that the goods sold are of that description. A dealer who sells an article, describing it by the name of an article of commerce must understand that the purchaser relies upon the description as a representation by the seller that it is the thing described. This is the rule, even though there has been no express warranty or agreement that the goods furnished corresponded to the description. We think, therefore, that by the selling of the seed as large Bristol cabbage seed, the dealer warranted it to be such and that you are entitled to recover from him the difference in value between the crop raised from the defective seed and the value of Bristol cabbage such as would ordinarily have produced that year.

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PROFIT MAKING LINES

CHAIN BLOCKS IN THE HARDWARE STORE.

In casting about for new lines which will yield profits, the Hardware merchant should not overlook Chain Blocks.

At first thought, the ordinary merchant will say, "There is no use for chain blocks in my vicinity. Why, half the people don't know what a chain block is." Right *there* is the point. Educate your customers about chain blocks—their convenience, safety and ability to *save money*—and you can make a neat profit. The other day a garage in a suburban town near the writer's home bought a chain block from a local Hardware merchant to lift automobiles.

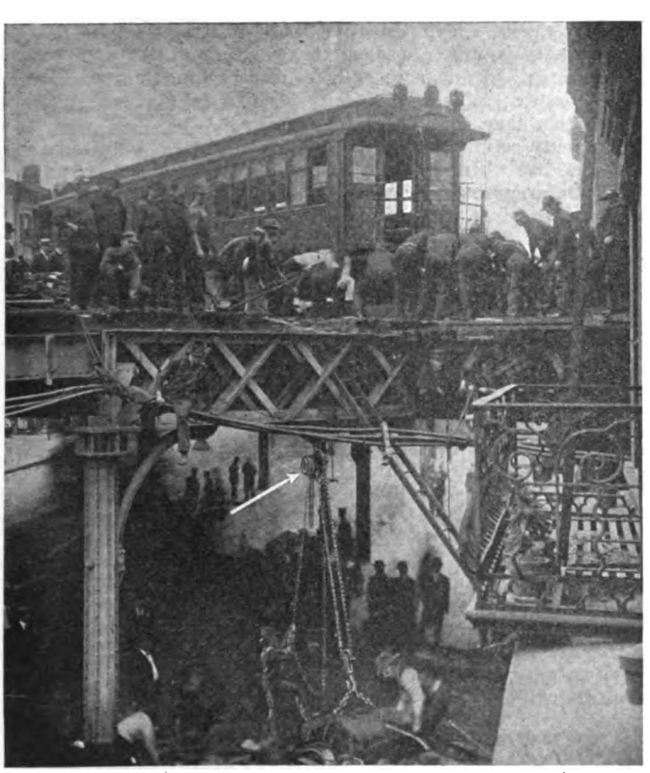
Chain blocks are used for almost every conceivable lifting purpose. Farmers use them for pulling stumps, lifting horses, wagon beds and rigging; truckmen use them for handling baled hay, cases, heavy timbers, stone, and for lifting pianos, safes, etc., to upper floors; monumental men use them for loading and setting monuments; water departments use them for laying heavy piping. Street railway systems, ice and electric lighting plants, freight houses, brick works, factories, machine shops, foundries, railroads, shipyards, refineries, ships, mines, and building contractors, all use chain blocks extensively.



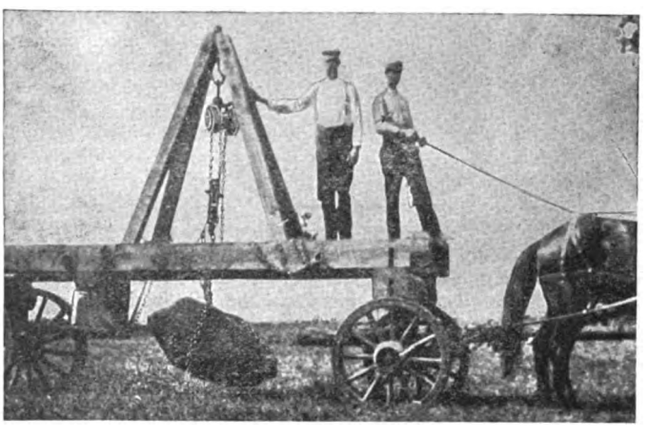
TO LIFT A HORSE.

A chain block has several distinct advantages over rope tackle. It holds the load automatically so that the danger of the load falling is eliminated; the chains (unlike rope) are not effected by dampness and cold; it is much safer and very much more efficient—that is, it has a greater work-doing power.

The original chain block—the Weston Differential pully block—has achieved literary immortality in Victor Hugo's "Toilers of the Sea." This block has been manufactured for more than 30 years by The Yale & Towne Manufacturing Co., of 9 Murray Street, New York. With it one man can lift as much as half a ton. It is a safe and convenient hoist for all ordinary lifting where high speed and economy of power are not essential factors. They have since put two more-efficient blocks on the market—the screw-geared Duplex and the spur-geared Triplex. The latter is the best chain block made in points of ease, safety, economy of effort and ability to withstand wear.



AN EMERGENCY HOIST—CLEANING UP A WRECK.



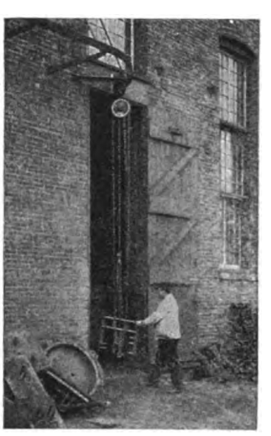
ON THE FARM—HANDLING A 3-TON STONE.

One man has lifted as much as 20 tons with the 20-ton size. A boy can readily lift 10 tons with it, or the full capacity with the smaller sizes of the Triplex. It is veritably a lifting giant, yet very quick. This latter merit has placed it in Uncle Sam's forts and battleships where it is used to handle ammunition, etc.

To show the unusual character of some applications of chain blocks, it will be of interest to know that they are used in churches to lift heavy altar lamps and in museums to handle the bones of gigantic pre-historic animals.

Yale & Towne Triplex blocks with 100 ft. lifts are in use in a New York theatre to handle scenery. Recently a safe was elevated to the fifth floor by using two 2-ton Triplex Blocks of 45 ft. lifts. These blocks were hooked together, thus getting double speed and doing the job in a very satisfactory manner.

In many large and small plants, all the lifting is done with chain blocks, while others use hundreds as supplementary hoists. The simplest application of a chain block is to sling it from a beam or hook. In mills they are generally used on cranes and trolleys.



ON A LIGHT TROLLEY.

A large department store is installing a $1400 trolley system using Triplex Blocks to handle goods. Such a system enables one man in a short space of time to unload, transport to any part of the floor and tier unwieldy or heavy packages without assistance. There is no wear on the floor, no noise as in using hand trucks, and no stirring up of dust. This brings us to the thought that even the smallest Hardware dealer can use a Triplex on a few feet of track to unload goods and convey them into the warehouse or store. The cost of such an installation may be from $60 up. A merchant could use the block for this purpose and at the same time exhibit it as an object lesson to customers.

We illustrate herewith a few applications of chain blocks which will appeal to many customers of the ordinary Hardware store.

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The aim of education should be to teach us rather how to think, than what to think—rather to improve our minds, so as to enable us to think for ourselves, than to load the memory with thoughts of other men.—*Beattie.*

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It is with wits as with razors, which are never so apt to cut those they are employed on as when they have lost their edge.—*Swift.*

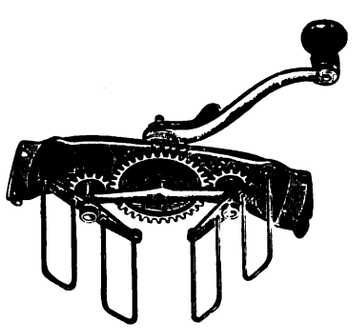
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THE "UNIVERSAL" CAKE MAKER.

Landers, Frary & Clark, New Britain, Conn., with New York office at 300 Broadway, are introducing to the Hardware and House Furnishing Trades a new article in the "Universal" Cake Maker, which is destined to become an exceedingly popular culinary improvement, which we show in the several cuts herewith. All parts are heavily tinned, including the pan, which is made of one piece of sheet steel covered with a heavy coating of pure tin, which does not darken the batter and prevents rusting. It

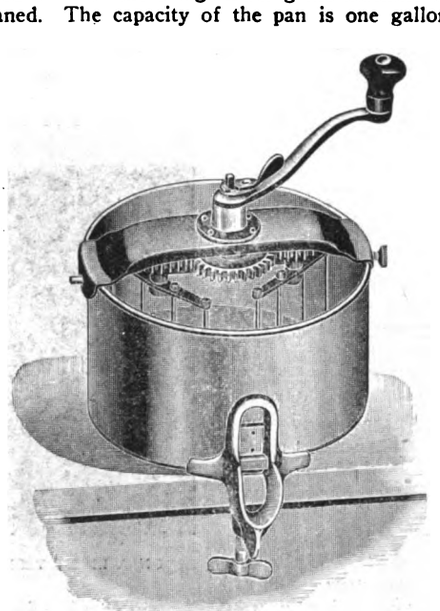


TINNED STEEL PAN.



OPERATIVE PARTS WITH BRIDGE.

is extremely simple in its construction and the operative parts can be lifted off with the bridge making the machine exceedingly easily cleaned. The capacity of the pan is one gallon, and the



THE "UNIVERSAL" CAKE MAKER.

machine may be firmly clamped to the table, leaving both hands free, the lightness of the pan making it more easily handled than the customary earthen bowl. Through the large and small gears the beaters revolve five times for every revolution of the crank, insuring rapid, uniform and thorough mixing of the materials. Each machine weighs 4½ pounds and is packed in a strong pasteboard box, six being packed in a case.

PARALYZING PROSPERITY FIGURES.

In his annual report the Secretary of Agriculture states that the wealth production on the farms of the United States in 1905 reaches $6,415,000,000, the highest amount ever attained in this or any other country. Four crops make new high records as to value, namely, corn, hay, wheat and rice, but corn is the only one that exceeds previous yield. Besides the enormous yield of wealth, the secretary estimates that the farms of the country have increased in value during the past five years to the large amount of $6,133,000,000. Analyzing the principal crops for the year the production of corn is given as 2,708,000,000 bushels, of a value of $1,216,000,000. The hay crop this year comes second in value, replacing cotton, which held that place in the two preceding years. The value of the former is placed at $605,000,000 and of the latter at $575,000,000. The wheat crop is given at $525,000,000, oats at $282,000,000; potatoes $138,000,000; barley, $58,000,000; tobacco, $52,000,000; sugar cane and sugar beets $50,000,000; rice, $13,892,000; dairy products $665,000,000. In concluding his report the secretary says: "Should there be no relapse from his present position as a wealth producer, three years hence the farmer will find that the farming element, about 35 per cent. of the population, has produced an amount of wealth within ten years equal to one-half the entire national wealth produced in three centuries."

I. E. PALMER CO.'S NEW CATALOGUE OF HAMMOCKS.

The I. E. Palmer Company, Middletown, Conn., have recently issued their full and complete catalogue, illustratmg their line ot Hammocks all in colors, which they state represents the most elaborate and extensive line they have thus far put upon the market. The designs are selected and executed by the best talent which could be procured, and their striking appearance and harmonious blending of colors have brought the company words of appreciation from all over the country and abroad. Particular attention is called to the completeness of the line of Hammock Accessories offered in the catalogue. A variety of portable and adjustable supports, with awnings and nets; the Trapeze Bar, allowing the easiest and maximum movement to be obtained from a hammock; the Hammock Mosquito Bar, completely enveloping the hammock; the Anti-Friction Adjustable Hammock Hitch Hook, together with ropes for same; End Rings for hammocks, containing double eyes, allowing the jambing hitch, therefore doing away with any anchor or adjustable ropes. All wood bars are furnished with patented tips, so shaped that the stringing, when carelessly caught around the end of the wood bar, will slide off and not catch and break. The end cords at both head and toot of the hammock are carried down into the fabric and spreader, thus strengthening the edges of the hammock which usually give way first. The theory upon which the Palmer Hammocks are made gives greater strength and durability than is obtained, with the same amount of material, by any other method. One very striking design is that of a Hammock representing a Tiger skin. The entire hammock represents a complete skin with head and legs and the delicate warp shading, showing every grade of color from straw to dark orange, is most beautifully brought out in the fabric. Other lines represented are the Japanese, Bagdad, Grille, Indian, Solitaire, Utopia, and the Cupid Outfit for infants, on which a patent has been allowed making it the only properly constructed Infants' Hammock on the market. This beautiful catalogue will be sent to the trade free of charge upon receipt of application.

PARTNERSHIP DANGERS.

Partnership is rather a dangerous venture unless you know your man well in advance; still, insufficient capital is an incessant hindrance; so it is frequently wise to embrace the uncertainty rather than continue the known evil.

It is pretty certain that no two men will always think alike in all things, but where there is an equal partnership between two men some compromises will be a necessity. Both understand that from the first and neither one can over-ride the rights of the other. With more than two it is different. Two will go together, first on some unimportant matter, then as their natures coincide, will pull together more and more and the third man is sure to get discouraged or dissatisfied and pull in some other direction. There is where the fun comes in, for that concern's competitors in the business.

The moral of it all is, think twice before going into a partnership arrangement of two. Think many times before going into one of more than two. Don't think at all of going into an unequal partnership of any kind. If you were to get the big end of the partnership just make up your mind that you are getting associated with some sort of a fool. If you think of taking the little end conclude that you are associated with one sort of a fool already who will give you trouble enough. The only safe partnership arrangement is one wherein the interests of neither can by any means be controlled by some one else, where each has equal rights of control and there can be no combinations of a part of the business against the rest. The partners on the big side may profit from their weaker associates but a divided house does not hold public confidence.

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If a man does not make new acquaintances as he advances through life, he will soon find himself left alone. A man should keep his friendship in constant repair.—*Johnson.*

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IDEALISM IN TRADE

BY F. H. LUTHE, OF THE LUTHE HARDWARE CO., DES MOINES, IOWA.

While we are all somewhat, and maybe too largely, inclined to deplore the prevalence of what we term "trade inconsistencies" and "trade abuses," have we analyzed sufficiently the tendencies of the times, to convince and satisfy ourselves that they are anything but the logical consequences of evolution and progression in the economics of trade, contrasting strongly the present with the past, and imparting to us a sense of deep concern for the future?

Have we not long ago emerged from "pioneering" in trade, and are we not, in deploring the departure of a few propitious elements that characterized trafficking in Hardware in those days, and seeking to discover or create agencies for the removal of avowed antagonistic customs of to-day, attempting to reconcile provincial ways with metropolitan demands?

Are these various encroachments upon our trade "reserves," as far out of harmony with the complexity of influences and elements, which distinguishes trading of to-day, from that of a decade or two ago, as we in our more meditative moments permit ourselves to believe? Perhaps not. While we all refer reverentially to the good old days of yore, we would not if power were given us, ever consider abandoning the broader environment of to-day, for the narrower opportunity of the past.

Ideal Trade.

To my mind, idealism in trade, contemplates several essentials, in order to make success attainable.

First—The choice of a substantial, legitimate and well defined branch or line of business.

Second—Its establishment in a reliably productive, uniformly prosperous section of country.

Third—An increasing population of liberal consumptive capacity, endowed with an instinct and genius for producing and accumulating property and wealth.

It seems to me, that the fabric out of which success had to be woven, never was supplied with such manifold ingredients of superior raw material as we command. No branch of trade is regarded with more dignity and respect, than the one with which we are allied. There are no ninety-nine counties, contiguous to each other, anywhere in Uncle Sam's grand domain, that can, year after year, excel in productiveness, this beautiful garden spot that kind fortune smiled at, and placed us upon. And a sturdy people of industry and thrift lays a foundation of security upon which our negotiations and transactions are to rest.

All the elements are present which are primarily contributory to the attainment of Idealism in Trade. They will not, however, flow together through natural processes, and form a chemical compound that can be bottled, labeled and held ready for use. Talent, enthusiasm, courage and perseverance in generous proportions, must be mixed therewith, before substantial returns or results are manifest.

Competition.

Amid surroundings eminently favorable to great achievement, it should not be surprising to find a sharp contention for the possession of the returns of industry and commerce.

Competition with ourselves, and counter-competition with branches of "outside" or unrelated businesses, finds as a result, a keen development. Inroads are being made on what we regard as our legitimate trade province, and human-like, we attribute the absence of part of the success we should have merited, to these incursions made by trade foes, rather than to acknowledge it as the penalty paid for moments when we indulged in sleeping on our rights.

Admitting that some "raids" are being made on our profession, are we administering to our neighbor's rights, the same conscientious consideration to which we are, with unquestioned authority, claiming title. What have not only been our own practises, but what are we now advocating with much ardor and zeal. An increase in, and greater variety of lines in our stores. And does that not directly imply trespassing on the rights of other merchants.

Have we any closer moral claim to trade on silver plated ware and clocks, paints, oils and glass, harness and whips, screen doors and building papers, field and garden seeds, and a multitude of other lines, originally undentified with Hardwaredom, than for example, the groceryman has on tinware and other kitchen utensils?

Is it a rational business proposition which contemplates "Entrance Forbidden" on one side of the fence, and an "open field" on the other, especially in an age when the blending of all classes of business seems to be a feature of trade?

Momentarily, these questions may appear as irrelevant, but a little further deliberation will prove that they are very pertinent to the subject in hand, inasmuch, as the broad development of any industry or trade, makes a circumspective analysis of antagonistic, as well as favorable influences a matter of primary consideration.

Doubtlessly, the strongest opposing forces to our ultimate success, are as now viewed, these encroachments on our trade rights, which we are enduring under so much protestation, and for which, if no immediate means of removal can be found, a strong preventative from further depredations must be sought and applied. To handle intelligently a trouble of this nature, its source must first be located. We find that inducements to the consumer by way of prices, have tended to divert a considerable percentage of trade, that was formerly classed with our regular patronage.

Increased Business.

In some instances, like with tinware, granite ware, etc., the competition consequent upon new interests engaging in the business, has reduced prices on entire lines of previously restricted consumption, so that, in a few years, the demand has increased four and five fold. Articles of infrequent use and sale, have been promoted to the ranks of the most staple sellers that our stores contain. Thus, competition has not been without its compensation, if, in the change established, our heretofore larger percentage of profit upon smaller gross sales, has been reversed to a reduced margin on multiplied sales, yes, making our actual revenue on a year's business in that department much greater than heretofore.

Trading in the abstract, is no different now, from what it was when man first found himself in need of commodities which a neighbor possessed. With the multiplicity of sources of supply that we find in each community now-a-days, the question of price is the one which holds the balance of power. In this country in particular, the average American citizen, is a Yankee Trader, and a bargain loving individual.

In our home requirements, we are all guided in bestowing patronage by the requisitions made upon the pocketbook, and not by sympathy, sentiment or philanthropy. So it is, with the great bulk of consumers of the land, and it thus becomes self-evident, that if we expect to continue as the leading distributors of Hardware and allied lines, we must heed this strong force of attraction, which controls to a greater extent than all other influences combined, the destiny of trade in its various departments. It is not enough to regard nails, wire and washing machines as the only items upon which the trading public expect attractive figures. All staple articles, and by that I mean, all goods and materials which have a reasonably frequent sale, as well as many commodities of lesser importance, must, to command 1905 trade, convey 1905 price benefits. The figures at which they are offered, must, to a reasonable degree, reflect present values.

Same Methods as Other Business.

The same methods and practices which contribute to the success of other legitimate branches of trade, may with discretion be applied to the Hardware business. In most of such other enterprises, we see frequent evidences of the use of price attractions, and where judgment is exercised, with good results to the seller.

The Hardware business, more than any other branch of trade, is closed to the introduction of "get rich quick schemes" or "gold bricks," for its very legitimate nature forbids such interspersements. Quality and appearance, in material and workmanship, must be conspicuous with each article offered, commensurate, of course, with the price asked. Where the basis of value is found in the metals employed in its manufacture, no item can command a fancy price because it has a beautiful exterior, but a shoddy interior. Actual value of the item offered from a viewpoint of utility, comes into first consideration. Our success cannot be spontaneous or spasmodic, but will be of the kind developed by the slow, but sure processes of wise business engineering.

Originally, we held firmly in hand, the entire Hardware situation. The practises which have alienated any portion of our trade, are in the eyes of the consuming public, just as legitimate, and as salutary as those we employ in the conduct of our own

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institutions. Such being the case, it is evident that it would have been infinitely better for us, to have anticipated many of those movements and practises and to have made of them, sensations within our own ranks. The advantage would have been, that the trade would still be confined to its natural channels, and instead of divided sales and diverted trade, the entire business would have passed over our counters, and would continue to flow toward us.

Successful trading in future, in iron and steel manufactures, contemplates a thorough and rigid adherence to rules, laid down by the economics of traffic, elevated to a scientific level. It is a problem, a study, but it will find a competent solution, in which sagacity and intrepidity will perform its part, like in the case of General Grant, when he was met by his much discouraged chief of staff, McPherson, at the close of the first day of the battle of Shiloh, a day of heavy Union losses, the latter said to him: "Things look bad enough, general. We have lost about half of our artillery and a third of the infantry. Our line is broken in several places, and we are pushed back nearly to the river." General Grant made no reply, and finally McPherson said, impatiently: "Well, general, what do you intend to do about it?"

Quick as a flash came the answer: "Do. Why I shall reform the lines and attack them at daybreak. Lord! Won't they be surprised." The outcome—the confederates in full retreat next morning before 9 o'clock.

I should not be misunderstood as otherwise than ardently and actively favorable, in a broad sense, to reform and restrictions, which offer fair promise of protection to our interests, against unbusinesslike customs and usages.

I believe that the question of increased business, and increased profits will find its natural, and most acceptable solution, to trader and consumer alike, in an era of increased consumption, brought about by a judicious campaign of gradual popularization of retail prices.

A readjustment of our old plans of operation will be necessary, and a system will be evolved, which will bring the various departments of our business into harmonious relation, for sales with small profits are never possible except when quick proceeds are yielded, which may in turn, find prompt reinvestment in the enterprise.

Our salvation, our immediate success and our enduring progress, lies in our inclination to grasp the opportunity of to-day, and to make it abound with auspicious results. To divine the tendencies and requirements of to-morrow, and to be prepared to meet and accept conservative reforms so that we may advance our interests along with the march of progress that characterizes commercial pursuits of the Twentieth Century. Most certainly we are not retrograding.

THE ADAMS & ELTING CO.

The third Annual Convention of the members, salesmen and other employees of the Adams & Elting Compnay, Chicago, was held in the rooms of the Hamilton Club, Chicago, December 4-5th. In point of attendance and enthusiasm it was far ahead of any former convention of this company and the only regret expressed was at the absence of the president, W. P. Adams, who is still in the East. Philip Elting, who presided, made the announcement that in every single line—and this aggressive concern manufactures a score— the volume of business had far exceeded that of last year, or any former year. In many instances the sales were 150 per cent. over any other year's sales. The first day of the session was given over to the discussion of mixed paints and fillers and stains, in which latter line the Adams & Elting Company claims to lead all other manufactures in the country in both quality and extent of production. It was shown that the Ad-el-ite Fillers and Stains were used in almost every large furniture manufacturing house in the United States, and much encouragement was found in the constantly increasing demand for them in view of the fact that high class goods are only produced and no cheap fillers or stains are put out. The mixed paints showed a very large increase in sales over last year, as did all specialties for which this firm is famed. Demonstrations were carried on throughout the convention and comparative tests against competing lines were made. The Enamels were given considerable attention and letters were read from several large iron bedstead manufacturers praising Ad-el-ite Tinted and White Enamels. This is one of the foremost lines of the Adams & Elting Company. The convention concluded with a banquet Tuesday evening at which covers were laid for about 100 guests. There was much speech making and much enthusiasm and the policy of the company to push the Ad-el-ite line by extensive advertising was applauded soundly. That this company can congratulate themselves again at the next annual banquet upon increased business and increased growth goes without saying. They have the aggressiveness and the progressiveness and they know no such word as "Fail." The banquet broke up about midnight with three cheers for the Adams & Elting Company.

RECENT TRADE PUBLICATIONS.

WE HAVE RECENTLY RECEIVED a very interesting and useful pamphlet entitled, "Standard List Prices on Carriage Forgings", which has been prepared and adopted by the following well-known manufacturing concerns: The Atwater Mfg. Co., The E. D. Clapp Mfg. Co., The Cleveland Hardware Co., Columbus Bolt Works, C. Cowles & Co., Richard Eccles Co., Keystone Forging Co., M. Seward & Sons Co., The H. D. Smith & Co., Toronto Bolt & Forging Co., Union Forging Co., Upson Nut Co., The D. Wilcox Mfg. Co. Up to the time of the publication of this pamphlet there has been no standard list of prices on carriage forgings, and for this reason it comes before the trade as a feature of especial interest. The list has been adopted by these manufacturers with the belief that the trade desires some uniform list on which they may base their quotations and purchases, and a copy may be obtained by applying to any of the manufacturing companies above named, who will be only too glad to furnish same to interested parties.

THE MCCRAY REFRIGERATOR COMPANY, Kendallville, Ind., have favored us with four very handsome books recently published by them, all of which are exceedingly artistic and interesting and full of the most valuable information regarding their Refrigerators and Cooling Rooms. One of these books is entitled "American Homes Provided With McCray Refrigerators", and shows a number of the various classes of residences from different sections of America, where these refrigerators are used, the object in particular being to illustrate the many ways of installing a McCray Refrigerator. Another of these most instructive books, which is their Catalogue No. 80, illustrates and describes at length the high grade McCray Tile, Opal-Glass and Oderless-Wood Lined Refrigerators, and is accompanied by a pamphlet which contains useful directions as to "How to Use a Refrigerator". The other two books are Catalogues No. 46 and No. 57, and describe and illustrate very thoroughly the McCray Refrigerators and Cooling Rooms which they claim have met with remarkable success in every field of operation and are unsurpassed in every way. Any of these valuable books will be sent upon request to parties interested in purchasing this line of goods.

THE GLOBE LAWN MOWER & MFG. CO., Reading Pa., have recently issued a very interesting and finely illustrated catalogue of their "Hawk" and "Sparrow" Lawn Mowers, a copy of which has been sent to us. They state in presenting their Lawn Mowers to the public as follows: "Knowing the long-felt want of a mower that can be easily adjusted and understood by the ordinary person, so as to avoid the usual troubles experienced on the lawn while cutting grass, we have invented, after years of study and practical experience, the 'key' to the situation, which will now make the lawn mower a perfect machine." They claim that the "Hawk" and "Sparrow" are the very best high-grade, ball-bearing lawn mowers made, the material and workmanship being of the best, and their being so constructed as to cut with ease grass seven to eight inches high. They also claim that they cut closer to a border than other lawn mowers and that they can be adjusted to actually shave the earth, making them desirable mowers for use on the Golf Links, Parks and Fine Lawns as well as on ordinary Lawns. Further information may be obtained by writing to the manufacturers.

THE WOOD SHOVEL AND TOOL CO., Piqua, Ohio, have sent us an exceedingly artistic brochure containing a number of very fine illustrations relating to their plant, and showing the rooms in which various operations are conducted. This Company manufactures Shovels, Spades, Drain and Ditching Tools, of all kinds and styles, in the plain and hollow back patterns, also Telegraph and Telephone Shovels and Spoons. The plant occupies a two-acre tract, with streets on two sides, and has its own private railroad track of 600 feet. The pamphlet describes the Main Factory Building and others, and the Steam and Power Plant, and contains a very interesting article on "Making A Shovel". When writing, ask for pamphlet entitled, "The Model Shovel Plant of the World."

THE WILSON SAW & MFG. CO., Port Huron, Mich., have made us the recipients of one of their latest catalogues which is attractively gotten up and finely printed on excellent paper. The book is very comprehensive, containing over fifty pages of valuable information regarding Saws of every description, and is profusely illustrated. They state as follows: "Each Saw is warranted perfectly true, or as true as it is possible to make it, free from flaws and seams. If found to be defective in any of these particulars it may be returned to us, and if on examination we are satisfied the Saw is at fault, all necessary repairs will be made free of charge, or a new Saw given in exchange, provided it is returned within 30 days from delivery." Catalogue may be had upon request.

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RECENT TRADE PUBLICATIONS.

THE BILLINGS & SPENCER CO., Hartford, Conn., makers of Genuine Packer Ratchet Drills, are issuing an eight-page folder describing, illustrating and pricing their products. Price lists are given of Packer and Boiler Ratchets with Square Taper Holes in Socket, Taper Socket Packer Ratchet with Taper Hole in Socket, "Railroad" Packer Ratchet Drills, and Billings Double Acting Ratchet Drills. A copy of this most interesting and instructive pamphlet may be had upon application.

CRANE BROTHERS, Westfield, Mass., manufacturers of Linenoid Seamless Goods, are issuing an attractive circular which is their Price List of Phonograph and Graphophone Horns, Megaphones, Model Yacht Hulls, Sportsman's Carry-All, and Pool Triangles. Information regarding these and other goods manufactured by this Company will be gladly sent to interested parties.

THE PIKE MFG. CO., Pike, N. H., have sent us an eight-page folder regarding Corundum and Emery Wheels, which they state they have recently added to their general abrasive business, and are now prepared to furnish promptly. The pamphlet contains a Price List of Regular Wheels, Cylinder and Cup Wheels, A Classified Table and a Table of Grinding Wheel Speeds. An illustrated catalogue showing a full line of these goods will be furnished on application.

THE BUCKEYE CHURN COMPANY, Sidney, Ohio, manufacturers of Woodenware Specialties, have sent us a neat little booklet which describes and illustrates the Buckeye Churn, Ash Dash Churn, The Buckeye, The Queen and the Hero Washing Machines, and the Eureka, Climax and Buckeye Oak Horse Pails. Accompanying this pamphlet is Price List F, illustrating and pricing Root and India Palmetto Scrub and Horse Brushes. The manufacturers will be pleased to send any information desired in regard to their goods, and to quote their best discounts to the trade.

THE BRIDGEPORT WIRE GOODS CO., 82 W. Broadway ,New York, N. Y., have favored us with a copy of their pamphlet, describing, illustrating and pricing "Swift-Selling Wire Specialties." In presenting this Catalogue to the trade they call particular attention to the high-grade character of their goods. Every piece of wire used, they claim, is of the best steel, heavily tinned after goods are made. Workmanship is unsurpassed and durability assured beyond any similar goods in the market. Among the specialties shown are the following: Smokeless Broiler, Soap Rack, Sink Cleaner, Tumbler Holder, Tea and Coffee Strainers, Sink Brushes, the Ideal Gas Toaster and the Ideal Gas Broiler. Send for catalogue.

PATTERSON, GOTTFRIED & HUNTER, LIMITED, New York, N. Y., have recently issued an attractive little booklet entitled, "Holiday Suggestions, 1906". The book contains descriptions and illustrations of The Champion Automobile Repair Kit, The Folding Bench Cabinet, The Machinists' Bench Tool Set, Pocket Knife Tool Kit, and Machinist and Jewelers Small Tool Cabinet. The pamphlet will be found a handy and useful one to those interested in this line. Send for one.

THE JOHN E. BASSETT & CO., New Haven, Conn., have presented us with a very unique pamphlet entitled, "The New Haven Almanack for the Year 1906." This interesting booklet contains a calendar of days and months to which are added certain old time pictures with some historical facts and many pertinent observations, all bringing to the attention of the reader, more or less, the complete line of Hardware carried by this Company. A copy of this most interesting and useful little pamphlet will be gladly sent upon request.

COLWELL LEAD CO., New York, N. Y., are presenting to the trade their Catalogue "D", entitled "Lead Goods", which is finely gotten up and carefully arranged throughout. They state that the booklet is issued because of the numerous requests which have come to them from time to time for catalogues embracing the lines of metal goods to which it pertains, for information and formulas characteristic of and applying to them. This concern has for many years been among the largest manufacturers of the lines represented in this most instructive and convenient catalogue, and they claim their capacity is now greater than ever as a glance at the view of their works at Elizabethport, N. J., given as a frontispiece, will indicate. The book is indexed and is profusely illustrated, and will repay a careful perusal. For information on Lead Goods of any description write for this most interesting and valuable book.

AMERICAN IRONING MACHINE CO., 100 No. Clinton St., Chicago, Ill., have recently issued a very attractive little pamphlet entitled, "To Lighten Women's Work", setting forth in a very convincing manner the numerous advantages to be derived from the use of the "Simplex" Ironing Machine. The manufacturers claim that the machine is exceedingly simple, easy to operate, economical in fuel, and does its work in one-tenth the time it takes to do it by hand. The large size irons goods two yards in width with one fold, and up to 37 inches without folding; the smaller size in proportion. They state they will be pleased to give any further information desired.

J. STEVENS ARMS & TOOL COMPANY, Chicopee Falls, Mass., have sent us a copy of an exceedingly interesting booklet, showing "What the Manufacturers of the Famous Stevens Firearms are doing for the Merchant who handles this popular line." They are only too glad to furnish dealers with Abridged Catalogues, Part Envelopes, Aluminum Hangers, Blue Cards, Electrotyped Advertisements, also cuts of Stevens Models, assured that Stevens practical Advertising Accessories are trade winners. They state as follows: "Stevens Advertising Methods, like Stevens Arms, are hard hitting and shoot true. Our manufacturing, selling, and advertising policy epitomizes a square deal for the dealer. Almost half a century of consistently successful achievement is behind our tried and proven line. Our line is the most extensive and varied, representing the output of one manufacturer, and consists of Rifles, Pistols, Shot Guns, Rifle Barrels and Specialties, etc." Send for their 140-page illustrated catalogue for more complete information.

BROWN & SHARPE MFG. CO., Providence, R. I., have sent us a copy of their latest catalogue of Mechanical Machinists' Tools of every description. The catalogue is finely gotten up, being profusely illustrated and the descriptive matter being very instructive and comprehensive. It contains over 160 pages and is carefully indexed. The Brown & Sharpe goods are so familiar to all who deal in this line that a description of them is unnecessary. However, especial attention is called to a number of new tools that have been added during the past year; among them are Tempered Steel Hook Rules, Tool Makers' Knife Edge Straight Edges, "B. & S." Scribers, Tool Makers' Clamps and Automatic Centre Punches. These Punches are claimed to be one of the most novel and practical tools that have been added during the year. The Adjustable Centre Punch is provided with means for regulating the strength of the blow and is found particularly well adapted to laying out tool work. Other new tools are Tool Makers' Calipers and Dividers, Universal Dividers No. 856, Improved Steel Beam Trammels, No. 852, Micrometer Calipers, Nos. 4-A and 5-A, Micrometer Caliper Set, Dial Test Indicator and Universal Surface Gauges. Write for Catalogue No. 107.

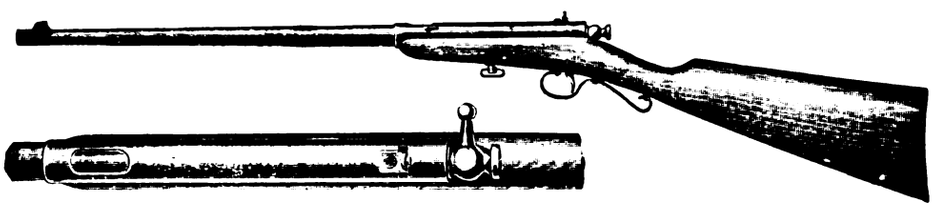
KEYSTONE LOCK WORKS, Lancaster, Pa., have sent us a copy of the very handsome catalogue which they have recently published, which they state supersedes all former issues published by them. The catalogue contains a very complete showing of the goods manufactured by them, and gives detailed descriptions and profuse illustrations of Pressed Steel, Wrought, Cast and Malleable Iron, Steel, Bronze, Brass, Nickel and Aluminum Padlocks and Night Latches. Attention is called to the many new lines designed, and the many improvements, of merit in old lines, all of which will be readily recognized by a careful perusal of the pages of the book. They state that the volume includes goods only of their own production, most of which originated with them, and they believe theirs is the most extensive line of Padlocks made by any single concern in the world. Their line has been so broadened during the past few years as to now include Padlocks for every known purpose, all of which are straight, honest and reliable goods. The catalogue measures 7x10 inches, numbers over 80 pages, and contains a very carefully arranged Numerical Index. When writing for this very interesting and instructive book ask for Catalogue No. 16.

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NEW GOODS AND SPECIALTIES.

HAMILTON RIFLE—MODEL 23.

The Hamilton Rifle, Model No. 23, is of the Bolt Action type, combining simplicity of action with strength and safety. The barrel, with action, is 21¾ inches in length, being finely tapered and beautifully finished in Blue-Black gun finish. The quality of rifling is unsurpassed, assuring absolute accuracy and strength of shooting. The action is automatic, both in putting cartridge into the chamber and ejecting exploded shell. To open action, throw up the thumb-lever and pull back the bolt, thus opening aperture to top of barrel. If exploded shell is in barrel, this action automatically ejects same, leaving action ready for new cartridge. To load, simply drop cartridge into aperture thus opened, push bolt forward, automatically putting cartridge into chamber, and throw thumb-lever to the right, which securely locks it. To fire pull back firing pin until it locks into trigger. Firing pin and trigger cannot be operated, however, unless thumb-lever is properly locked, thus making the entire action of Rifle absolutely safe under all conditions. When action is closed the breech-lock and working parts are thoroughly protected from dirt, rain, snow, etc., by a sliding cover which covers the aperture, and also thus protects the shooter against any danger from leakage of defective cartridge. To more readily clean barrel and action, the working parts may be easily and quickly taken out of barrel, by throwing thumb-lever up and pulling back bolt, holding trigger back with finger at the same time.



HAMILTON RIFLE—MODEL 23.

GOODELL "400" KITCHEN KNIFE.

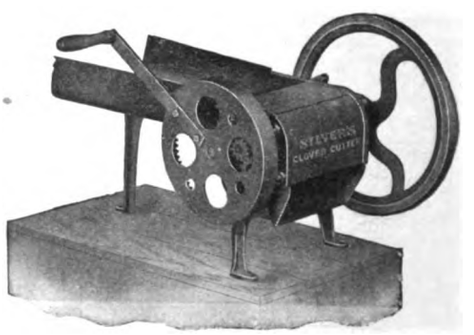
The Goodell Company, Antrim, N. H., and 10 Warren Street, New York, N. Y., are the manufacturers of this handsome addition to their line of Cutlery, which is destined for kitchen use. We illustrate herewith the Kitchen Knife No. 400, which is a high grade knife for the purpose, made from a special grade of steel which is used only in their highest grade of Shoe Knives devoted to cutting sole leather. This steel is tempered by an improved process, and the acid usually found in apples, lemons, etc., does not affect the temper, enabling the edge to be held better when thus applied than any other material. This Kitchen Knife is beautified by having a very ornamental metal bolster, and the improved method of fastening the Knife tang in the ebony handle, which is done by forcing hot metal under pressure inside the ferrule and handle by the Company's patented process, which was originally used in connection with the cut glass handled cutlery of its manufacture. The blade is warranted not to come off as the metal is forced into the handle at right angles with its length, thus filling a portion of the handle and the ferrule. The blade has a cutting edge of 3⅛ inches and the knife is 7¼ inches long over all.



GOODELL "400" KITCHEN KNIFE.

SILVER'S CLOVER CUTTER.

The Silver Manufacturing Co., Salem, Ohio, are the manufacturers of the Clover Cutter which is shown in the accompanying illustration. This machine has been specially designed for cutting clover, alfalfa, etc., for feeding poultry, as it has been demonstrated that cut feed is one of the necessities in successful poultry raising. The machine has a heavy fly wheel, and is easy running with great rapidity of execution. The cutting plate is adjustable, allowing the operator to keep the cutting device in the best possible condition. The throat of the machine is wide, giving more room to spread out the clover, which makes the machine cut very much easier than machines with a narrow throat. This machine has four 8 inch solid center spiral knives and cuts ⅛ inch in length. The length over all is 24 inches, length of box 18 inches, width of box at largest end 10 inches, width of box at throat 8 inches. It is claimed that it will cut a bushel of clover in ten minutes. It is intended to be mounted on a box or bench the proper height for the convenience of the operator, and its weight is 60 pounds.



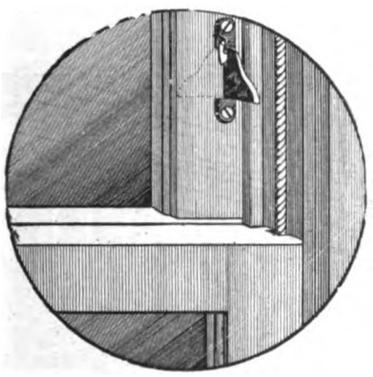
SILVER'S CLOVER CUTTER.

THE CANNON VENTILATING WINDOW LOCK.

The Cannon Manufacturing Co., 388 La Salle Avenue, Chicago, Ill., is offering the Ventilating Window Lock, shown herewith. It is made of malleable iron and has a swinging leaf to allow the sashes to pass each other when the lock is not in use. The lock is secured in its open or closed position by a safety catch. It is screwed on to the right hand side of the upper sash about 5 or 6 inches from the bottom of the sash, thus permitting ventilation by having either the bottom or the top sash open or both. The dotted lines in the illustration indicate the position

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of the swinging leaf when the sashes are to pass so that the window will be wide open. In places where articles in the room can



THE CANNON VENTILATING WINDOW LOCK.

be reached from the outside through the lower window another lock may be placed on the casing or molding just over the top of the lower sash, thus permitting the locking of the lower sash independently of the upper one.

CRONK'S STAR DOUBLE BIT HOE.

The Cronk & Carrier Manufacturing Co., Elmira, N. Y., are placing upon the market "Cronk's" Star Double Bit Hoe, which

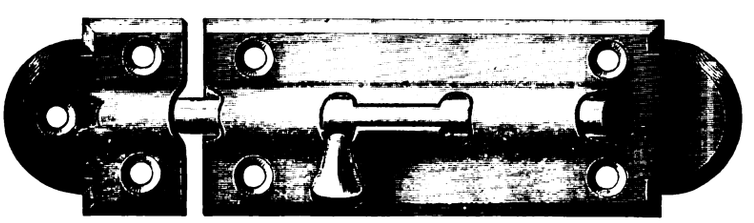


CRONK'S STAR DOUBLE BIT HOE.

we illustrate herewith. It is provided with a full polished blade of a fine quality of high carbon steel. It is a combined garden and weeding hoe and can be retailed at the same price as the regular field hoe. The blades are respectively 6½ and 2⅛ inches, with 4½ foot handles. They weigh 30 pounds per dozen.

BEVEL WROUGHT STEEL BARREL BOLT.

The Shelby Spring Hinge Company are the manufacturers of the neat stamped steel Door Bolt which is being placed upon the market and of which we give an illustration herewith. The

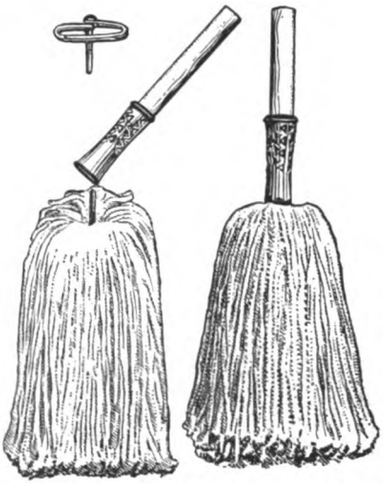


BEVEL WROUGHT STEEL BARREL BOLT.

frame and keeper are each stamped from one piece of steel. The edges are slightly bevelled which improves its general appearance and gives it additional strength. This bolt is nicely finished in Japan and also all the usual Hardware finishes so that it can be in harmony with the rest of the trim, and the moderate price at which the makers are enabled to sell it is calculated to make it popular with the trade.

OHIO MOPHEAD AND DETACHABLE HANDLE.

Eagle Cooperage Works, Circleville, Ohio, is placing upon the market a Mophead and Detachable Handle which presents novel improvements that will make it a ready seller. We give an illustration of the same. The device is quite simple in construction; the cotton is clamped with a positive grip by wire which, it is explained, will neither break nor rust, making it impossible to pull off on the floor or in a wringing pail when in use. The Mop is attached to handle by a bolt and nut adjustment which it is claimed cannot work loose, yet can be quickly and easily released when desired. As the device is constructed of only two



OHIO MOPHEAD AND DETACHABLE HANDLE.

parts it cannot get out of order. By the use of this improvement the operator is enabled to get the use of every ounce of cotton as none is bound to the handle which cannot be used. All of the castings used in its construction are of malleable iron.

WIRE NAIL PULLER.

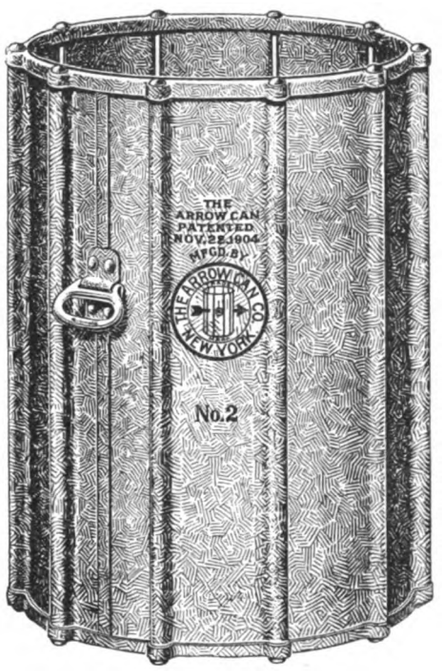
In unpacking large boxes and crates it is very desirable to have a good instrument for pulling out nails. Invariably this is done in a careless and slipshod manner, anything sufficing so long as the box is opened. To break the lid takes more time than if the nails were carefully extracted, besides ruining the box for future use. An Indiana man has patented a wire nail puller which possesses several novel features. This instrument is formed of a shank, having attached at the end a pair of claws of the usual form employed upon hammers, one claw having a longer curve than the other. The shank is bent in the centre, the free end in alignment with the claw having the shorter curve, so that when the claw is placed beneath the head of the nail the shank will be parallel with the box from which the nail is drawn. When in position the draft or force required to first engage the claw with the nail is in direct line with the structure and at right angles to the nail and enables the operator to utilize the force upon the claw to a much better advantage and with a correspondingly better effect. To assist in this action a supplemental handle is formed, extending from the shank, whereby a strong drawing pressure can be exerted upon the shorter claw to force it beneath the nail head. The shank and handle thus co-act to greatly expedite the action and decrease the labor and time required to start the nail from the wood, and after the nail is partially drawn the implement is reversed and the other claw brought into action, which, by reason of its longer curve,

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exerts a longer leverage and completes the drawing of the nail without bending it. Thus the longest nails may be readily and quickly drawn without bending them or injuring the structures from which they are drawn.

ARROW ASH AND GARBAGE CAN.

The Arrow Can Company, 35 Warren street, New York, is introducing to the Hardware Trade an improved, pressed steel ash and garbage can, of which we give an illustration. The can is practically made in three parts of sheet metal stamped with dies, the bottom, which is to stand the greatest strain, is made of one solid piece of 16 gauge sheet steel formed in a die and is made to fit the body snugly like a cap, the metal being drawn up over the outside edge and thus doing away with the hood or

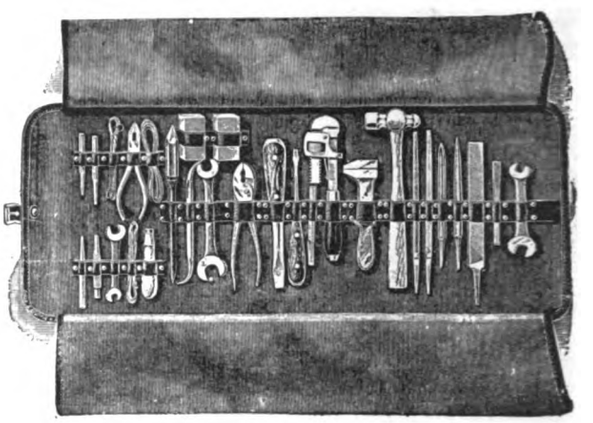


ARROW ASH AND GARBAGE CAN.

band generally used. The body is made of one strip 24 inch sheet metal having ten flutes which extend from the inside outwards. In these flutes are inserted half inch iron rods. This Rod and Flute combination, it is claimed, forms the strongest possible side reinforcement. Two of these flutes always rest on the side of a cart when the can is being emptied. These rods are shouldered on the inner sides, both the top and bottom, to give solid support, the reduced ends run through holes in the bottom and in the top rim and are riveted, making it impossible for the top and bottom rim to be pulled apart or torn away from the body. The top rim instead of being a band with the ends linked together or mortised, is made from a solid piece of 16 gauge sheet steel, formed in a die, so that it has two flanges, one of which fits over the outside of the body and the other on the inside. The top edge of the body being thus crimped between the two flanges, makes it impossible for it to be torn or crumpled. This also forms a smooth edge for handling and makes a top rim, without a break in it anywhere. The bottom edge of the body is crimped in the same manner between the flanges of the bottom. The can is assembled with the sheet steel in its natural state and then galvanized thoroughly. This solders all the joints and adds very greatly to the strength of the can. This is a feature that prevents corrosion and rust from eating out the bottom and is claimed as greatly superior to any form of japaning or painting as used in a great many high grade cans. The covers are made convex so that a can may be heaped full, the flanges being made to wedge sufficiently, so that it cannot readily be knocked off by animals. For the present a standard size will be made 17x24 inches. All cans have the company's arrow trade mark inpressed in the sheet metal and cast in the handles.

CHAMPION REPAIR KIT.

Patterson, Gottfried & Hunter, 146-150 Centre Street, New York, N. Y., are placing upon the market the very useful Champion Repair Kit of which we give an illustration. As very few automobilists are familiar with the hundred of small tools made, or have the skill to select from among them the dozen or so best suited to their requirements, the makers of this Repair Kit, by consultation with some of the most successful manufacturers and best known chauffeurs, and with the help of their advice combined with their own experience have successfully established



CHAMPION REPAIR KIT.

this line of repair tools. The Repair Kit contains enough tools to make any repair which can be managed away from a shop. The case which holds them is of the best grade of water proof duck and each tool selected is of good quality and made for heavy service.

AVERY STAMPING COMPANY.

THE AVERY STAMPING COMPANY, Cleveland, Ohio, has just issued its No. 2 catalogue of Shovels, Spades and Scoops. It gives illustrations, dimensions, weights, special list numbers, as well as list price of each size, style, pattern, brand and grade and finish, and it is probably the most complete catalogue of shovels obtainable.

According to this catalogue the Avery Stamping Company makes a full line of Cleveland pattern, hollowback dirt shovels, spades, Eastern and Western pattern scoops, and Patented plainback dirt shovels and spades, also special locomotive firing scoops, gas-house charging scoops, galvanized shovels and scoops for salt works, brass shovels for special purposes, galvanized and perforated scoops for handling crushed ice, No. 242½ ore shovels, extra heavy tamping and plain handled railroad track shovels, moulders' shovels, "Alaska" steel snow shovels, "Tropic" ash shovels, "Klondike" and "Solid-Steel" sidewalk cleaners, and "Never-Break" post-hole diggers.

The four regular brands and grades of this company are "Never-Break", "National", "Buckeye" and "Mohawk". Strange as it may seem, this company has not followed the custom of most other shovel makers, as it does not label or brand any of its shovels with the firm's name "Avery". It does, however, make a special, high-grade shovel which is called the "Knocks-All".

A notice is printed on page 4, giving a concise description of the patented plainback shovels and spades placed on the market by this company a number of years ago. On the preceding page is a "double cut" showing a comparison of this type of shovel with the older known plainback shovels, meant to set forth the points of superior strength, leverage power and durability of the former over the latter.

The claim is made that only goods of excellent quality, style and finish are produced, as "cheap shovels, of which there are any number on the market, are not good shovels at any price."

This catalogue may be had on request, in fact should be of use to everyone interested in the line of shovels.

✤

PARAGON MFG. CO., 1175 Third Ave., New York, N. Y., have sent us a very attractive catalogue, which describes and illustrates the Paragon Family Cylinder Washer. They claim that the revolving cylinder system for washing clothes is universally conceded to be the least injurious, most rapid and the only really effective method of sanitary washing, and that it cannot be surpassed for durability, simplicity, sanitation and clothes capacity. They state that every machine is tested before leaving the factory, and guaranteed to be absolutely perfect in material, mechanism and workmanship and exactly as represented. The catalogue also gives directions for using the Paragon Washer and contains a very interesting article on "Parisian Laundering Art." A copy of this most useful and instructive book will be gladly sent upon request.

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OUR BRITISH LETTER.

(By Our Special Correspondent.)

London, December 16, 1905.

RETROSPECTIVE AND PROSPECTIVE.

When this letter reaches its destination the Christmas festivities will be close at hand and the business cares and worries of 1905 will for a time be forgotten. British ironmongers during the fast closing year have not experienced altogether unmixed prosperity and some business difficulties have been met with. The position has been gradually improving and the efforts of association work have been felt throughout the entire country. Little by little the movement has been gaining ground and in first one district and then another ironmongers have grasped the reality of the permanent betterment which may be effected by organization. Gradually differences between ironmongers dwelling in the same town, and prejudices which have existed for many long years, have become less and less; so that at last it is possible for Hardwaremen to shake hands when they meet and to gather together to discuss business transactions. Ironmongers can now agree to a common basis of trading whereby the Hardware business may be robbed of such evils as direct trading, price-cutting, and municipal trading whereby retailers lose local contracts but still have to pay rates to maintain unprofitable undertakings instead of securing profitable work themselves. All matters enumerated have been very prominent at association meetings during the past year, but a retrospective view of the proceedings of the leading association in this country shows very clearly that retailers have, by combination, improved their positions. Manufacturers who, a few years ago, showed complete indifference to the wishes of retailers and claimed the right of conducting their businesses in their own way, now see the advantages of conforming to the principles of trading laid down by the I. F. A. One of the great achievements of associations during the past year has been the establishment of an "In Accord" list, and the compilers of the revised edition, which is about to be circulated among the association members for their private use, have found a great difference in the spirit shown and in the reception they have met with towards that expressed at the commencement of the movement. Instead of manufacturers objecting to agree to conform to the principles of the so-called Magna Charta of the I. F. A., a large number of leading firms have come forward asking to be enrolled upon the "In Accord" list, declaring themselves willing and wishful to distribute their goods through the medium of accredited ironmongers. Undoubtedly the position of retail ironmongers of the present day is more assured than it was, and a marked progress has been made during 1905. The prospects for the New Year are fairly good and, as far as the association movement is concerned, there is every probability that the missionary work, which has been carried on extensively both in London and in the provinces, will tell, and that some important extensions and developments will take place in the New Year. The most important branch formed recently has been that in North Wales. In several parts of the Principality towns have been grouped together in separate districts affiliated in one powerful Branch of the I. F. A. It is quite evident that the system of grouping together small towns in English counties must be adopted to a greater extent in the future than in the past as there are many ironmongers in sympathy with association work located in isolated districts where it is not possible to form working associations. The fallacy of attempting to form such associations has been established through the number of small associations which have become almost lifeless. The formation of Ironmongers' Assistants' Associations, which I have referred to in recent letters, is a development which must be recorded in the future as having taken place in 1905. The assistants of to-day show a great amount of life and energy, and the eagerness with which they are entering into educational schemes for their own improvement and culture and for the acquiring of greater trade knowledge augers well for the British ironmonger of the future.

THE DIFFERENCE IN METHODS OF TRADING NOT VERY GREAT.

When the trade journals in this country and those emanating from the United States of America are read and scrutinized it is strange how great is the similarity between the trading efforts of both countries. Although the conditions under which business is carried out here are not always identical there is underlying them one common basis of thought and action. The same smartness of salesmanship is needed and the same activity of brain required in order to keep pace with the times and to secure a continuance of business. The average British ironmonger carries on his business in a somewhat smaller way than his American brother, preferring, wherever possible, either to retain the grip of the business himself or to conduct his retail establishment as a private limited liability company, frequently being prejudiced against the development into large household stores; but although the British ironmonger has a rooted antipathy to stores and the universal providers who seem to have siezed hold of a little of the business of almost every retail tradesman, it cannot be denied that the tendency of the present day is to develop and extend. That development and extension takes the form of adding first one branch and then another; embracing little by little those trades closely allied to Hardware which have been allowed to let slip in the past. It is an unfortunate fact that the average ironmonger of the past was too cautious to take up freely new developments, and too conservative to affect reforms in his methods of doing business whereby he might be in a position to add goods, which, under the old methods of conducting trade, were almost impossible.

DEVELOPMENT IN THE WORKSHOP.

Within recent years an English ironmonger's workshop consisted chiefly in the employment of tinmen, locksmiths and bellhangers (crank). Occasionally a larger firm would employ a coppersmith and sometimes a blacksmith. The tools and workshop outfit used precluded the possibility of manufacturing new goods at prices which would compete with the larger wholesale firms. Want of tools and plant, as well as want of technical education, prevented the average middle-aged workman from taking up such branches as electrical work, plumbing, hot water, modern gas-fitting, and, indeed, any of the advanced working departments which entailed scientific knowledge and the application of something more than a knowledge of the use of tools. The average ironmonger was helpless, inasmuch as he had not been taught to study modern theory and practice, nor had he then learned the advantages of acquiring a trade library. Much of this apathy has been overcome and the impetus which has been given of late years to electricity, ventilation, sanitation and such modern sciences has caused the younger generation of ironmongers to enquire into these questions and to ascertain why plumbing, gas-fitting and such like have been allowed to slip away from the established Hardwareman. The arrangements which have already been made by several local associations whereby gas companies have agreed to give up a certain portion of their work and allow ironmongers a commission upon sales of stoves and the introduction of new business, have given encouragement and there is every probability that, not only in the sale of gas stoves, lighting and heating fittings, etc., but also in the carrying out of larger undertakings, the ironmongers of the future will become contractors. The same energy is now being shown as regards electric lighting and heating, as well as the supply of power. In order to effect all these and to enable them to carry out other important contracts ironmongers are showing themselves willing to improve their plants, and manufacturers of lathes, stocks and dies, drilling machines, and the larger tinmen's machines state that the demand for such improved workshop fittings is increasing.

CHRISTMAS BUSINESS.

During the past few weeks retail ironmongers have given up some portion of their establishments to the sale of toys and fancy goods and Christmas presents are enquired after freely just now; many buyers preferring to give useful and ornamental Hardware goods and household appointments instead of more perishable articles which have been so long associated with Christmas gifts. Many of the English ironmongers' windows at the present moment are well filled with Christmas goods and you will, doubtless, be interested to know that a large number of American novelties are very conspicuous; the utility of some of the domestic and labor-saving appliances which have their origin in the United States are much appreciated by British housewives.

UNIFORMITY IN THE SIZE OF CATALOGUES DESIRED.

The movement which has recently been made in New York by the Southern Hardware Jobbers' Association to establish a uniform size of catalogues will meet with appreciation in this country, for one of the great drawbacks which ironmongers have experienced is the uneven sizes and want of standardization in respect of catalogues and lists. A uniform system would greatly facilitate the keeping of lists and catalogues, especially if a better method of classification could be adopted so that ironmongers might readily refer to the right catalogue for the goods they had received enquiries about. One of the weak points of the business

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JAP-A-LAC

REGISTERED TRADE MARK

"WEARS LIKE IRON"

Who's On Top?

Does some other dealer in your town sell more JAP-A-LAC than you? Do you consider *any* dealer your superior? Don't you think you can sell as much JAP-A-LAC as any other man?

Think this over during your noon hour, carefully. It may mean a good many dollars to you. If some other dealer is selling more JAP-A-LAC isn't it because he gives it more attention?

You want to do big things, you want to do things in a big way; to do big things you must have big plans. Try to estimate just what commodity offers you the opportunity of becoming the largest and best dealer in your community. You may be in that position now, if you are, we can suggest a way to become still larger.

JAP-A-LAC has discarded its swaddling-clothes. It is full-grown and healthy. It is, by far, the biggest thing a paint dealer can possibly take hold of. Stop and think! It is absolutely the only article in your stock which is advertised extensively. Is this not true?

We mean by this that it has $200,000 advertising back of it, and we propose to spend a small fortune the coming season in still further promoting its sale. JAP-A-LAC has proven itself; it has grown through six years of continuous advertising to a permanent advertised success. An advertised article bears a closer scrutiny from the public than an unadvertised one. A commodity that is advertised must be absolutely as good or better than anything of the kind made. If it is not as good or better, it can never be an advertised success. JAP-A-LAC is a success, and we want you to realize just what profit there is in it for you to properly handle JAP-A-LAC.

You cannot afford to put JAP-A-LAC on the back shelves of your store; it should be kept in front. We have thousands of women whom we have convinced that they want JAP-A-LAC. There are a great many right in your neighborhood. We would suggest that you try the experiment of pushing JAP-A-LAC to the limit for just one week. Instruct all of your clerks to sell as much JAP-A-LAC as they can. Explain to your customers how it can be used, and place JAP-A-LAC where the passersby on the street can see it, then Saturday night count up your JAP-A-LAC money and see if it does not pay you to give heed to something which offers splendid profits to you.

PUSH JAP-A-LAC

THE GLIDDEN VARNISH COMPANY,

MAKERS OF HIGH-GRADE VARNISHES FOR ALL PURPOSES

641 ROCKEFELLER BUILDING, CLEVELAND, OHIO.

arrangement of the average ironmonger in Great Britain is his want of office routine generally brought about by an inefficient clerical staff; in fact, until quite recently the English ironmonger was his own bookkeeper, and typists and lady clerks are even now somewhat of a rarity in the establishments of small ironmongers. Progress in the office department is badly needed and much valuable time is lost by the principal attempting to carry out too much of the small details of business routine, and, consequently, neglecting the more important part of the shop management, leaving himself but little time to think out schemes of business advancement and trade development.

HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

PATENTS EXPIRED DECEMBER 4, 1905.

393,881. CHISEL GAGE. Aaron T. Binkerd, Alleghany, Pa.
393,931. WASHING MACHINE. Samuel T. Smith, Truckee, Cal.
393,957. WASHING MACHINE. Erasmus W. Allen, Seneca, Kans.
394,025. LANTERN. Frank R. Smith and Addison P. Smith, Houlten, Me.
394,058. WAFFLE IRON. Ebenezer Christie, St. Louis, Mo.
394,123. CAN OPENER. George W. Lyons, Watertown, N. Y.

PATENTS ISSUED DECEMBER 5, 1905.

806,106. SASH HOLDER. Sanford D. Case, Brooklyn, N. Y.
806,165. BOLT CLIPPER. Arthur L. Moore, Springfield, Mass.
806,327. WRENCH. Henry F. Dickinson, Lafayette, Colo.
806,425. WRENCH. Robert McMillen, Pittsburg, Pa.
806,497. WRENCH. John W. Rehling, Alleghany, Pa.
806,547. CAMP STOOL AND LIKE SEAT. Thomas Lees, Girvan, Scotland.
806,646. GRATER. William J. Curry, Toronto, Canada.
806,680. COMBINED WASHTUB AND WASHBOARD. Frank X. Kottmeyer, Louisville, Ky.
806,701. WRENCH. Theodore McMaster, New York, N. Y.
806,703. WRENCH. Robert Nolen and Wm. B. Knight, St. Louis, Mo.
806,704. WRENCH. William P. Roelkrag, Bayonne, N. J.

PATENTS EXPIRED DECEMBER 11, 1905.

394,222 SAW. Franklin Stephens, Vineland, N. J.
394,236. WINDOW SCREEN. George Willard and Lewis T. Wilson, Pasadena, Cal.
394,253. SHUTTER BOWER. Joshua A. Dill, Frederick, Md.
394,411 BENCH PLANE. William Stevenson, Douglas Flat, Stockton. Cal.
394,427. LATCH. Edward S. Winchester, Boston, Mass.
394,428. REVERSIBLE LATCH. Joseph H. Woolaston, New Haven, Conn.
394,492. STEP LADDER. Benjamin F. Johnson, Waverly, N. Y.

PATENTS ISSUED DECEMBER 12, 1905.

806,775. LOCK MECHANISM. Chas. J. Caley, New Britain, Conn.
806,776. LOCK AND LATCH OPERATING MECHANISM. Charles J. Caley, New Britain, Conn.
806,815. WRENCH. Emil R. Klemm, Chicago, Ill.
806,854. KNOB FOR LOCKS AND LATCHES. Henry G. Voight, New Britain, Conn.
806,882. DOOR HANGER. Henry L. Ferris, Harvard, Ill.
806,915. STEP LADDER. Melancthon W. Reed, Marion, Ind.
806,944. SUPPORT FOR CORNICE OR CURTAIN HOLDERS. Per Wendelus and Erik Mattsson, Stockholm, Sweden.
806,989. GARMENT HOOK. Thomas F. Nightingale, Boston, Mass
807,075. ROLLING PIN. Morton Harloe, Hawley, Pa.
807,143. FILE.—Alexis Vernaz, Yverdon, Switzerland.
807,166. TOOL HOLDER AND TOOL. Charles W. Grant, Derby, Conn.
807,209. WRENCH. James H. Shepherd, Idaho Springs, Colo
807,396. WRENCH. Henry L. Newton, Butte, Mont.
807,397. PIPE WRENCH. Henry L. Newton, Butte, Mont.

The sufficiency of my merit is to know that my merit is not sufficient.—*St. Augustine.*

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REVIEW OF THE MARKETS.

WIRE NAILS: There has been unusual demand for Wire Nails during the past fortnight, the evident belief being that they were at the lowest point for the next three months anyway. Consumption has been equally as good and prices have been well sustained. Mills have been flushed with orders and the rule is adhered to of the non-accepting of orders for shipment at a later date than 60 days from date of ordering. Quotations are as follows: f.o.b. Pittsburgh, plus actual freight to point of delivery, sixty days or 2 per cent. discount for cash in ten days. Car loads to jobbers, $1.80; car loads to retailers, $1.85.

New York.—The demand for small lots of Nails from store has been large during this month, the open season enjoyed by all mechanics enabling work to be continued to a later date than usual. The market is firm and the price for small lots from store was well maintained at a basis of $2.05.

CUT NAILS have been in good request and it was noticed that the mills endeavoring to have the production meet the demand made no excess that would affect the market. Quotations are as follows: f.o.b. Pittsburgh, for carload lots, $1.70 base; for less than carload lots, $1.75. For carload lots on dock New York, $1.85; for less than carload lot, $1.90. Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 10 cents advance on Steel Cut Nails.

New York.—Trade in the Cut Nail market is moderate. Small lots from store are generally quoted at $1.95 base.

BARB WIRE: While it is anticipated there will be a large increase of orders in the immediate future, the mills find most of their business to-day in filling specifications on orders already booked. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in ten days:

	Painted.	Galv.
Jobbers, carload lots	$1.95	$2.25
Retailers, carload lots	2.00	2.30
Retailers, less than carload lots	2.10	2.40

SMOOTH FENCE WIRE: The same conditions prevail in this market as noted in that of Barb Wire. There is a limited amount of new business, the shipments being made on orders already in hand and partly filled. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days. Jobbers in car load lots $1.65. Retailers in car load lots, $1.70. The foregoing prices are for base numbers 6 to 9. Other numbers, plain and galvanized wire, take the usual advances.

ROPE: The following prices may be said to represent the market:

	Cents per pound.
Pure Manila, 7-16 and larger	12½
B Quality Manila	11½
Pure Sisal, 7-16 and larger	9½
No. 2 Sisal, 7-16 and larger	8

LINSEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....39 cents per gallon.
In lots of 5 barrels or more.....38 cents per gallon.

The "American" brand for respective quantities, 2 cents per gallon less.

The five barrel price applies only to deliveries of that quantity at one time.

Double Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Regular Boiled Linseed Oil, 1 cent per gallon higher than Raw.
Calcutta Oil.....62 cents per gallon.

THE DAVENPORT TRADE.

The stimulating effect of advancing prices is shown in larger and more frequent orders, and trade in general Hardware, especially in seasonable and sporting goods, is much better than a year ago. Weather continues clear, cool and pleasant; country roads are as hard as the hearts of monopoly managers, and as smooth as the voice of some life insurance solicitor; hence, farmers are marketing their produce at prices that fill their souls with joy and their wagons with good things to take home to their families. Poultry prices are too high for a Hardware pedler to reach; it takes the profit on sixty kegs of nails to buy one turkey.

SICKELS, PRESTON & NUTTING CO.

THE PHILADELPHIA TRADE.

December is keeping up the year's record with a very satisfactory volume of trade and it looks as if 1905 would be a record breaker in many ways. The demand for Winter goods has been somewhat delayed owing to the unusually mild weather and yet we are surprised to see what a quantity of Snow Shovels has been sold. The cold weather of last year cleaned out the Retailers' stocks so low that they have been obliged to anticipate their wants for this season and the present Winter is still so young that there is a fair prospect of stocks being similarly closed out this season. The most obvious fact of the present market is its strength as prices in most lines are very firm and advancing from day to day. Copper goods especially have scored very marked advances and higher prices are freely predicted. These advances are by no means confined to Copper and Brass but almost all Hardware is being marked up in price and there seems to be every indication that these advances will be well maintained for at least the first six months of 1906 and perhaps much longer. The general outlook apparently assures a good trade and preparations are now being made to handle an unusually large volume of business in 1906.

BIDDLE HARDWARE CO.

THE CLEVELAND TRADE.

With three to five stores in the same place selling the same brands of goods one of them may cut a price to secure custom, which results in loss to all. As a relief from this, special brands were introduced, and this has greatly modified such evils. This applies to jobbers and retailers alike. If special brands were inferior in quality, neither jobbers or retailers would want them. The introduction of special brands has resulted in improvement in style and quality, as both jobbers and retailers have given special attention to make such improvements. The most careful attention is given to the quality of any article which is to be identified with the firm name, and with all good houses their special brand is a recommendation of quality. Wildcat brands not identified by any responsible names have discredited special brands. If inferior goods are sent out with manufacturers or jobbers brands the sale will be short lived. There is no more sure road to defeat than dealing in goods of inferior quality. Whoever handles the highest grade of goods that can be marketed is on the way to success, because he identifies himself with quality. The tendency is toward better things rather than cheaper. A poor tool is dear at any price. An inferior machine in place of a good one is an imposition and fraud. Poor binding twine in the harvest field causes expensive delay at a critical time and endangers the crop. Even a poor fork handle may seriously interfere with important work. Every article for use should be capable for its place and every merchant should regard it as his business to protect his customers from fraud. The local merchant in every community who stands for this will make it a poor place for transient peddlers and fakirs. Selling a poor article hurts the reputation while selling a good one is a recommendation for the seller. A fair deal benefits both seller and buyer The people are able to pay for the best goods and they want them. The passion for cheapness has cheapened the seller, as well as the article sold, and makes the purchaser feel cheap when he finds he was sold, with the article.

LOCKWOOD-TAYLOR HARDWARE CO.

THE ST. PAUL TRADE.

"At this time make new resolutions" is what an old almanac stated, opposite the date of January 1st While we hope and expect that all men and women live every day in such a manner that new resolutions are unnecessary, still it is well to stop and think, on the first of the year, how we can improve ourselves and our financial condition. It should be our aim to always treat our fellow-man in such a way that we have no regrets, when the day is over; if we faithfully do this, then New Years resolutions are uncalled for. The past year has been one of prosperity in all lines. No man able and willing to work, need be without. The value of merchandise, real estate, bonds and stocks has increased. The crops of last year were greater than an average, so the Lord has blessed us beyond our expectations—for this let us be thankful. We should think of the future and so look 1906 in the face and ask, what have you in store for me? Observers of the times agree that never were the conditions better to insure continued prosperity. Prices are firm with an occasional advance. The large interests have already sold in advance much of the possible

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FILES

Nicholson
Arcade
American



Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASPS

Kearney
& Foot
Eagle



J. B. Smith
"X-F"
Gold Medal

MANUFACTURED — BY — **NICHOLSON FILE CO., - Providence, R. I.**

output of iron and steel. Last year the increase in Minnesota mines was 50 per cent. greater than in 1904—a total of 34,000,000 tons against 21,000,000 in 1904, and it has been consumed. This is surely a positive proof of what our country is doing, but remember that 1904 was a phenomenal year, and yet we increased one-half. Competition has been called the life of trade. Once in a while we think it too lively, but do not get discouraged. We read that hundreds of years ago the people had their troubles and we must expect ours. We can be glad that we live in this United States and nowhere else. This is the greatest and best country in the world. Our ambition is only stopped by our ability. We can all reach the highest of everything, if we have the power within us. We believe in merchants in small towns and villages combining against outside competition. Where a man sends his money away from his home town to buy his goods, he should be made to feel it by being refused credit, when he has no money. He should be told to sell his produce or labor to these same people from whom he buys his goods. If he is not loyal to his town and its merchants, they need not help to support him. We know that the home merchant can sell equal qualities of goods at same prices as any other city. This must sometimes be proven to certain people, but it can and should be done, as each community should in a sense live within itself. Altogether the prospects for this year of 1906 could not be better.

HACKETT, WALTHER, GATES HARDWARE CO.

THE SAN FRANCISCO TRADE.

It is now the middle of December and the winter lull in trade which usually makes its appearance about the last of November has not yet arrived. As has been said before conditions on this coast at the moment are largely hinging on the weather. While the recent rains have enabled the plows to start in many localities, the current cool nights and frosty mornings have kept green feed and other vegetation back, and the general desire now is for more rains and softer weather; otherwise conditions are fully as promising as at any time during the past six or eight years.

Now that the time is rapidly approaching when the retail Hardwaremen of the State will be here in convention the question of holding a Hardware Fair at the time is being discussed. President Bennett of the California State Retail Hardware Association is heartily in favor of it. The scheme he says "would be a profitable one for the wholesaler, who would be able to get the attention of the retailer and exhibit his wares with little expense and a possibility of future profit. This would also be an interesting feature of the convention from the retailer's standpoint, and it would be an incentive for the retailer to attend the convention. It could be arranged to have an industrial fair on a small scale, and one night could be opened to the public who are interested in Hardware," and, continued President Bennett, "I should be in favor of inviting the architects, contractors and carpenters to visit the fair and inspect the exhibits."

This item contemplates a different type of brotherly fellowship than the one next following implies: Over the bay in Oakland the Hardware Association members are members of the Merchants' Exchange, and this organization decided this week to assist the local labor unions in raising funds to entertain the State Federation of Labor when that organization holds its annual meeting there the first week of next month. The Merchants' Exchange adopted resolutions declaring itself in favor of the convention and directed its committee to aid the committee of the Unions in raising funds."

F. B. Dickson, traveling man and organizer for the California Retail Hardware Association, speaks for the good of the order in this way: "It is certainly surprising to see so much selfishness and shortsightedness among many Hardware merchants of the State. There are some, and no small number at that, who have that amount of selfishness in their dispositions that they are jealous if the competitor across the street gets any trade at all, and many have gone to the extreme of slashing prices, injuring himself in order to keep the other from doing business at a profit. Is it not time for association work? Is it not time for unions and general meetings to talk over matters with the man across the street? What is this all leading to, if not loss of trade, loss of money and loss of self-interest?"

All the principal Hardwaremen of San Francisco are members of the Merchants' Exchange of San Francisco, and two days ago this organization received from President Roosevelt an autograph letter relating to China, the exclusion laws and boycott. It was a responsive letter to one the President had received from the Exchange. Concerning the Chinese boycott of American goods and also the exclusion laws the President expressed himself by writing that this Government must do justice as well as exact justice, and that Chinese laborers should be excluded, but that the exempt classes of Chinese should be treated courteously. If the exclusion laws need to be amended the American merchants, he says, must exercise their influence for amendment through their "own representatives in the Senate and House, by way of making such changes in the exclusion law as to prevent the injustice and humiliation to which the Chinese who do not belong to the coolie class have been subjected in coming to this country. If you and all the other American merchants who are injured by the boycott will urge upon your representatives in Congress to do away with the cause of the boycott, you will probably succeed." The President adds that the immigration department has acted with utmost harshness toward the Chinese, the fault resting ultimately with mistaken public opinion.

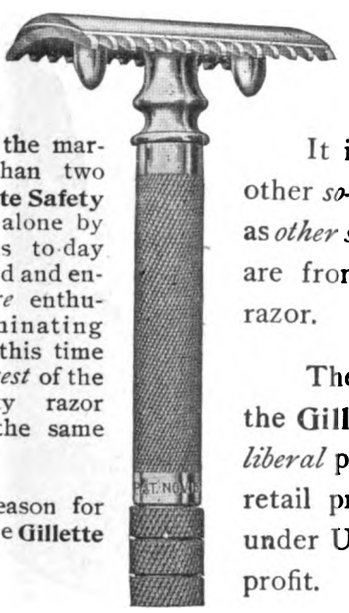
The Merchants' Exchange speedily called a general meeting and gave prompt asquiescence to the President's views by adopting resolutions favoring such amendments to the exclusion laws as would cause them to conform to what the Chief Executive deemed right and just. INDUSTRIAL PRESS ASSOCIATION.



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The Gillette Safety Razor--

Has the FIRST, and only NEW idea in RAZOR BLADES for OVER FOUR HUNDRED YEARS



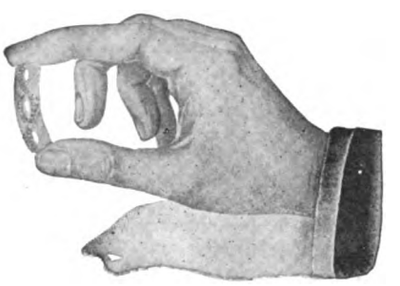
Exact Size Complete Razor.

Although on the market for less than two years, the **Gillette Safety Razor,** judging alone by actual sales, is to-day used, appreciated and endorsed by *more* enthusiastic, discriminating shavers during this time than *all* of *the rest* of the so-called safety razor purchasers in the same period.

There is a reason for the success of the Gillette Safety Razor.

It is as *different* from other *so-called* safety razors as *other so-called* safety razors are from the old-fashioned razor.

The dealer who handles the **Gillette Razor** makes *liberal* profits, for the fixed retail price of $5.00 for a set *is*, and *will* be *maintained* under U. S. Patent laws, thus assuring every dealer a full profit.



The blades are as thin as paper, as hard as flint, as tough and flexible as whalebone.

The Gillette Safety Razor is made by *automatic machinery insuring perfection* and *uniformity* in every detail and a never varying quality which is so often found in the old-fashioned hand-make razors and blades.

The Gillette's Advantages

Our manufacturing facilities have been increased recently to meet the enormous and growing demand for the **Gillette Razor,** and this demand proves that it will certainly pay YOU to investigate at once the many advantages that are now offered in handling this phenomenal shaving device which is the talk of the civilized world.

Remember -- The Gillette while having *many imitations*, has no direct competitor, *is in a class by itself*, is here to stay, and its patents will be fully protected and all infringements on its rights will be prosecuted.

TWELVE BLADES.



TWENTY-FOUR SHARP EDGES

A Paying Proposition

No shaving proposition to-day offers you the inducements that the Gillette does.

Write to-day for further particulars and do not allow yourself to be persuaded to do otherwise by other *so-called* safety razors that have been put on the market, due solely to the phenomenal success of the **Gillette Safety Razor.**

Gillette Sales Co., **1104 TIMES BUILDING, BROADWAY, NEW YORK CITY.**

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Are You A Gillette Safety Razor Dealer?

Then you will receive the benefit of the enormous advertising plans that are now being worked out, embracing Magazine publicity, Signboards, extensive catalog distribution, and in fact, *every known* and *up-to-date* method in the science of advertising.

By our publicity methods we are interesting and appealing to *millions* of shavers *every* month.

We are *spending more money* in *making known* the unique advantages of the **Gillette Safety Razor** than is being spent by all the combined, *so-called* safety razor manufacturers in the country, which benefits every Gillette dealer.

That this advertising is producing the desired results is a fact which we will prove to every **Gillette** dealer to his entire satisfaction.

If you are not selling the GILLETTE SAFETY RAZOR, Get into line, for once in it, means you are there to stay.



The "Gillette" cannot be put together in any way but the right way, and when so put together the blade is concaved and both edges are in the right position in their relation to the guards to be used with absolute safety.



Exact Size Set, Complete.

Greater Profits--- Greater Satisfaction

There are not only greater profits in handling this razor, but greater satisfaction because the **Gillette Safety Razor** is fully guaranteed, is backed by *responsible* and strong financial interests, and the razor itself is already endorsed by several hundred thousand users who are voicing its merits throughout the civilized world.

You see **Gillette** advertisements everywhere, and up-to-date dealers are joining our ranks every day.

Do not delay, but write us *at once* and let us show you evidence of such a nature that will make you regret the delay which for some reason unknown to us, has resulted in your name not being on our list of dealers.

ADDRESS TO DAY.

Gillette Sales Company,

1104 TIMES BUILDING BROADWAY, NEW YORK CITY.

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PITTSBURG'S FIRST AXES AND SHOVELS.

The name of Pittsburgh is and always will be associated with the production of iron and steel and the articles that are made from these products. It may be said with propriety that the introduction of the business in the United States had its incipiency there, but along with those others to whom the credit of the business belongs the names of the pioneers in this business are seldom mentioned, for they were pioneers and served only to pave the way for the substantial men who builded upon the foundation that they laid.

This fact is gathered, says the *Iron and Machinery World,* from the manuscript of a biography written by Oren Waters in 1866, which has just come to light, in which he recounts the preiod of his active carreer from the time of his arrival in the vicinity of Pittsburg and his life while he lived in that city from the year 1824 to the date of the manuscript. He moved to Pittsburg June 8, 1824, and entered into partnership with his brother in the manufacture of axes and shovels.

The shovel business did not pay well; there was little demand for the product. The price of iron was high and there was no money in the country. At one time it was possible to exchange one coal shovel for a barrel of flour or 100 bushels of coal. Handles for the shovels had to be hauled from Philadelphia by wagon and were very expensive. It was this circumstance that led us into the manufacture of other articles and we added axes to the list.

These were the first axes that were manufactured in the city of Pittsburg. All the work was done by hand, and it was considered a good day's work if two hands were able to forge six axes, and even at this the axes were not polished and were sold as they came from the forge.

The biography then goes on to state that the business was improved by the introduction of a grindstone and polishing arrangement, the addition of the manufacture of picks, shovels, mattocks and "scoops" to be drawn by oxen, for the purpose of excavating the Pennsylvania canal.

It was here that the "furnace fire" and the modern method of forging was originated and is described by Mr. Water as follows:

"It consisted of a brick wall being built up forming a square of about 3x4 feet and three feet high. The inside of the wall being filled up with earth about two feet and on top of this earth was set what is called an air chest or box. It is made of sheet iron bent around and riveted together, forming a box about 12x15, or 18 inches square and 12 inches depth, being open at the top. A set of grate bars was then made of small bars of iron strongly riveted at each end to plates of iron, thus forming a grating of the right size to completely cover the air box.

"This grating being laid on the box, the space on each side of the box was now filled up with brick and clay to keep it secure in its place, leaving the ends open, for the purpose of introducing the wind into one and cleaning out the ashes at the other. And now walls are built around this grating with fire brick, forming a furnace with a small opening at each end to shove in the coke for the fire and one at each side to put in and out the axe. The top of this furnace being covered over with fire brick.

"I have been thus particular in describing this fixture, not to give information about its structure, because every mechanic acquainted with the working of iron at the present date knows all about it, but because it was the first fire on that principle ever built in Pittsburg, and from that small beginning has come into general use. But a more important part has yet to be told connected with this.

"You will see at once that all this fixture will be of no use without air or wind to fill the air chest. Well, the plan we started out on at that time was to set two pair of common-size bellows side by side with the pipes of each centering into the air chest. And the chest, sufficient to keep up a lively fire and take a good heat. So that the whole fixed together was a decided improvement in the way of making axes. After some few months working in this way I thought that it would be better to use steam power to blow the bellows and dispense with the two men.

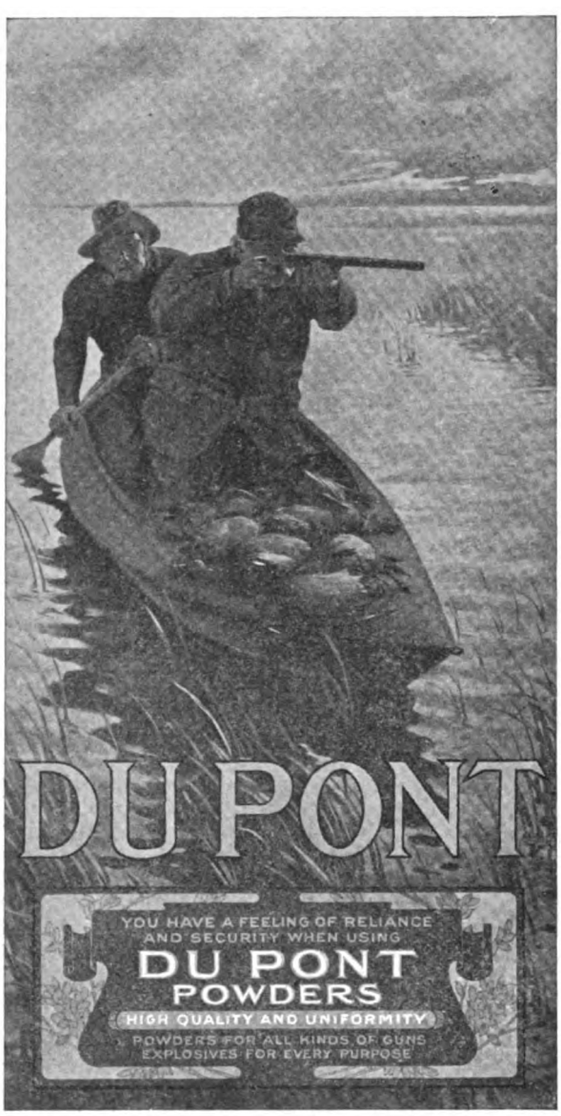
"Accordingly by the means of cranks and long rod of iron the power was carried from the engine to the bellows, consequently saving the labor of two men. This way of forging axes was continued about six years without any improvement, though in consequence of Eastern axes being sent there, some short time after, we had to pay more attention to the finishing part, the grinding and the polishing became more important. I have been particular in speaking of axes, not from their importance to us at that time, but from its being the introduction of the business in Pittsburg and the manner of making them.

"Our shovel business was of more importance to us than the axes, besides we went considerably into the making of hoes and knives for cutting straw. But little improvements, however, were made in the shovel department. Some little attempts were made at grinding some of them and of grinding the straps into their flat state before the handle was put in, but this was of but little account."

The great fire of 1845 completely wiped out the business and rendered them almost bankrupt, and soon after an epidemic of cholera swept over the city and Asa Water died with the disease, but the brother continued in the business, starting up at Lawrenceville. Here he added one of the greatest improvements known to the business, the tilt hammer. Of this he says: "Hitherto our shovels had been a very poor article, but little better than sheet iron shovels. I had long felt anxious to make some improvement in them, accordingly I got up a tilt hammer and sledge for planishing the plates after they were rolled, thereby smoothing and stiffening them. This was the first hammer of the kind ever gotten up in Pittsburg, and the forerunner of the many tilt hammers now in use for the various pruposes of working iron and steel. In addition to the hammer we introduced the plan of pressing the shovels into shape. This we did by means of a screw press, having dies made of cast iron of proper size and shape for the different sizes of shovels we made. The drop press has been introduced since, and, I believe, is in general use now.

CALENDAR OF THE E. I. DU PONT CO.

A calendar of artistic importance is distributed this year exploiting the products of the E. I. Du Pont Company, Wilmington, Delaware. We present herewith a half-tone showing the characteristic scene which it seeks to impress upon the vision. It is lithographed in a number of colors and the company state that to obtain it, it will be necessary to send them the name of the brand of powder that is used by the individual, requesting it, accompanied by ten cents in coin or stamps. It is important that the full name and street address be given.



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THE SUGGESTION SYSTEM AND WHAT IT HAS ACCOMPLISHED.

How to get the benefit of your employes' brains as well as the output of their hands is the problem which has been solved by the National Cash Register Company at its factory in Dayton, O.

The means of solving the problem is the "suggestion system," which has in recent years been adopted to a greater or less extent in other factories.

The scheme of securing suggestions from employes has been carried out to a very complete extent at the N. C. R. factory, and arrangements have been made by which any suggestion from any member of the organization is easily and quickly brought to the attention of the authorities. The employes have taken hold with marked enthusiasm, and each year thousands of suggestions are received. For handling these and all complaints as well, a department of complaints and suggestions has been organized. A head, an assistant head, and several stenographers and clerks are kept busy receiving, recording and investigating these suggestions and complaints which are made.

Any employe desiring to make a suggestion for the betterment of the tools, methods or output in his own or another department, writes it out on a piece of paper and drops it into a suggestion box; or, if he prefers, he writes it out on a manifolding autographic register. In all cases the employe signs his name to a suggestion, and also the name of the department in which he is employed. The suggestion boxes and autographic registers are distributed in all departments, and suggestions are collected from them twice a week by a representative of the Suggestion and Complaint Committee. Upon the receipt of a suggestion it is given a number, entered in a book provided for that purpose. The secretary of the committee then refers it to the head of the department to which the maker of the suggestion belongs, or to the party most directly interested, not disclosing the name of the suggester. It frequently happens that the suggestion concerns more than one department, in which case it is investigated through all of the departments and its bearing on each considered. The original suggestion is never sent with the correspondence during the investigation, but it is retained in the office of the committee and a copy is made for investigation purposes, or the subject matter is embodied in the correspondence.

If, upon investigation, the suggestion proves practicable, it is put into effect and the originator is notified by letter, which authorizes him to receive one dollar from the cashier in payment for the suggestion. If, on the other hand the suggestion is rejected, the author is duly notified.

Where possible the reasons for rejection are given and in either case the suggester is encouraged to try again. At the end of each quarter the best suggestions are selected from those adopted during the three months past, and forty-four quarterly prizes are awarded. The amounts of these prizes vary from time to time. At present the value of the quarterly prizes is $750. Twenty-five prizes aggregating $450 are offered to the employes in making the division. Twelve prizes aggregating $200 are offered to the employes in the office division and seven prizes aggregating $100 are offered to the members of the selling force. The prizes in both the making division and the office include a first and a second prize for foremen, heads of departments and assistants. They are eligible to compete for these prizes only.

The value of the "suggestion system" as carried out in the N. C. R. plant has been demonstrated again and again. The operation of the system involves a large expenditure of money, and the Company paid out in prizes from 1899 to 1904, inclusive, the sum of $12,897. Besides there is the cost of the maintenance of the Complaint and Suggestion Department. In spite of this large outlay, however, the Company has found the suggestion system one of its best paying investments. Suggestions are being made continually which result in the cutting down of expenses or doing away with needless labor and the constant improvement of the factory's output.

A few examples of the suggestions may prove interesting. In the Indicator Department, where are printed the metal parts of the register which indicate the amount of the transaction recorded, it had been the practice for years to mix a certain kind of ink by stirring them in a bucket, then straining through a cloth. One of the women employes thinking this could be done better and more economically by machine, devised an apparatus, drew the plans and turned them over to the Company. As a result the ink is now quickly and cheaply strained by a machine.

In this same department it was formerly the practice to paste on the indicators paper letters and figures, which were then varnished over. One of the girls suggested that these characters be printed. The suggestion was found practicable and the work is now being done by printing presses, with a great saving of time and labor.

Throughout the factory departments, machinists and helpers and men of all ranks are constantly devising improvements in little parts of the registers, doing away with a needless lot of machine work; punching a hole instead of drilling it, inventing new parts to simplify the mechanism and improving the machines.

In the Typewriting Department the girls are constantly suggesting ways of saving time and labor, and in the office divisions new schemes for counting and recording are constantly being worked out. As one specific instance of how great a saving one suggestion made, it might be well to cite a suggestion recently made by which the expense of supplies for a certain kind of register is reduced nine cents per machine. This means a saving of $1,200 a year at the present time.

The pecuniary value to the company is not the only valuable result of the system. Under its encouragement the employes are taught to think for themselves and become more efficient workers. At the same time the man or woman who has originality is brought to the attention of the management, and in this way is placed in direct line for promotion. The suggestion system has proved an unqualified success at the N. C. R. factory. Its enthusiastic adoption at other plants has been a sincere demonstration as to its value.

THE INVENTOR AND THE BUSINESS MAN.

The combination of the inventor and the business man exists in larger numbers than is generally known. The existence of this condition is due to the fact that the productions of such a combination are perfected and take their place in the market with less of the argument and discussion than is needed where the inventor must bring his ideas to the attention of the business man, who is slow to adopt something that will cost to develop and place on the market. Many business men, says the *Metal Worker*, have just as much enterprise in seeking for new things to attract the buyer as the inventor. They have the advantage, after demonstrating whether or not their new ideas and productions are based on sound principles and would be of practical operation, of knowing whether or not they have the all important commercial value which would warrant the expenditure of marketing them. The inventor, unfortunately, in far too many cases, becomes so inbued with his idea that he is convinced of the value of the completed article; usually he does not possess the commercial sympathy which would tell him in the face of competition and when compared in price with articles in common use his excellent articles have nothing to recommend them to the buyer, who brings a cold business judgment to bear on whatever is brought to his consideration.

Invention is not governed by any monopoly and often the inventor is disgusted that he is not accorded a more genial reception. If he knew, however, that a number of other inventors in different sections had brought out the same idea, that the merits of the case had already been investigated a number of times and that unsuccessful efforts had been made to learn some method of making the invention not only practical but of commercial value he would have more regard for the business man who has little time to give more than a hearing to the first explanation of what the inventor has to offer. The inventor often enters the lists then as a competitor to manufacture and sell his device. Here is a field in which he may be a novice, and even if he is a successful business man in some other line he must of necessity learn the conditions and customs in the line in which he aims to become identified. Here is where many excellent devices have failed to bring in a return equal to the outlay expended upon them and the inventor suffers a loss, for the very reason business men failed to take up with his invention. In the actual test of competition the device is rejected by the buyer. Even when a successful device is invented it is one thing to manufacture it and another thing to sell it. To manufacture profitably, means a clear knowledge of the best methods, processes and equipment and a competent use of them. To sell requires a different kind of talent still, and the importance of the selling organization is not infrequently overlooked, with a resulting disadvantage to the enterprise. The inventor frequently has occasion for his complaint that his invention does not receive proper consideration, but probably as often he receives as much courtesy as the merits of his invention justify.

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NEW YORK ROLL WRAPPING PAPER CO., 536 Pearl St., New York, N. Y., have sent us an envelope sized pamphlet, describing and illustrating the "Hopking" Roll Paper Holder and Cutter. They state in presenting their catalogue: "We introduced some years ago the original Paper Holder and Cutter, the Hopking Patent. It has always maintained its precedence; with the improvement in manufacturing facilities incidental to the growth of the business, cost has been lessened and the machine at the same time improves, retaining, however, the original operating principle of the Hopking Patent, the spring by which the knife is always in place, following the roll to the end and doing its work effectively. It is the best cutter manufactured, is low-priced, well and strongly made." Send for catalogue.

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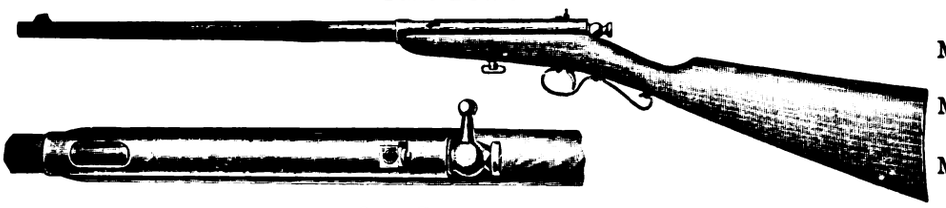
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HAMILTON RIFLE CO., Plymouth, Mich.

LANDLORD AND TENANT.

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No. 8. HOLDING UNDER AN INVALID LEASE, AND HOLDING OVER.

Where the lease attempted to be made is invalid, neither the landlord nor the tenant has any right under it, and it is as if it were never written, so long as the tenant has not taken posession under it. Neither party can go into court and enforce any of its terms.

However, if the tenant has come into possession of the premises under the invalid lease, it will govern the rights of the parties in some particulars, though not in all. For instance, a verbal lease for five years would be invalid, and neither the landlord nor the tenant could enforce its terms, unless the tenant has gone into possession under it. If, however, the tenant has gone into possession under it, the terms of the lease will govern the rights and duties of the parties as to the amount of rent to be paid, the use to be made of the premises, the matter of making repairs, etc.; but the provision as to the length of the term, that is, five years, is of no effect. In such a case the tenancy becomes one from year to year.

There is a still further qualification to the general principle as laid down: If any of the provisions of the lease are inconsistant with a tenancy from year to year, such provisions will not stand. But where a written lease is executed on Sunday, and the lessee enters into possession on that day, the lease is absolutely void for all purposes, and reference cannot be had to the lease in determining the terms of the tenancy; so decided in a Wisconsin case.

A tenancy from year to year under an invalid lease, such as we have described, differs from an ordinary tenancy from year to year in this: It is the rule that where a tenancy is from year to year, the parties must give notice to quit, and the notice is almost universally fixed at six months before the end of the yearly term, unless the lease specifies otherwise; in other words, to end a tenancy from year to year that runs on indefinitely, notice must be given by one party to the other. But in the case of one holding possession under an invalid lease (which the law declares to be a tenancy from year to year notwithstanding its provisions for a stated term), the tenancy terminates at the end of the time fixed by an invalid agreement, *without* any notice to quit.

For instance, suppose I rent you property from year to year for an indefinite time. To terminate the tenancy, notice must be given six months before the end of one of the yearly periods. Now, suppose that I rent you property for five years on a verbal lease. A verbal lease for five years is invalid. But suppose you have taken possession under that invalid lease. The law says that you are a tenant from year to year; but in this case, if you are allowed to remain for five years, it is not necessary that a notice be given six months before the end of the five years in order that the tenancy from year to year terminate then.

In one case a person who cultivated a farm on shares, under a verbal agreement, which was void under the statute, to cultivate it three years more on shares. Even though the agreement itself was invalid for three years, the person making it having entered upon the premises, the Court held that a tenancy from year to year was established.

When a tenant remains in possession of leased premises after the expiration of the term stated in his lease, he is said to "hold over."

Where a tenant holds over, he is bound for another term at the option of the landlord. If the tenancy was from month to month, he is held for another month. If it is from year to year, or for an indefinite period, he is held for another year.

The question of when rent is payable does not fix the length of the term. Where the term was for a year with rent payable monthly, and the party holds on after the year has expired, he is held, not for another month, but for another year.

The right to determine whether a tenant may remain over for another period in case of holding over, belongs to the landlord.

A landlord may, by quietly submitting to the holding over, be taken as agreeing, as where he knows that the tenant is holding over and accepts rent after the term has expired. Once the landlord's consent, either directly or indirectly given, has created a new term, neither landlord nor tenant can thereafter refuse to recognized it as existing. The law fixes the tenant's liability for the holding over, independently of his intentions.

The mere fact that the tenant holds over is not of itself sufficient to make a tenancy from year to year. The landlord must in some way recognize the tenancy, by the acceptance of rent, or otherwise. In an Illinois case it was held that when a tenant held over in order to take possession of certain new premises of the landlord, he was only liable for the time he occupied.

In a New York case, the parties at the time the lease expired were negotiating for occupying another portion of the premises at a different rent. The Court held that the tenant could not be held for another year, if he vacated the premises, under these circumstances, in a reasonable time after the negotiations had failed.

The course open to the landlord in the case of a tenant's holding over and neglecting or refusing to give up possession, is to bring action for ejectment and damages.

The terms of the old lease, in case of a new term by holding over, govern during the new term.

If, when the lease is about to expire, the landlord notifies a tenant that in case he retains possession after the lease expires he will be bound to a new term at increased rent, or on different conditions than what were provided in the original lease, and the tenant actually holds over, the latter is bound for the new term at the increased rent and under the changed conditions.

Where a sub-tenant holds over, his holding over is taken in the law to be the holding over of the tenant himself, his act is taken to be the tenant's own act.

In one case where, at the end of the term, the landlord took possession, but went ahead and collected rent for a series of years from sub-tenants of the original lessee and applied the same towards the payment of the rent due on the original lease, claiming that the lessee's relation had been terminated, a court of equity restored the possession to the tenant, and compelled the landlord to execute a lease of the premises to the lessee on the same terms as the original lease, and to account to the lessee for rents collected from the sub-tenants.

It is a serious question that has given the courts much trouble, whether a sub-tenant's holdover against the will of the tenant should be construed as a holding over by the tenant himself. Cases are conflicting.

Penalties are imposed in some of the states by statute on tenants who hold over without permission; these statutes are so many and various that it would be impossible here to enumerate them.

A mere agreement to give a lease at a future date, does not create a tenancy, nor does it give the prospective tenant the right to possession. Yet, when the prospective tenant is permitted to go into possession under agreement for a lease, a tenancy is thereby created.

In determining what law governs in the matter of leases, it should be borne in mind that the law of the state in which the premises are situated, and not the state where the parties reside or make the contract, governs the rights and liabilities of the parties.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly

New Stores, Incorporations, Etc.

Auburn, N. Y.—T. M. Pomeroy & Co. has been incorporated to deal in Hardware. Capital, $25,000. Incorporators: T. M. Pomeroy, C. I. Avery, R. W. Pomeroy.

Banks, Ore.—The Willis Hardware & Implement Co. has opened up a store.

Buffalo, Kans.—The Buffalo Hardware & Furniture Co. has been incorporated with a capital stock of $10,000.

Englewood, N. J.—Ralph D. Sydecker Co. has been incorporated to deal in Hardware. Capital stock, $5,000; incorporators, Ralph D. Lydecker, Daniel G. Bogart, J. A. C. Johnson.

Ft. Dodge, La.—The Shephard Hardware Co., which recently purchased the stand of the Craft Hardware Co., has been incorporated with the following officers: President, W. A. Shephard; vice-president, F. J. Shephard.

Iuka, Kansas.—The Iuka Hardware Co. has been incorporated; capital, $10,000. Incorporators, W. O. Jackson, W. W. Harvey and others.

Los Angeles, Cal.—The Western Hardware and Arms Co. has been incorporated with the following directors: J. B. Wood, A. Wood, F. C. Richardson, F. I. Richardson and Clarence Wood. The capital stock is $100,000.

Pendleton, Ore.—W. W. Beadley is opening up a new Hardware store.

Portland, Ore.—Columbus Hardware Co. has been incorporated; capital stock, $50,000. The incorporators are John Smith, W. F. Pool and C. A. Jones.

Stamford, Texas.—The White Hardware Co. has been incorporated with a capital stock of $150,000.

Uehling, Neb.—J. J. Close is opening up a Hardware store.

Wayne, Neb.—O. Voget is opening up a Hardware store.

Whitney, Mo.—Packard Hardware Co. has been incorporated with $15,000 capital stock. The incorporators are L. V. Packard, G. M. Counts and W. Mc Mahon.

Changes and Improvements.

Ashland, Neb.—J. C. Wright has sold his Hardware business to McCartney Bros.

Beattie, Kan.—E. C. Potter has purchased the Hardware and implement business of Potter & Wuester.

Beattie, Kans.—Wm. Wuester has succeeded to the Hardware business of Potter & Wuester.

Bedford, Ia.— Martin & Stephens have been succeeded in the Hardware and furniture business by Stephens & Taylor.

Bloomfield, Neb.—H. Bayer has purchased the stock of Hardware, etc., of H. Blanchard.

Buffalo, Mo.—W. & H. P. Smithpater have purchased the business of the Buffalo Hardware Co.

Centreville, S. D.—Creighton & Son have succeeded to the Hardware business of Jackson & Creighton.

Clarksville, Tex.—F. F. Marable has purchased the business of the J. B. Barry Hardware Co.

Cravette, Ark.—C. E. Thomas has sold his Hardware business to J. T. Oswalt.

Elkhorn, Neb.—J. C. Seefus has purchased the Hardware store of E. A. Doyle.

Ewing, Neb.—Kay Brothers have sold their Hardware business to E. L. Davis.

Falls City, Neb.—J. C. Tanner has purchased the Hardware business of Alexander Mayer, and will take charge February 1.

Glasgow, Mo.—A. & B. Heying have succeeded Ben Heying in the Hardware business

Grafton, Neb.—J. E. Menzie has sold his Hardware store to Emil Kugel.

Hillsboro, Ore.—Mamkin & Wall have purchased the Hardware business of A. C. Archibald, in Hillsboro, Ore.

Hillyard, Wash.—J. M. Bunker has sold his Hardware store to N. B. Childs.

Homer, Neb.—Schuett & Schlepp have purchased the business of the Homer Hardware & Lumber Co.

Hooker, S. D.—E. J. Satter has succeeded to the entire Hardware business of Satter & Hanson.

Huntington Beach, Cal.—The Hardware business formerly owned by John Gillespie and later by V. E. Phelp, has now been taken over by the Huntington Beach Hardware Co., in which F. C. Spradling and V. E. Phelp are Stockholders.

Ida Grove, Ia.—C. F. Nelson has purchased the Hardware business of Wm. Colvin & Son.

Keley, Kans.—Hoyt & Green have sold out their stock of Hardware, etc., to Hang & Stueven.

Lebanon, Neb.—I. Overstake has succeeded to the Hardware and furniture business of Moore & Overstake.

Long Island, Kan.—Rhoades Bros. have purchased the Hardware and implement business of Joseph Weeks & Co.

Los Angeles, Cal.—F. A. Marcotte has sold his Hardware and Grocery business to J. L. Bond.

Macks Creek, Mo.—W. H. Searon has purchased the Hardware business of H. D. Bonner.

Malone, Tex.—Weeks & Tate have succeeded to the Hardware business of Weeks & Weeks.

Marceline, Mo.—Guy W. Bigger has been succeeded in business by Thomas Guy Bigger Hardware Co.

Massena, Ia.—W. H. Langworthy has purchased the Hardware and implement business of W. C. McCordy.

Milford, Tex.—The Jones Hardware Co. has sold its business to the Key-Adams Hardware Co.

Miles Station, Tex.—Calwell & Rogers have been succeeded in the Hardware and harness business by Voss & Rogers.

Mounds, I. T.—The Noel Hardware Co. has succeeded to the business of the Mounds Supply Co.

Plainview, Neb.—F. W. Ebinger has purchased the business of the Vrooman Hardware Co.

Okmulgee, I. T.—Price & Foraker have purchased the Hardware and implement business of Beckman & Galloway.

Pleasanton, Kan.—D. A. Crooker has sold his Hardware business to Robert Pierce.

Porter, I. T.—Sutton Bros. have sold their business to the Talley Hardware Co.

Prairie Mill, Mo.—L. E. McAdams has sold his Hardware and furniture business to Wright & Talkington.

Prague, Neb.—J. I. Plasak & Co. have sold their Hardware business to Broz Bros.

Pratte, S. D.—J. E. Taylor & Co. have succeeded to the business of the Taylor-Nelson Hardware Co.

Preston, Ida.—Fellows Bros. have succeeded to the Hardware business of Curtis & Fellows Bros.

Sedgwick, Colo.—I. H. Wallace has purchased the Hardware business of G. A. Waddington, in Sedgwick, Colo.

Scota, Neb.—Mrs. M. J. Wright has sold her business to the Brethauer Hardware Co.

Westboro, Mo.—Gordon & Uttwitz have been succeeded in the Hardware business by O. S. Uttwitz.

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St. Paul Building, NEW YORK.

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Anyone sending a sketch and description may quickly ascertain our opinion free whether an invention is probably patentable. Communications strictly confidential. HANDBOOK on Patents sent free. Oldest agency for securing patents.
Patents taken through Munn & Co. receive *special notice*, without charge, in the
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A handsomely illustrated weekly. Largest circulation of any scientific journal. Terms, $3 a year; four months, $1. Sold by all newsdealers.
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ASK FOR "AGENCY"



The Comfort Swing Chair

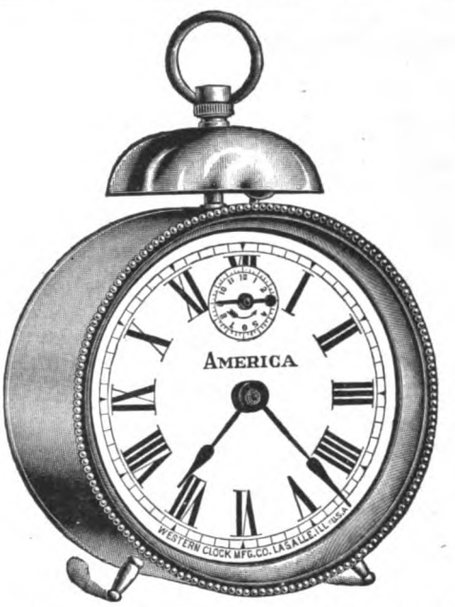
The Comfort Swing Chair combines the comfortable features of ordinary porch chairs, hammocks and swings. Occupies but little space and can be moved about at will. The frame work is made of steel. The back and seat of fancy colored canvas. Retail selling price **$3.50** f. o. b. Chicago.

Our advertisements in popular magazines this year during May, June and July will occupy large space commanding the attention of nearly 7,000,000 readers monthly. This advertising creates the demand. We sell through the trade exclusively so far as possible. Write for "agency proposition."

HAGGARD & MARCUSSON COMPANY
Manufacturers
425 South Canal St., Chicago

COMFORT SWING CHAIR

The America Alarm



Gives you an opportunity to offer a clock, accurate, efficient, guaranteed, at a remarkably low price and is sold at a figure that leaves you plenty of room for profits. Your jobber has the "America."

The **Western Clock Mfg. Co.**
La Salle, Ill.

NEW YORK
51 Maiden Lane

CHICAGO
131 Wabash Ave.



"Never-Break" Shovels

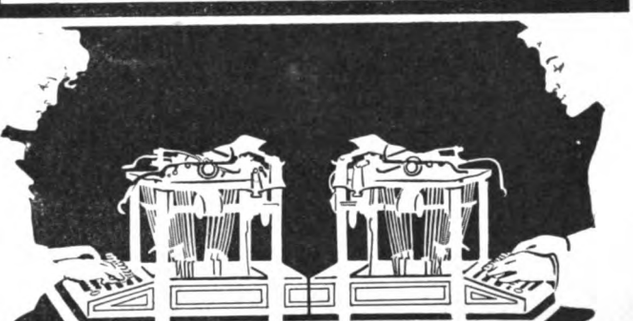
PLAINBACK and HOLLOW-BACK

Not the cheapest at the start, but cost least in the end. Because they are Shovels of Quality.

Complete catalogue and prices? Write.

THE AVERY STAMPING CO.
Cleveland, Ohio.

Mfrs. "Never-Break" Steel Cooking Utensils.



Good Operators Say

that they can do more and better work with less effort on the

Remington

than on any other writing machine.

Remington Typewriter Company
327 Broadway, New York

"Saw your Ad. in HARDWARE"

--Don't leave that out when writing to these advertisers.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Boston, Mass.—Marston Stove Co. has been incorporated to deal in stoves, etc.; capital, $5,000. President, L. L. Flood, treasurer and clerk, H. E. Stowe.

Farmington, N. H.—Frank W. Coburn & Son are erecting a plant for the manufacture of knives.

Fitchburg, Mass.—Simonds File Co. has been incorporated to manufacture and deal in files, hack saws, etc.; capital $50,000. President, Daniel Simonds; treasurer A. E. Cully.

Millbury, Mass.—Benjamin O. Paine is erecting a shop for the manufacture of edge tools.

Marshalltown, Ia.—The Marshalltown Trowel Co. has been incorporated. Capital $30,000.

Momence, Ill.—The American Company, manufacturers of sewing machines, fishing reels, flatirons, etc., are erecting a factory. Capital stock, $25,000.

New Brunswick, N. J.—The Union Refrigerating Co., has been incorporated. Capital $100,000. The incorporators are clerks in the employ of Johnson & Johnson, of this city, and whose interests are back of the new enterprise, which is to take over the plant and patents of the New Brunswick Refrigerating Company.

New York, N. Y.—The Federation Hardware Tool Co., has been incorporated with $150,000 capital. Directors: G. G. Stephenson, D. J. Wagner, G. A. Clement.

New York, N. Y.—The Wolfsmouth Tool and Specialty Co. has been incorporated with $5,000 capital. Directors: F. R. Morse, F. C. Barney and Richard Moldenke.

North Milwaukee, Wis.—The N. & T. Avery Co., Limited, of Birmingham Eng., are erecting an immense factory for the manufacture of scales of every sort, and will endeavor to compete with the Fairbanks Co.

Samson, Ala.—The Samson Mfg. Co. has been incorporated to manufacture and sell sash doors blinds, etc. Capital stock, $12,000. The incorporators are J. J. Morris, W. B. Sellers, C. L. Gaulding, P. L. Gaulding, F. J. White, Mrs. Donie Manard and Mrs. Callie Shepherd.

Taunton, Mass.—Anthony & Cushman Tack Co. has been incorporated. Capital stock, $76,000. President and treasurer, R. Anthony; clerk, Alfred B. Hodges. These together with Jas. Y. Anthony are the directors.

Worcester, Mass.—The Unique Stove Co. has been incorporated; capital stock, $50,000. President, Eli Belisle; treasurer, Joseph G. Lamotte; clerk, John B. Lamotte.

Changes and Improvements.

Albion, N. Y.—The Standard Stamping Co. has been organized for the purpose of acquiring the property of the Standard Stamping Co., formerly of Buffalo, N. Y., and increasing the capital to take care of its expanding business.

Baltimore, Md.—The Enterprise Wire Works is erecting a new structure which will be one story and will measure 60x165 feet.

Brightwood, Mass.—The Baush machine tool company has started to build a 40 by 60 foot brick addition to its foundry. This is made necessary through the increase of the foundry business of the company. The addition will give greater capacity for the core department, and will not call for the employment of any more men. The cost of the increased building will be $5,000, but this will also cover the expense of a new electric traveling crane. The addition is to be completed within a month.

Chelsea, Mich.—The Glazier Stove Company is soon to erect a large three-story modern factory building for the manufacture of gasoline stoves and steel ranges. There will also be a new building which will be designated the Welfare department. This building will be given over entirely to the employes and will contain reading rooms, swimming pools, shower baths and a gymnasium.

Detroit, Mich.—The National Cutlery Co. is erecting a new building containing upwards of 40,000 square feet of floor space.

Detroit, Mich.—The National Twist Drill & Tool Co. has recently increased its capital stock from $40,000 to $75,000 for the purpose of placing new machinery in its plant.

Hartford, Conn.—Morris Cohn has sold to Sarah Cohn his interest in the Vienna Nut Company, with all stock, machinery and fixtures in factory.

New York, N. Y.—Sargent & Co. of Nos. 149-153 Leonard Street, have taken the street floor of what was the Hanan Building, on the northeast corner of Leonard and Centre Streets. By cutting through the rear wall of the latter building they have obtained a connected space fronting on Centre street, which, after May 1, next, will be doubled by obtaining possession of the adjoining floor.

Randall, Kan.—J. R. Parker has purchased the Hardware and implement business of Peery & Carroll.

Stephenville, Tex.—H. L. Snapp has purchased the Hardware stock of W. H. Frey.

Tillamook, Ore.—King & Mills, Hardware men, are erecting an addition 20 by 40 feet to their building.

Toledo, O.—The Ohio Steel Wheelbarrow company, having outgrown its present quarters will erect new factory buildings to take care of its rapidly expanding business. The deal has been closed by the company for the purchase of two acres of land on Nebraska avenue at the Lake Shore tracks, and the work of erecting the structures will begin immediately. One of the buildings will cover about 1½ acres. The company will spend in improvements about $20,000 and will about double their present force of 60 men. J. F. Zahm is the president of the concern, which has enjoyed unusual prosperity and has been rapidly expanding since its formation.

Villisca, Ia.—Smith & Sprague have succeeded to the Hardware and furniture business of Smith & McCormack.

Fires.

Berlin, N. H.—The manufacturing plant of the Marston Rake company, a one and one half story frame structure, which was burned about a year ago, was entirely destroyed by fire recently. The loss was $5,000, and the insurance on the place amounted to $3,200. It was owned jointly by Fremont Everest and Carl C. Sanders, who succeeded Henry Marston in its operation.

Roxbury, Mass.—The Tremont Mfg. Co was recently burned to the ground, causing a loss of about $30,000.

LOYALTY TO YOUR FIRM.

How often have you heard, in the social hour, a remark passed by some young person derogatory of the firm that employs him. "I work for that skin-flint company—Brown Bros. They're as hard on you as they can be. I believe they'd split a cent in two, rather than add it on to your salary."

And the crowd titters over the jesting judgment passed upon Brown Brothers by one of the young men who pretends to work for them.

We know not what salary the jester is receiving, but almost any sum is a little too high. Unless he has a clear understanding of his own situation with reference to the financial interests of the firm, he should refrain from passing any such kind of public judgment, and least of all when he is the only representative of his firm in the society.

The difference between the ten-dollar-a-week men and those whose salaries are double and trible is as much a question of loyalty as one of ability. The employee who goes to his daily work in a disgruntled way—the man who is always ready to say a mean word about his firm, should not expect a raise. No workman can do a good job for a master he hates.

If you don't like your job, get out. Quit dragging your feet around the office from pay day to pay day. Stop kicking at the harness; if you can't enjoy the pull with the rest of the tandem, drop out.

Be loyal to your firm; if you can't be, do find another firm. But first see if you are earning your salary. Figure out your actual worth in cents.

And don't think that loyalty is regulated by any eight-hour rule. Stand up for your firm when outside of the office. Work with your firm until you close up your desk and for your firm until you open up again.

Be loyal. No man can hope to command loyalty who has not first been loyal.—*The Business World.*

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Hundreds of thousands of people still ride bicycles. The craze has passed, but the demand still exists. It is a steady, legitimate, growing demand; a demand for improved, well built, serviceable wheels; a demand best met with

Pierce Cycles

The rear wheel of all bicycles carries most of the weight of the rider. In the rigid frame, the jar and vibration due to irregular road surfaces are communicated to the body of the rider. In the Pierce Cycle the Cushion Frame absorbs this vibration and the rider is free from any inconvenience caused by roughness of the road. By examinining the Pierce catalogue, which is now ready for distribution to the trade, anyone will understand the value of the Pierce Cushion Frame construction.



The Pierce is the pioneer. Since 1897 it has been the choice of discriminating riders. Its Cushion Frame, Spring Fork and Coaster Brake are exclusive Pierce features. These, together with its high standard of mechanical construction, make the Pierce the best seller on the market. Arrange for an agency for 1906.

The George N. Pierce Company
Buffalo, N. Y.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Buffalo, N. Y.—The Cleveland Cycle & Auto Company has been incorporated. Directors: James Mac Naughton, F. Louis Du Broy and M. D. Ashford.

Mt. Pleasant, Ia.—S. S. Case who recently sold his Hardware stock on the west side to L. H. Bailey and his two brothers, has opened up a gun repair shop in the building occupied for many years by W. S. Shepp.

Changes.

Elmira, N. Y.—The City Cycle & Auto Co. has sold out to the Elmira Arms Company.

Santa Rosa, Cal.—The Santa Rosa Cyclery has moved from Mendiceno Street to Fifth Street.

Fires.

Rochester, N. Y.—Fire in automobile and bicycle establishment of Thomas J. Northway did $1,000 worth of damage. It started in enameling oven on second floor of the three-story building, owned by Chauncy Woodworth estate. Automobiles were damaged by water. Materials and tools in repair shop on second and third floors damaged $200, fully covered by insurance. Fire burned through upper floors and damaged building $800.

Washington, D. C.—Fire in the three-story building occupied by Isaac Ketzer's automobile and bicycle store, caused $2,500 worth of damage to stock. The fire originated in the vulcanizing room of the repair shop and spread to two adjoining buildings.

Miscellaneous.

A machine is said to have been invented for manufacturing cotton bicycle tires. They are woven somewhat after the manner of making lampwicks—that is in an endless tube, except that the finished tire is much heavier and of a closer texture. They are said to resist a pressure of 6,000 pounds to the square inch.

✤

A nephew of the Emperor of China and the chief engineer to the Chinese Government are now in England making arrangements for the construction of a great military rifle factory in China.

✤

The Eclipse Machine Co. has almost ready for marketing a new Morrow coaster brake specially designed for use on chain-driven motorcycles. In disclosing the fact, Secretary Webster added that the company were now "going after" the motorcycle end of the business in real earnest, and that the new Morrow is such that it will be pretty hard for the business to get away from them.

✤

The municipal authorities of Paris have voted the sum of 40,000 francs for the equipment of additions to its cycle mounted police. When the additions are made Paris will have a full battalion of bicycle policemen—that is, one thousand men.

✤

The Union Fire Arms Co., of Toledo, is putting three new guns on the market this season. One is a single trigger, double barrel, hammerless shotgun, the trigger mechanism being the invention of C. F. Lefever. The second is a high grade double barrel, hammerless, built for durability and for close, hard shooting at long range. The third is a repeating shotgun, a very safe and strong gun, the breech mechanism being securely covered and permitting no escape of gas in firing in event of a broken primer or defective shell, and the shells are ejected to the side. The concern claims this gun contains at least seven fewer parts than any other gun on the market.

THE BUILDER'S DEBT TO ELECTRICITY.

There are few problems in daily life which attract as much attention as those relating to our own personal comforts. In the home, these comforts, in a sense, must be provided. In business circles they have not been enjoyed until recently. The building trades have given an immense impetus through the advent of electricity. The rise in real estate values, the greater value of the buildings constructed for business purposes, and the advantages at present in the transaction of all business, reflects great honor upon the initiators of the original movement in this direction. All fields of conservative work are effected but slowly by innovations. The first tall buildings in New York, says *Electricity*, are now dwarfted into insignificance in comparison with those which came later, yet it was considered a risk and a sensation to attempt to break away from the old traditions. England still sticks to them to-day and the traveler in that staid old country sees nothing but low structures in the very heart of the busiest part of London. Tall buildings in New York, which supply the means of comfort to thousands of office workers, could never have come into existence, nor developed into what threatens to be a fixed natural institution, if it were not for influences which give rise to them. These influences were primarily dependent upon the enormous values, as they were considered, asked for small pieces of ground. They were secondarily, the combined advantages arising from the use of steel frames and the introduction of electricity for a host of purposes. Of course the manufacturer of typewriters claims the throne of honor as the business benefactor of mankind. Then follows the telephone company. After these come the elevator concern, the electric light and power company, the electric lamp, annunciator, bell and telegraph company, etc., until the list stretches out to the very sticks and stones of which the building is composed. This is not the attitude, however, which leads to a serious estimate of the greatest influence at work in promoting, on the one hand, the great apartment houses, apartment hotels, and hotels proper; and on the other hand, the remarkable palaces of business, erected in the downtown or commercial districts of every large American city, particularly New York and Chicago.

There are few who would deny that if the choice were to be made by a home seeker between an apartment house without telephones and electric lights and one supplied with all these accessories that, for equal rents or even slightly higher demands, there would be any hesitation in choosing the more modern place.

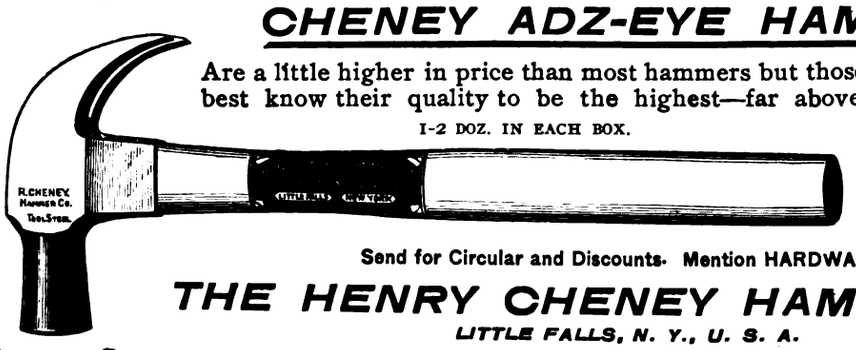
This is the keynote to the situation. The idea of modernness is associated with the improvements the present age has supplied. Not only must the home at present possess these essentials to a greater or less degree, but the office building without them would be on its face a failure. The builder and the architect have long recognized these facts and they now co-operate with the steam expert, the elevator builder and the electrical expert in supplying just as much and, if possible, a little more than their competitors in the same field. The swiftly moving elevator in our tallest office buildings, called in many instances an express, is dependent upon electric power for the faculty with which it performs its work. The lighting problem of all fine office buildings is emphatically an electric one. The ventilation in many cases belongs to the same category, while the telephone, ticker and signaling devices in the Wall Street district are matters of course. The builder's debt to electricity is as great in some respects as his obligation to those who supply him with the masonry and steel for the gigantic monoliths his ingenuity successfully constructs.

HAVE ONE PRICE AND STICK TO IT.

It is an assertion frequently made that an article has two prices, what it is worth and what it will fetch. Under certain circumstances this may be the case, as, for instance, at a forced bankruptcy sale where goods may be sold at one-half of their value, but it is a bad commentary on a merchant, when business is normal, to hear it stated of him that he has two prices for his goods, what he asks and what he takes for them. Such a man soon gets well known, and, for this reason, even when he asks what is a fair price on an article, he rarely succeeds in getting it, because customers, knowing how he can be beaten down in his prices, will not buy from him until he has made some concession in the price. How much better it would have been had he taken a decided stand at the first and refuse to lower his price, even though he lost the sale by so doing. As some compensation for this he would have gained the respect of the community at large, and he would have found that by degrees, provided that he adhered to his decision to have only one price, he was drawing the trade of the most desirable customers in the town and locality. People like to deal with a man of this kind because the feel that all his customers will be treated alike and no favors or concessions will be granted to one more than to another. This applies to harnessmakers just as much as to other merchants, and should be an encouragement to those weak-kneed members of the trade who are always making unnecessary concessions to a customer for fear of losing a sale. If your goods are worth the price you ask for them, don't be bull-dozed into taking less and thus wronging yourself and your family and doing the trade in general an immeasurable injury.—*Canadian Harness and Carriage Journal.*

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CHENEY ADZ-EYE HAMMERS



Are a little higher in price than most hammers but those who demand the best know their quality to be the highest—far above the price asked.

I-2 DOZ. IN EACH BOX.

Made of "Crucible Cast Steel." Fully Warranted.

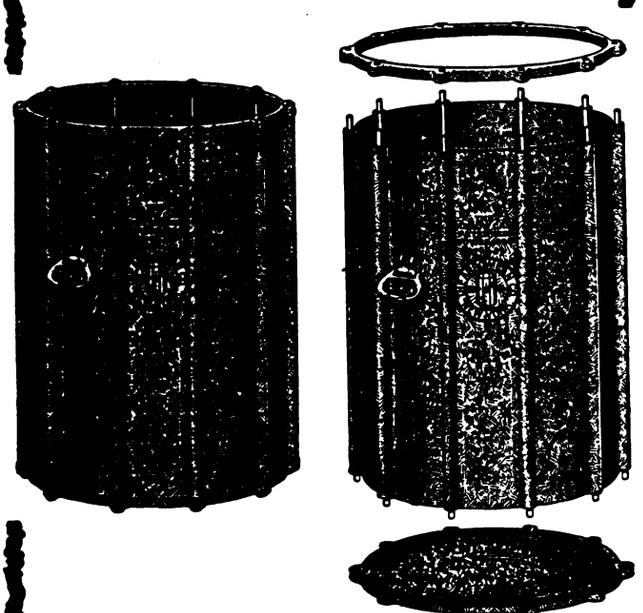
Send for Circular and Discounts. Mention HARDWARE.

THE HENRY CHENEY HAMMER CO.

LITTLE FALLS, N. Y., U. S. A.

The Arrow Can

Fireproof for ashes—Odorless for garbage. Note **its construction**—it's mechanically perfect and the **most durable.** With or without cover.



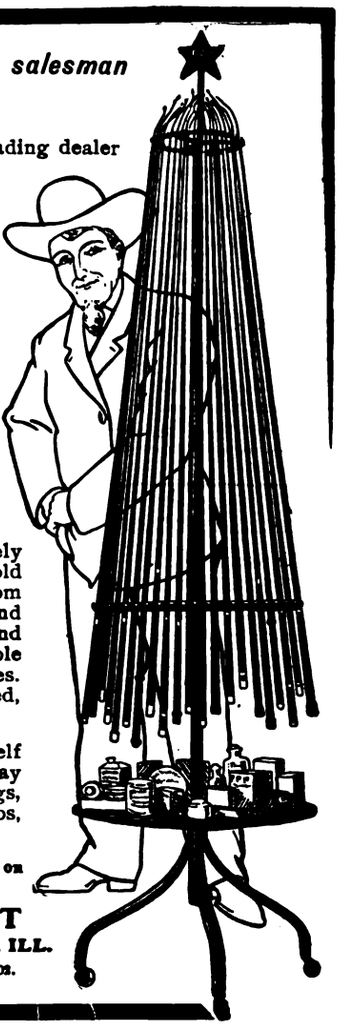
That's why it sells so well. Send for circular and prices. Mention HARDWARE.

The ARROW CAN CO.
35 WARREN ST. NEW YORK

"The best silent salesman I ever saw,"

writes W. L. Skinner a leading dealer of Dunkirk, Ind., in a letter commending the

Best Portable Revolving Whip Rack and Display Stand.



It brings the whips out where they are seen and displays them in such an attractive manner that they catch the customer's eye at once.

The stand is durably made of steel, handsomely enamelled in Blue with Gold trimmings. It holds from ¼ to 1½ gross of whips and keeps them straight and elastic. Hight adjustable from 8 ft. to 9 ft. 10 inches. Weight 80 lbs. Boxed, 100 lbs.

The Revolving Shelf makes an attractive display of Greases, Oils, Dressings, Liniments, Brushes, Combs, etc.

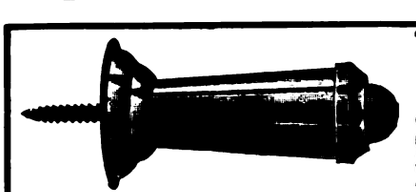
Catalog with Prices mailed on request.

JOHN H. BEST
1905 10th St. GALVA, ILL.
Patented May 1, 1900—Oct. 2, 1902.





BOX STRAPPING OF ALL KINDS
BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
STANDARD METAL STRAP CO., 336-342 E. 38 St., New York



The Champion Metallic Base Knobs
NEVER BREAK
(TRADE MARK)
Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all Finishes to match other hardware. Manufactured only by
THE CHAMPION SAFETY LOCK CO., Geneva, O.

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Robert Murray.
24 Duane St.,
New York City.
General Hardware
Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

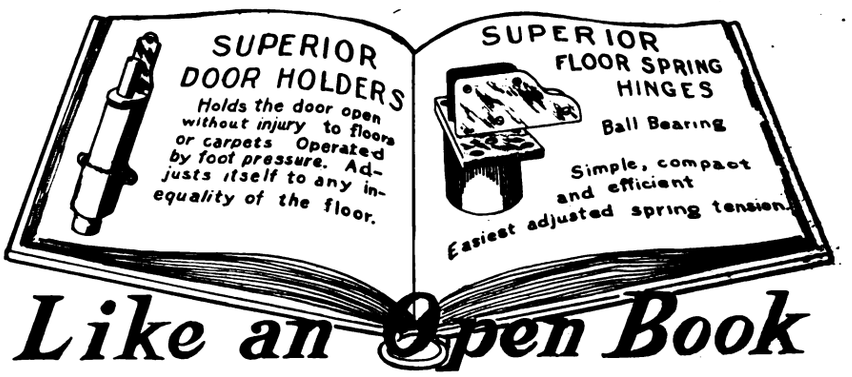
Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines*

For Sale.

FOR SALE. A retail Hardware stock in one of the best cities on the Pacific Coast. Business is well established and has the choicest location in the city. New lines of railroad are building into this city, making it the most desirable business point on the coast. Population 75,000. Amount required $25,000. Address Pacific, care of HARDWARE.

SUPERIOR SPRING HINGE CO., 15 SO. CANAL ST. CHICAGO, ILL.



Like an Open Book

ATTENTION'

A WELL known English firm seek low priced novelties for sale to ironmongers and the electrical trades. Promptest payments. Highest bank references. Full particulars to Patent Plug Co., Ltd., Carteret St., Westminster, London, S. W., England.

Position Wanted.

A FIRST-CLASS Salesman, in close touch with jobbers of shelf and heavy Hardware, from Pittsburgh, west to Denver, desires new connection for 1906 with manufacturer of high grade line, willing to pay for exclusive services of a successful man. Unquestionable references. Address "Responsible" care of HARDWARE, 309 B'way.

Salesman Wanted.

SALESMAN wanted by an old established house to sell Cutlery and Specialties in Hardware in New England. Address, stating age, experience and references, Hardware, P. O. Box 851 New York.

You
will do us a favor by mentioning HARDWARE when writing to our advertisers

"Globe" Lawn Mowers
Our catalog tells all about them. Best mowers at any price.
GLOBE LAWN MOWER CO.
Reading, Pa.


Stove Manufacturers.

STOVE MANUFACTURERS. If you intend opening up a branch in Canada for the manufacture of stoves, it will be to your interest to communicate G. L., Room "C", Confederation Life Building, Toronto, Ont., Canada.

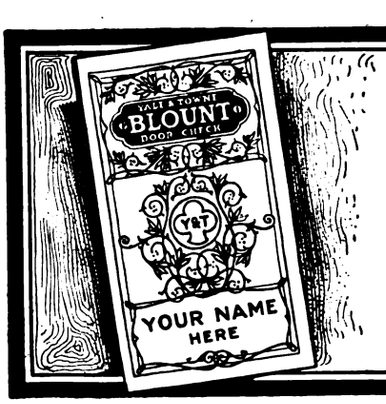
Superintendent Wanted.

SUPERINTENDENT WANTED. First class man to take full management of Furnace and Stove plant. Would prefer if he would take a financial interest in the business, which will bear the closest investigation. Address Room "C", Confederation Life Building, Toronto, Ont., Canada.

For Sale.

FOR SALE.—Hardware stock in Western Pennsylvania, town of 4,500 population, on the main line of Pennsylvania Railroad, 2½ hours from Pittsburgh. Established ten years. Industries, principally mining, brickworks and railroad center. Junction for branch railroad, tapping one of the biggest Bituminous coal districts in Pennsylvania. Stock will invoice approximately $4,000. For further information, address "Sell," care of HARDWARE.

THE SCHWERDTLE STAMP CO.,
TENCILS BURNING BRANDS
STEEL STAMPS & DIES
SEALS MARKING PLATES ETC.
BRIDGEPORT, CONN.



We Help Dealers Sell Blount Door Checks

TO push a line or not to push a line—that's the question. It's often decided in the negative because the Dealer has not time to study up plans — no time to mould the shot. In selling Yale & Towne Blount Door Checks, we furnish the AMMUNITION—booklets, blotters, folders, seals, envelopes, display cards, and a crisp little story called "The Peacemakers"—most of them imprinted with your name and address.

We lay the plans—a little booklet, "Suggestions for Selling" tells just WHAT to do and HOW to do it. YOUR part is to pull the trigger.

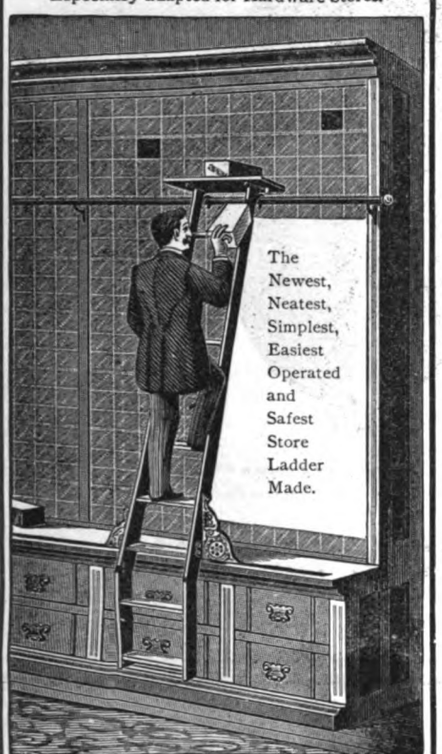
We help you ADVERTISE in newspapers too—send you electrotypes of advertisements that SELL goods—or write you special advertisements if you wish—furnish you street car cards, etc. All this is FREE if you write and ask for it.

The Yale & Towne Mfg. Co., 9-15 Murray St., New York

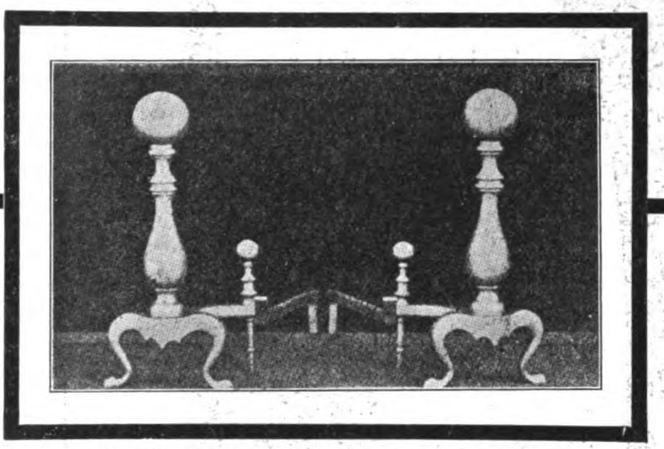
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Goodell-Pratt Company
GREENFIELD, MASS., U.S.A.
HACK SAWS
FAMOUS FOR TEMPER AND CUT
HAND AND MACHINE BLADES OF ALL STANDARD LENGTHS AND WEIGHTS.
Catalogue Free
HIGHEST QUALITY FAST CUTTING LONG WEARING

The BICYCLE STEP LADDER.
Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO, ILL.



YOU HAVE NEVER investigated the merits of our goods.
Do you know that our line of
Rostand Fire Place Fixtures
is so complete, the designs so varied and handsome that their very appearance makes them quick sellers? A single trial order will prove it. Send for catalog H and discounts.
The Rostand Mfg. Co., Milford, Conn.

Don't Barter your reputation
by selling poor Screw Wrenches.
It's bad business. Sell
NO. 37 "MERRICK PATTERN"



It has no flaws, faults or weak spots. As a seller it is above reproach. The question remains: How many do you need for next year? *Write us to-day.*
Bemis & Call Hardware & Tool Co.
983 Main St., Springfield, Mass.



Notis!
If you don't know where to get the best
5, 10, 15 CENT SPECIALTIES
like Hammers, Ice Picks, Toilet Paper Holders, etc., come to us.
Their quality and finish leave nothing to be desired.
Send for a sample order and be convinced.
FRANKLIN SPECIALTY CO.
807-9 Cherry St., Reading, Pa.

BLASTING SUPPLY? Write for Prices and Particulars on
ELECTRIC EXPLODERS, ELECTRIC SAFETY FUSES, ELECTRIC TIME FUSES, ETC., TO
STAR ELECTRIC FUSE WORKS, Wilkes-Barre, Pa.

SCHOFIELD'S ACME DUST PAN



Never spills dust and dirt as ordinary dust pans do. It can be pressed so snugly to the floor (without stooping) that every particle of dust is taken up. When raised the dust is dumped in the pocket, allowing the pan to be carried without spilling the contents.
It is made of steel and will outlast ten ordinary pans.
It's a time and labor saver for the housewife and a money maker for you. **Retails for 25c.**
Your Jobber sells them. Order a sample doz. to-day.
SCHOFIELD & CO.,
FREEPORT, ILL.



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PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, in barrels, ₩ gal	39c
Linseed, City, boiled, in bbls, " "	41c
Out of Town, on spot, ₩ gal	37c
Calcutta, raw, in barrels, ₩ gal	62c
Lard, prime city, ₩ gal	63½@64c
Lard extra, No. 1	49½@52c
Lard, No. 1	38½@40c

Paints and Colors

Barytes, Foreign floated, ₩ ton	$17.50@19.00
Barytes, American floated, ₩ ton	$18.00@19.00
White Lead, American, dry, in bbls., ₩ lb	6½c
White Lead, American, in oil, in lots of less than 500 lbs., ₩ lb. net	7½c
In lots of 500 lbs. and over, ₩ lb	7c
White Lead Eng., in oil, ₩ lb	8½@9½c
Zinc, American dry, ₩ lb	4½@5c

Putty, Commercial—₩ 100 lb

In bladders	$1.65 @1.85
In bbls. or tubes	1.20 @1.40
In 1 lb. to 5 lb cans	2.50 @2.90
In 12½ to 60 lb cans	1.45 @1.85

Spirits Turpentine

In regular bbls	65@65½c
In machine bbls	65½@66c

Dry Colors

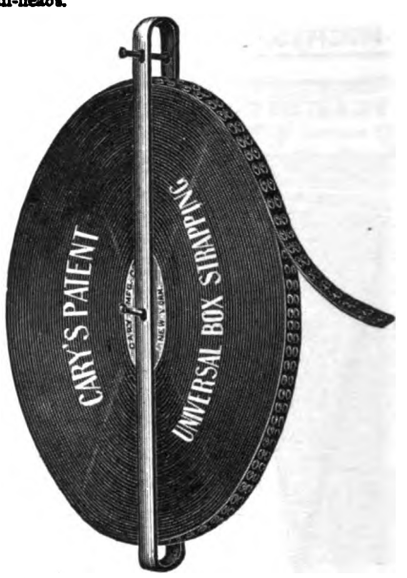
	₩ Lb
Blue, Chinese	30@c35
Blue, Prussian	28@c30
Blue, Ultramarine	5@15c
Sienna, Italian, burnt & powdered	3@5½c
Sienna, Italian, raw & powdered	2@5½c
Umber, Turkey, burnt	2½@3½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	5@7½c
Green, Paris, in kegs	12½@14½c
Indian, Red, American	2@3½c
Indian, Red, English	4½@5½c

Colors in Oil

Black Ivory, best	16@20c
Blue, Chinese	29@32c
Blue, Prussian	27@30c
Blue, Ultramarine	14½@15c
Sienna, burnt	8@9½c
Sienna, raw	3@6½c
Umber, burnt	11½@12c
Umber, raw	11½@12c

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

What's In A Nail?

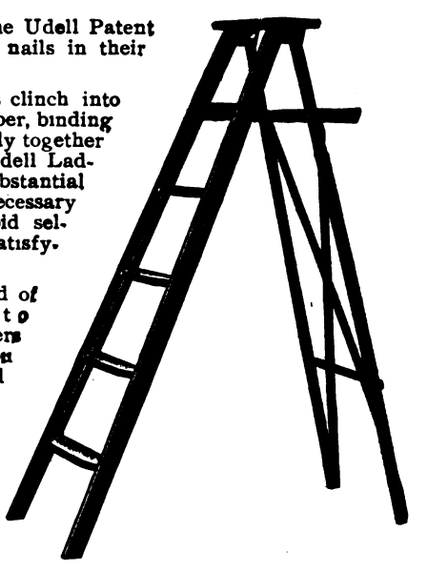
A great deal, when the safety of life or limb depends on it.
To insure absolute security in

UDELL LADDERS

we use only the Udell Patent Barbed Wire nails in their construction.

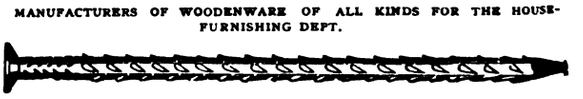
These Nails clinch into the tough timber, binding all parts firmly together and giving Udell Ladders that substantial strength so necessary to such a rapid selling, trade satisfying article.

Such a word of explanation to your customers will secure you certain and profitable sales. Other "Reasons why" for the asking.



THE UDELL WORKS,
INDIANAPOLIS, IND.

MANUFACTURERS OF WOODENWARE OF ALL KINDS FOR THE HOUSE-FURNISHING DEPT.



THE UDELL PATENT BARBED WIRE NAIL

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B ..... 52@55c
G. D ..... per M 84@85c
F. L ..... per M 40@42c
G. E ..... per M 48@50c
Musket ..... per M 62@63c

PRIMERS—

Berdan Primers $2.00 per M ..... 20&20%
B.L. Caps (Sturtevant Shells) $2.00 per M 20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50 ..... 10&5%
38 C. F., $7.00 ..... 10&5%
22 cal., Rim, $1.50 ..... 10&5%
32 cal., Rim, $2.75 ..... 10&5%
B. B. Caps, Con. Ball, swgd $1.90
B. B. Caps, Round Ball $1.40
Cent. Fire 25%
Target and Sporting Rifle ..... 15&5%
Primed Shells and Bullets ..... 15&10%
Rim Fire Sporting 50%
Rim Fire Military ..... 15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all ganges ..... 60&10%
Climax, Club, Rival, 10 and 12 gge. 65&10%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge ..... 25&10%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge ..... 30&5%
Climax, Union, League, New Rival, 10 and 12 gauge ..... 35&5%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list) ..... 30&5%
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge ..... 33⅓&5%

SHELLS, LOADED—

Black Powder 40%
Smokeless Powder, medium grade ..... 40&5%
Smokeless Powder, high grade ..... 40&10&10

SHOT—

Drop, up to B 25 lb bag $1.70
Drop, B and larger, per 25 lb bag 1.95
Buck, 25 lb bag 1.95
Chilled, 25 lb bag 1.95
Dust Shot, 25 lb bag 2.25

GUN WADS—₱ 1000—

B. E., 11 up ..... $ 60
B. E., 9 and 10 70
B. E., 8 80
B. E., 7 80
P. E., 11 up ..... 1.00 } 15%
P. E., 9 and 10 ..... 1.25
P. E., 8 ..... 1.50
P. E., 7 ..... 1.50
Ely's B. E., 11 and larger ..... $1.70@$175
Ely's P. E., 12 to 20 ..... $3.00@$3.25

Animal Pokes

Iowa Farming Tools. ₱ doz.
Hawkeye $3.25
Western 4.00

Anti-Rattlers

Fernald, Quick Shift, ₱ doz. pair, net $2.00
Burton's, ₱ doz. pair, Nos. 2 and 5 ..... 50c
Per doz. pair, No. 1 ..... 75c
Per doz. pair, No. 4 ..... 1.00
Kohler's: ₱ Gro.
Daisy, No. 4 ..... Net. $5.00
Perfect, No. 2 ..... Net. 7.20
Bolt Holder, No. 1 ..... Net. 9.00

Anvils

American "Horse-Shoe" 9¼c
Arm and Hammer ..... 8½@8¾c
Eagle Anvils, ₱ lb, net ..... 7@7¼c
Peter Wright's 10¼c
Trenton ..... 9 to 9¼c
Columbian, all steel, ₱ lb, net 9c

ANVIL AND VISE COMBINED—

Millers Falls (with drill) ..... $13.00, 15&10%

Augers and Auger Bits

Boring Machine Snells 70%
Com. Auger Bits ..... 75@75&5%
Forstner Pat. Bits 25%
Ford Auger Bit Co:
Auger Bits } 40@40&5%
Car Bits }
Machine Bits }
C. E. Jennings & Co.:
D'ble Spur pattern car, No. 80 ..... 40&7½&10%
Nobles Double Spur, No. 32 ..... 35&10%
No. 10, Extension Lip ..... 25&10%
Car Bits, No. 10 ..... 25&10%
Car Bits, No. 30 ..... 40&7½&10%
Ring Augers ..... 66⅔&10%
Jennings' Pattern ..... 50&10%@60%
Snell's Auger and Car Bits 60%
Extra 60%
No. 1 ..... 60&10%
Russell Jennings' Augers and Bits ..... 25&10&2½%

HOLLOW AUGERS—

Ames ..... 25&10%
Bonney's Adjustable ..... $5.50@6.00
Hibbard's Adjustable ..... Net prices
Ives ..... 25&10%
Millers Falls, Goodell ..... 15&7½&10%
Universal, each $4.50 ..... 30%

EXPANSIVE BITS—

C. E. Jennings & Co., Steers' Pat ..... 33⅓&10%
Clark's small, $18 ..... 50&10%
Clark's large, $36 ..... 50&10%
Ives' Model, ₱ doz. $60 ..... 50%

DOUBLE CUT GIMLET BITS—

Common, net ..... $3.00@$3.25
German Pattern, net ..... $4.60@5.75
Mayhew's Diamond ₱ doz. $1.25 ..... 40%
C. E. Jennings & Co ..... 45&10%
Ladds ..... 60&10%
Mayhew's ..... 40&10%
Snell's Bell Hangers 60%

TWIST DRILLS—

Bit Stock ..... 60&10@60, 10&10
Taper and Straight Shank ..... 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co ..... 33⅓&5%
L'Hommedieu's 15%
Snell's 40%
Watrous' ..... 35&5%

Awl and Auger Handles

See Handles

Awls

Per Gro.
Handled Brad ..... $2.75@3.00
Handled Scratch ..... $3.50@4.00
Patent Peg ..... 31@34c
Sewing, Com ..... 88c@$1.00
Shouldered Peg ..... 65@70c
Shouldered Brad ..... 63@65c
Socket Scratch ₱ doz $1.00
Stanley Rule and Level Handled Brad 45%

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ₱ doz. $7.50; No. 20, ₱ Doz. $10 ..... 60&10%
Brad Sets:
No. 42, $10.50; No. 43, $12.50 ..... 70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $13; 3, $12; 4, $9; 5, $7 ..... 50%
Ice Awls 55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18 ..... 15&10%
C. E. Jennings & Co's. Adj. Tool Hdls 33⅓%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18 ..... 80%

Axes

Single Bit, base weights:
First Quality $6.75
Second Quality $6.25
Double Bit, base weights:
First Quality $9.00
Second Quality 8.50
Ice, Bradley's 80%
Bradley's wide bit, net $10.50
Long Island, net $9.25

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc 50%
Broad and Bbl ..... 40&10%
Boy's Axes 50%
D Simmons & Co.:
Broad } 50&5%
Shingling and claw }
Lath, Hunters', etc. }
Picks and Mattocks 50%
Peck Edge Tool Co.:
Hatchets, shingling, etc 50%
Broad and Bb'l ..... 40&10%
Boy's Axes and Hatchets 50%

Axle Grease

Dixon's "Everlasting" Graphite:
1 lb cans (36 in case) ..... 15 ea.
2 " " ..... 25 "
10 " firkins (6 in case) ..... $1.20 "
25 " " ..... 2.75 "
50 " kegs ..... 5.00 "
100 " " ..... 9.00 "
200 " half bbls. } 8½lb
375-400 lb " }
Snow Flake:
One-quart cans, ₱ doz. . . . $ 2.00 } Discount 10%
Two-quart cans ₱ doz. . . . 3.20
One-gallon cans, ₱ doz. . . . 6.00
Five-gallon cans, ₱ doz. . . . 24.00
Quarter bbls. (15 gals.), ₱ gal. . . .45
One-half bbls. ₱ gal. 40
Bbls., ₱ gal. 35

Balances, Spring

Chatillon's:
Light, class A ..... 40&10%
Circular Balances, class C 50%
Ice Balances, class B 50%
Straight Balances, Class A1 and A2 ..... 40%
Class D. E. F 30%
Class G 20%

Balances, Sash

Caldwell's 50%
Pullman's ..... 50&10@60

Beef Shavers

Enterprise:
Japanned, each, $5.00 ..... 25@30%
Tinned, each, $10.50 ..... 25@30%

Bells

HAND—

Hand Bells, polished brass ..... 60@60&10%
Pure bell metal 60%
Silver chime ..... 33⅓@35%
White metal 60%

DOOR—

Trip, Gem ..... 50&10%
Gong, Abbe's 45%
Gong, Yankee 55%
New Departure:
Rotary ..... 80@10%
Push 50%

COW—

Common wrought ..... 75%@75&10%
Kentucky ..... 70@70&10%
Kentucky, Sargent's list 70%
Texas Star 50%
Western, Sargent's list ..... 70@70&10%

Bellows

Blacksmiths' ..... 65&10@70%
Hand ..... 25&10%
Moulders' ..... 25&10%

Belting Rubber

Boston Belting Co:
"Boston" 60%
"Imperial," seamless stitched 45%
Niagara 60%
New Jersey Car Spring & Rubber Co:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50 ..... 50%
Seymour Smith & Sons ..... 25&10%
Miller's Falls ..... 15&10%
Weston's 40

Binder Twine

Per Pound
Sisal 10c
Standard 10c
Standard Manila 11c
Manila 12c
Pure Manila 13c

Bit Holders.

Angular 45%
Extension:
Barber's, ₱ doz. $15.00 ..... 45@50%
Ives' ₱ doz. $20.00 ..... 60&10%

Blind Adjusters

Columbian 33⅓
Domestic, ₱ doz. $3.00 ..... 33⅓%
Excelsior, ₱ doz. $10.00 ..... 50&10&2%
North's 10%
Zimmerman's ..... 50%@50&10%

Blind Fastenings and Tenons

Security Gravity, ₱ gr $9.00
Zimmerman's ..... 50@50&10%

Blocks, Tackle

Eddy's ..... 50&10@60%
Harts' Steel ..... 40&10@50&5%
Iron Strapped, Japanned Sheaves ..... 70&10%
Iron Strapped, Lig Vitae Sheaves 60%
Rope Strapped, Japanned Sheaves ..... 65&10%
L. V. Sheaves 40%
Lanes:
Junior, Self Sustaining 80%
Pat. Automatic 80%
Perfect Safety 80%
Stowell, Novelty Block ..... 50&10%

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c ..... 60&10%
Cast Iron Chain ..... 60&10%
Cast Iron Shutter Bolts ..... 60&10%
Ives' Patent Door Bolts 60%
Wrought Barrel ..... 80@80&10%
Wrought Barrel Bolts, Griffin's ..... 75&10%
Wrought Square ..... 70@70&10%
Wrt Shutter, St'nrd list ..... 50&10@50&10&5%
Wrought Spring, Sargent's ..... 70&10@75%

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ⅝x8 and smaller 75%
Larger and longer ..... 65&5%
Phila. Eagle, $8.00 list May 24, '99 ..... 80%
Bolt ends, list Feb. 14, '95 ..... 65&10%
Bolt ends, with C and T nuts ..... 65&5%
Machine, ⅜x4 and smaller 75%
Machine, larger and longer ..... 65&10%

TIRE—

American Screw Co:
Bay State, plain, list Dec. 28, '99 ..... 72½%
Bay State, Buted 72½%
Eagle Phila 82½%
Norway, Phila 80%
Common ..... 75&10@80%
Norway, Phila 80%
Portchester, Norway 80%
Phila 80%

STOVE AND PLOW—

Plow ..... 60&10&10@70%
Stove ..... 85@85&10%

MISCELLANEOUS—

Sink 80%

Bone Mills

Enterprise ..... 25@30%
Stearns 40%

Borers, Tap

Enterprise ..... 20@25%
Each $1.25, $1.65, $2.50
Nos 1 2 3
C. E. Jennings & Co.:
No. 6 ..... 30&10%
No. 10 ..... 25&10%
Common ring ..... 20&10%
Ives ..... 25&10%

Boring Machines

WITHOUT AUGERS—

Upright. Angular.
Jennings' ..... 35&5%
Miller's Falls ..... $7.50, 15&10%
Snell's, Rice's Pat $2.50, $2.75
Ajax 40%
Phillips ..... $4.00 net

Bow Pins

Hotchkiss ..... 60&10%

Boxes, Mail

Heller's ..... 40&5%

Box Hooks

Humason & Beckley's ..... 60&10&10%

Box Openers

Humason's ..... ₱ doz. net $5.00
Bemis & Call's 65%

Box Scrapers

Bradley's 30%

Box Strapping

Cary Mfg. Co's., in case lots:
"Universal" ..... 35&20%
Standard Metal Strap Co's.:
Eclipse ..... 20&10&10&5%

Braces

Barbers' ..... 50&10&10@60&10%
Barbers' Ratchet ..... 60@60&10%
Common Ball American ..... 60@60&10%
Ives':
Barbers' ..... 60&5%
Barbers' Ratchet ..... 60@60&10%
New Haven Novelty 70%
New Haven Ratchet ..... 60&10%
Spofford ..... 60&5%
C. E. Jennings & Co.:
No. 108@114½ ..... 50&5&10%
No. 208½@214½ ..... 50&5&10%
Lancaster Mach. & Knife Works 50%
Gen. Spofford's 60%

Brackets

Griffin's Folding ..... 70&10%
Griffin's Pressed Steel 80%
Bradley's Patent, full cases ..... 80&10&10%
Bradley's, in broken cases ..... 80&10%

Bracket Saw Frames

Miller's Falls Co ..... 25&10%

Bracket Sets

Miller's Falls Co ..... 33⅓&10%

Bright Wire Goods

Standard list, June 24, 1903 ..... 90&25

Bull Rings

Humason, Beckley & Co's 80%
Rea's 2½ in. net, ₱ doz $1.50
Sargent's 80%
Seymour Smith & Sons 60%

Bull Punches

Humason & Beckley's, ₱ doz. net $3.05

Butchers' Cleavers

Bradley's 40%
Foster Bros., flat heads 30%
Foster Bros., round heads 30%
Lancaster Mach. & Knife Works 33⅓40%
L. & I. J. White 30%
Plumb's 33⅓%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star ..... 15@15&10%
C. E. Jennings & Co ..... 30&10%

Butter and Cheese Triers

Ordinary Black Handle 25%
Humason & Beckley's 40%

Butt and Rabbet Gauges

Stanley's ..... 25&10%

Butts

BRASS—

Wrought Brass, list September, 1898 ..... 15%

CAST IRON—

Fast Joint, broad ..... 40&10@50%
Fast Joint, narrow ..... 40&10&50%
Loose Joint ..... 70&5@75%
Loose Joint, Japanned ..... 70&5&75%
Loose Joint, Jap. with Acorns ..... 70&5@75%
Loose Pin ..... 70&5@75%
Mayer's Hinges ..... 70½ 70&5%
Parliament Butts ..... 70@70&5%

WROUGHT STEEL—

Table and back flaps ..... 75% } Ex 10%@10&10&10%
Narrow and broad 75%
Inside Blind 75%
Loose Pin 75%
Loose Pin, Ball and Steeple Tip 85%
Japanned, Ball Tip Butts ..... 70&10%
Bronzed Wrt. Nar. and Inside Blind Butts ..... 55&10%

Calipers

Bemis & Call:
Wing 60%
Double 65%
Inside and outside 65%
Straight leg 65%
Call's Pattern, inside 55%

Can Openers

American ..... ₱ gross, $1.75@$2.0
Goodell's Acme ..... ₱ gross, 6.00
Hopper's ..... ₱ gross, 15.00
No. 5, iron handle ..... ₱ gross, $3.00@2.25
Phœnix 40%
Sardine Scissors ..... 75&10%
Sardine Scissors, forged steel ..... ₱ doz., $4.50
Sprague, Nos. 1, $2.00; 2, 2.25; 3, 2.50 ..... 75&10%
Universal, ₱ doz 50%

Cartridges

See Ammunition.

Casters

Bed ..... 70@70&10%
French or Philadelphia Iron wheel 75%
Plate ..... 60@60&10%
Payson's Furniture ..... 70&10&10%
Payson's Truck ..... 70&10%
Standard, Ball Bearing 45%

Cattle Leaders

Humason, Beckley & Co's 70%
Sargent's ..... 70&10%
Welton's ..... 70&10%

Chain

American Coil, Straight Link:
Inch ..... ₱ 100 Lbs.
3-16 ..... $3.60
¼ 5.80
5-16 ..... 4.85
⅜ 4.10
7-16 ..... 3.85
½ 3.85
9-16 ..... 3.80
⅝ 3.75
¾ 3.60
⅞ to 1 ..... 3.55
1¼ to 1½ 3.70
Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain ..... 35&5%

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Chains

Galvanized Pump chain, ₱ lb.....4¼@4½c
Ger. coil, list July 24, '97...60&10@60&10&10%
Ger. Halter chain, list July 24, '97..60&10&10%
Jack chain, Iron.....60&10@60&10&5%
Jack chain, Brass.....60&10@60&10&10%
Oneida Wire Dog chains.....45@50&5%
Trace Wagon and Fancy Chains:
New list.....60@60&10%
Bridgeport Trace chains.....65%
Stake chains.....65%
Heel chains.....80%

COW TIES—
American.....45@50%
Niagara.....45&5@50&10&5%
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....50%
Sisal.....80&10%

Chain Guards

Aluminum S. & N. Co.....50%

Carpet Stretchers

Montross' "Excelsior," ₱ doz., $6.00.....20%
Bullard's.....33⅓%
Cast iron, Steel points, ₱ doz.....90c
Sockets, ₱ doz.....$1.75

Carpet Sweepers

Bissell's Cyco Bearing:	₱ Doz.
"Parlor Queen"	$30.00
"Elite"	29.00
"Boudoir"	27.00
"American Queen"	27.00
"Ideal"	25.00
"Gold Medal"	24.00
"Premier"	24.00
"Superior"	24.00
"Prize"	24.00
"Welcome"	24.00
"Grand Rapids," nickel	24.00
"Grand Rapids," Japan	23.00
"Standard," nickel	22.00
"Standard," Japan	20.00
"Crown Jewel," nickel	21.00
"Crown Jewel," Japan	19.00
"Crystal"	36.00
"Grand," length of case, 17 inches	36.00
"Club," length of case, 24 inches	54.00
"Hall," length of case, 28 inches	60.00
"Junior," nickel, length of case 12¼ inches	22.00
"Junior," Japan, length of case 12¼ inches	20.00
"Missed"	9.00

Sterling Carpet Sweepers:

Model A, Nickel trimmings		25.00
" B, Japd.	"	21.00
" " Nickel	"	23.00
" C, "	"	21.50
" D, Japd.	"	19.50

Carpet and Rug Beaters

	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10, Wire, Glavanized	1.50	18.00

Cherry Stoners

Enterprise.....25%@30%
Goodell's Family, net ₱ doz.....$5.00
Rollman's, net., ₱ doz.....6.00

Chisels

SOCKET FRAMING & FIRMER—
Standard Makes.....70&10@75%
L. & I. J. White.....80@80&5%
C. E. Jennings & Co., No. 70.....25&10%
Jennings & Griffin Mfg. Co.....65&3&10%

TANGED & MISCELLANEOUS—
W. & S. Butchers'.....$4.75@$5.00to£
C. E. Jennings & Co.....25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels.....25&10%
Tanged Gouges.....25&10%
Tanged Firmers.....33⅓&10%
Tanged Gouges.....33⅓%
L. & I. J. White.....25&5%

COLD CHISELS—
Good quality, ₱ lb.....13&16c
Snell's best C. S.....50&10%
Cronk's.....50%

Cleaners, Sidewalk

	₱ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers

HORSE—
Chicago Flexible Shaft Co's.:

	Each.	
Lightning Belt Clipping Mach.	$15.00	15%
New '98, Chicago	8.75	15%
1902 Chicago	10.75	15%
Twentieth Century	5.00	20%

Coach Oil

Snow Flake.

One-pint cans, ₱ doz.	$ 3.00	33⅓%
One-quart cans, ₱ doz.	4.80	
One-gallon cans, ₱ doz.	15.00	
Five-gallon cans, ₱ doz.	66.00	

Cocks, Brass

Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks....70&10@75%

Coffee Mills

Box and Side.....50&10@60%
Enterprise Mfg. Co.....25@30%
Lane Bros. Co.....30%

Compasses, Dividers, &c

Athol Calipers and Dividers.....40%
Bemis & Call Co's.:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers...75@75&10%

Coopers' Tools

Bradley's:
Hoop Drivers.....25%
Rivet Sets.....20%
Cold Chisels.....20&5%
Punches.....15%
Vises.....15%
Inshaves.....20%
Barton's.....20@20&5%
L. & I. J. White.....20@20&5
Sandusky Tool Co.....25&10@30&10%

Corkscrews

Detroit Cork Screw Co.....33⅓%
Humason & Beckley Mfg. Co.....50&10%
Samson, ₱ doz.....$10.00

Corn Hooks

	₱ Doz.
Kretsinger Cut-Easy	net $3.00

Corn Knives and Cutters

Bradley's.....net
Wadsworth's.....net $1.50

Countersinks

Mayhew's Diamond.....40@45%
Smith's.....25%
Snell's.....40%
Wheeler's Patent.....50%

Cow Ties

See Chain.

Crayons

Sargent's List.....20%
Dixon's: ₱ Gro.
Eclipse.....7 in., $3.75; 9 in., $4.88
Emerald.....5.00
Oriole.....5.01
Rainbow.....3.12
Solid.....7.50
Tailors, black, $5.62; red and blue....9.00

Curry Combs

Kohler's.....40%
The Metal Stamping Co.....40%
Southington Cutlery Co's.....25&10%

Cutlery

Foster's Pocket.....30%

Diggers

See Post Hole, etc.

Dividers

See Compasses, Dividers, etc.

Dog Collars

Walter B. Stevens & Son:
Brass.....40%
Embossed Gilt.....30&10%
Leather.....40%
Union Hd'wre Co., new list.....50@50&10%

Door Checks

Bardsley's.....40%
Columbia.....50&10%
Eclipse.....60&10%
Home.....50&10%
Pullman's Screen, ₱ doz. net.....$4.50

Door Holders

Empire.....50%
Superior.....33⅓%

Door Springs

Columbian Steel.....20%
" Faultless.....50%
Gem (Coil), list Oct. '96.....20%
Pullman, Perfect.....25%
Pullman Coil.....25%
Star (Coil), list Oct. '95.....30%
Torrey's Rod, 30 in., ₱ doz. net..$1.10@$1.25
" 48 in., " " " 2.50
Victor, Coil.....50&10&10%
Chicago Coil Springs.....40&10%
Reliance Coil Springs.....40&10%

Drain Cleaners

Iwan's Adjustable.....55%
Iwan's Stationary.....45%

Drawer Pulls

Drawer Pulls, Griffin Mfg. Co., list..75&10%
Sargent's list.....60

Drawing Knives

Standard Makes.....70&10@75%
Adjustable Handle.....25@25&10%
Bradley's.....40&5%
Jennings & Griffin.....60%
Watrous.....16⅔&10%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks

Automatic Boring Tools, Goodell's.....40&5@40&10%
Blacksmiths'.....60%
Breast, Goodell's.....25@30%
Breast, Miller's Falls, each $3.00....15&10%
Stearns' bench.....30%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $12.00.....33⅓%

TWIST DRILLS—
See Augers and Bits.

Egg Beaters

Holt-Lyon Co.:	₱ Doz.	₱ Gro.
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz., $6.60	1.15	13.00
No. 1, Tinned	1.40	16.80
No. B, Japanned, hotel size.	1.85	22.00
No. 6, Japanned, Dasher flared	1.65	19.80
No. 2, Tinned, hotel size	2.00	24.00

Taplin Mfg. Co.:	₱ Gro.
No. 60 Improved Dover	$ 6.0
No. 75 Improved Dover	6.5
No. 100 Improved Dover	7.0
No. 102 Improved Dover, Tinned	8.5
No. 150 Improved Dover, Hotel	15.0
No. 152 Improved Dover, Hotel T'd.	17.0
No. 200 Improved Dover, Tumbler	8.0
No. 202 Imp'd Dover, Tumbler T'd.	9.5
No. 800 Imp'd Dover Mammoth ₱ doz	2.0

Escutcheons

Wood.....25%

Farriers' Knives

	₱ Doz.
"Challenge"	$3.00
Popes	3.00
Wilkinson's, net	3.00
Wostenholm's	3.25

Faucets

Iron Petroleum.....70@70&10%
John Sommer's "Peerless," Tin Key....40%
"Boss," Tin Key.....50%
"Victor," Metal Key.....50&10
"Duplex," Metal Key.....60%
"I. X. L.," Corked Lined.....50%
"Reliable," Cork Lined.....50&10%
"O. K.," Cork Lined.....50%
"Chicago," Cork Lined.....60%
"Perfection," Cedar.....40%
"No Brand," Cedar.....50%

SELF MEASURING—
Enterprise ₱ doz. $36.00.....40&10%
Lane's.....$40.10&2%

Files

DOMESTIC—
New list, Nov. 1, 1899:
American.....75&10@75&10&10%
Arcade.....75&10@75&10&10%
J. Barton Smith.....75&10@75&10&10%
Disston's.....75%
Disston's Superfine.....50%
Eagle.....75&10@75&10&10
Great Western.....75&10@75&10&10%
Kearney & Foot.....75&10@75&10&10%
McClellan.....75&10@75&10&10%
Nicholson.....70&10@75&5%
Nicholson's X. F. Files.....40@40&10%
Royal.....80@80&10%

IMPORTED—
Stub's.....Stub's list, 30@33⅓%

Filters

Acorn.....50%
Fülper's Natural Stone.....$3.50@$18.50
Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list.....60@60&10%
Kirby & Limerick, low list (50c. base)...10%

Fishing Tackle

Bishop's.	₱ Doz.
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:
Great American.....60&20%

Freezers, Ice Cream

"Alaska":

Qts.	1	2	3	4	6
Net	$1.15	$1.35	$1.60	$1.95	$2.60

"North Star":

Net	$1.25	$1.45	$1.75	$2.25	

Fruit, Wine & Jelly Presses

Enterprise.....20@25%

Fry Pans

Standard list.....75&10%

No.	1	2	3	4
₱ doz.	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8
₱ doz.	$6.00	$7.00	$8.00	$9.00

Gauges

Bemis & Call's Steel.....50%
Clapboard.....25&10%
Disston's Mortise.....70%
Marking Mortise, etc.....60%
Stanley's.....35%
Starrett's Surface, Center and Scratch.....25&10%
Wire, Morses.....25%
Wire, P. S. & W., low list.....33⅓%

Gimlets

"Diamond" Gimlets, ₱ gro.....$4.00@$4.25
Double Cut.....40&10@50%
Metal Head.....50&10%
Wood Head.....50%

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40&10%

Glue Pots

See Hollow Ware.

Graters

Enterprise.....25@30%

Graphite, Lubricating

Dixon's Pure Flake:
632— 1 lb. cans.....20c. ea
633— 5 lb. screw top tin cans.....85c. ea
634— 10 lb. screw top tin cans.....$1.60 ea.
644— 25 lb. boxes.....15c. lb
645— 50 lb. boxes.....14½c. lb
646—100 lb. kegs.....14c. lb
647—350 lb. barrels.....12c. lb

Grindstone Fixtures

Cronk's.....50%
Forest City.....30@30&10%
Sargent's Patent.....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....60&10%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₱ doz.....$6.50

Halters

Covert Mfg. Co.:
Jute Rope Halters.....50%
Sisal Rope.....30&10%
Web Halters.....35&5%

Hammers

HANDLED HAMMERS—
Cheney's:
Adze Eye and Plain.....40&10&10%
Blacksmiths and Riveting.....50&10%
Machinists and Engineers.....60&5%
Magnetic tack, Nos. 1, 2, 3, $1.25 $1.50 $1.75.....50%
Maydole's.....33⅓&5@40&10%
Sargent's new list.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....33⅓&7½%
Engineers and B. S. Hand.....50&12½%
Quaker City Hammers.....40&5%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS & SLEDGES—
Under 3 lb 50c lb.....30&5%
3 to 5 lb 40c lb.....30&5%
Over 5 lb 30c lb.....30&10&5%
Wilkinson's Smiths.....9½c@10c ₱ lb

Hammock Ropes

Covert Mfg. Co.:
Jute.....40&5%
Sisal.....20%

Hand Cultivators

Ulrich Mfg. Co.:
Osborne's, ₱ doz.....$15.00

Handles

WOOD—
Auger, assorted, ₱ gro.....$2.75
Auger, large, ₱ gro.....3.25
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 32½.....40%
Axe, Pick, etc.....60&5%@60&10%
Bliss Mfg. Co.:
Chisel, Brad Awl, File, Auger, Soldering Iron } 25@33⅓
Brad Awl, ₱ gro.....$1.75@$2.00
Chisel, Worcester, leather capped, ₱ doz. net.....$1.50
File, assorted, ₱ gro.....$1.40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro.....$2.25@$2.75
Hammer, Hatchet.....60&10%
Hoe, Rake and Fork.....45@50
Rollis Hdw. Co. Hafts, $9.00.....40&10%
"Simplicity" File Hdls, ₱ gro.....$ .90&1.50
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D Handle.....40%
Shovel and Spade, Long Handles...40&5@50%

CROSS-CUT SAW HANDLES—
Atkins.....40&5%
Champion.....45@45&10%
Disston's.....50%

Hangers, Barn Door

Old Pattern.....60&10%
New England.....60½@70
Chicago Spring Butt Co.:
Fraction.....25%
Oscillating.....25%
Big Twin.....25%
Lane's:
Covered.....60&2%
Hinge Pattern, net.....$6.08 ₱ doz.
Standard.....60&5%
Special, No. 25.....$3.50
" " 30.....3.90
" " 40.....5.00
" " 20.....6.25
Track for same, ₱ 100 ft. net.....3.75
Cronk's:
Nos. 1, 1½, 2 and 3.....60&10%
Nos. 11, 12.....70%
Nos. 22, 21½, 22.....60%
Nos. 32, 50.....60&20%
No. 44.....60%
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr..60&10%
Myers' Stay-on.....60&5%
Wilcox's New Century.....50&10&10%

Hangers, Garment

Pullman's.....₱ gro. net $9.00

Hangers, Parlor Door, Etc

Lane's:
Standard.....net $3.90
Ball Bearing....." 4.15
No. 105....." 3.45
New Model....." 2.85
New Champion....." 2.25

Hardware Shelving

OAK CABINETS—
J. D. Warren Mfg. Co.:
No. B 488, 40 drawers, no partitions, run. ft., $3.60; net each.....$30.00
No. 1656, 58 drawers, no partitions, run. ft., $4.38; net each.....35.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each.....54.28

OAK BASES—
No. 1700, open base with center shelf, run. ft., $1.85; net each.....15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each.....18.75
No. 1705, with two adjustable center shelves, run. ft., $2.75; net each ...22.92

NAIL BIN BASES—
No. 1732, 12 spaces, 150 lbs. each, run. ft., $2.71; net each.....22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each.....25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each.....30.68

Hasps and Staples

Cronk's.....50%
McKinney's "Perfect", $1.10 ₱ doz.....50%
Wrought.....90@90&10%
Wrought, Stanley.....80%
Wrought, Griffin.....80%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:
Myers Unloader, double steel track..$7.00
Myers Unloader, wood track.....7.00
Comb. Car, Double steel T.....7.00
Comb. Car, wood track.....7.00
Rev. Car, Double steel track.....7.00
Rev. Car, wood track.....7.00
Myers Unloader, cable.....7.00
Myers Unloader, single rail.....7.00
Sure Grip Sling Car, steel or wood track.....13.02
Dbl. Rail steel track, complete, ₱ ft. —
Single Rail steel track, complete, ₱ ft .20
D. H. Fork steel, regular, each.....1.60
Nellis Fork, each.....3.00
Double Grapple Fork, each.....7.00
Sprouts, Shear Fork, each.....1.50
Walker Fork, each.....2.50
Common 6 in. wood sheave pulley, Fig. 433, ₱ doz.....3.20
Faultless steel frame K. P. pulley, Fig. 435, ₱ doz.....4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 485, ₱ doz.....3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz.....4.80
Reed Wood Frame pulley with hook, Fig. 434, ₱ doz.....4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz.....3.50
Floor pulley, wood sheave, Fig. 488, ₱ doz.....4.50
Hanging Hooks for double steel track, ₱ doz.....1.40
Hanging Hooks for single steel track, ₱ doz.....1.40
Hanging Hooks for wood track, 10 in., ₱ doz.....1.00
16 in., ₱ doz.....1.20
Floor Hooks, ⅝ in., ₱ doz.....1.40
Malleable Rafter brackets, ₱ doz.....70
Wrought Rafter brackets, ₱ doz.....70
Rope Hitch, ₱ doz.....3.20
Discount on above 50%

Hay and Straw Knives

Auburn Hay, com. and spear point..40&10%
Iwan's Hay, sickle edge, ₱ doz., net...$9.50
Iwan's Hay, imp. serrated, ₱ doz., net 10.00
Kohler's Hay, sickle edge, ₱ doz., net 10.00
Auburn Straw.....40&10%
Weymouth, pat.....65&5%
Wadsworth's.....40&5%

Hedge Trimmers

Wadsworth's:
No. 1, ₱ doz., net.....$8.00
No. 2, ₱ doz., net.....6.00

Hinges

WROUGHT IRON HINGES—

Screw Hook and Strap	6 to 12 in., ₱ lb.	3½c
	14 to 20 in., ₱ lb.	3½c
	22 to 36 in., ₱ lb.	3½c

STRAP AND T HINGES—
New list, Dec. 20, 1904:

Light Strap Hinges	70%
Heavy Strap Hinges	75&5%
Light T Hinges	65%
Heavy T Hinges	60%
Extra Heavy T Hinges	70&10%
Hinge Hasps	50%
Corrugated Heavy Strap	70&5%
Corrugated Ex. Heavy T	70&10%

Extra 10%

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SPRING HINGES—

Bommer Brothers:
- Bommer Spring Hinges 40%
- Bommer B. B. Floor Hinges 40%

Bardsley's Patent Checking 15%
Chicago Spring Butt Co.:
- Chicago Spring Butts 25%
- Triple End Spring Butts 50%
- Chicago Ball Bearing Floor Hinge 50%
- Garden City Fire Engine House Hinge 25%
- Chicago Saloon Door Hinge 25%

Columbian:
- Steel Hinges 60%
- Floor Hinges 60%
- American ..... 30&5%
- Gem 30%
- Oxford ..... 30&5%
- Acme, Steel 35%
- " Brass 25%

Niles Mfg. Co 30%
Superior:
- Floor Hinges 33⅓%

GATE HINGES—

Clark's, Nos. 1, 2, 3 ..... 50&10@60&10%
N. E., ₱ doz., $7.80 ..... 60%
N. E., Reversible, ₱ doz., $5.80 ..... 60%
N. Y. State, ₱ doz., $4.80 ..... 60%
Western, ₱ doz., $4.20 ..... 60%

BLIND HINGES—

Parker ..... 70&10@70&10&10%
Sargent's, Nos. 1, 2, 5, 11, 13 ..... 75%
W. H. Co's., No. 2 Mortise Gravity 60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.80 ₱ doz. sets ..... 80&10%

Hitching Cords

Covert Mfg. Co ..... 45&2%
Hitchers Stall 35%

Hollow Ware

ENAMELED—

Lalance & Grosjean Mfg. Co. list Nov. 1, '01:
- Agate Nickel Steel Ware ..... 50&20%
- Pearl Agate Ware ..... 50&20%
- Blue and White Ware ..... 60&15%
- All White Ware ..... 50&20%
- Regal Steel Ware ..... 60&10%
- Peerless Ware ..... 70&10%

Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1899 ..... 40&10%
Iron Clad:
- Peppered Ware, high list 70%
- Mottled Ware, high list 75%

STOVE HOLLOW WARE—

Blacklock:
- Ground ..... 55@60&10%
- Plain or Unground ..... 60@65&10%
- Country Ware ₱ 100 lbs. net ..... $2.75@$3.00
- Enameled Ware ..... 50@55&10%

WHITE ENAMELED WARE—

Maslin Kettles 70%
Tinned Boilers and Saucepans 40%
Enameled 50%

GLUE POTS—

Tinned 35%
Enameled 40%

SILVER-PLATED HOLLOW WARE—

4 mo. or 5% cash in 30 days.

Hartford Silver Plate Co ..... 40&5%
Holmes & Edwards Silver Co ..... 40&15&5%
Meriden Brittania Co ..... 40&10%
Rogers & Brother ..... 40&5%
William Rogers Mfg. Co ..... 40&10%

Hooks

BUSH—

Jennings & Griffin's ..... 33⅓&5%
Wadsworths 60%

CAST IRON—

Ceiling, Sargent's list ..... 50&10@60%
Chandelier ..... 60@60@10%
Clothes Line, Sargent's list ..... 50&10&10%
Coat and Hat, Sargent's list ..... 50&10@60%
Coat and Hat, Stowell's 70%
Harness, Sargent's list ..... 50@50&10%
Lamp ..... 60@60&10%
Picture ..... 50&10%
Screw Hat ..... 60&10@70%
Wardrobe ..... 60&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₱ doz $1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise 40%
Humason & Beckley, new list ..... 85&10%

WIRE—

Atlas, new list, single cases 75%
- Ten case lots ..... 75&10%

Wire Coat and Hat, Acme ..... 60&10%
Wire Coat and Hat, Gem ..... 70&10%
Wire Ceiling, Gem ..... 70&10%

MISCELLANEOUS—

Belt ..... 80&10%
Covert Mfg. Co.:
- Safety Gate and Scuttle Hooks ..... 35&5%

Grass, Wadsworth's 60%
Gronk's, Grass, ₱ doz $3.00
Hooks and Eyes, Brass ..... 60&10&10%
Hooks and Eyes, Mal. Iron ..... 70&10%
Cotton, box and hay ..... 60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	1	
A. C.	25c	23c	23c	21c	21c	40&5%
American, all sizes, net						9½c
Nos.	6	7	8	9	10	
Anchor and New Haven	22c	21c	20c	19c	18c	40% @40&5
Nos.	6	7	8	9	10	
Ausable	29c	28c	25c	24c	23c	50&10%
C. B. K.	25c	23c	23c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40&10&50%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes, net						9½c
Mand S	25c	23c	23c	21c	21c	50%
Neponset, Nos. 5 to 10, ₱ lb.						12c
Northwestern	25c	23c	23c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
New Putnam	19c	18c	17c	16c	16c	10&10%
Vulcan	28c	21c	20c	19c	18c	25&10%
Western, net						8½c

Horse Shoes

F. O. B. Pittsburgh:
- Horse and mule, Iron, ₱ keg $4.00
- Steel, ₱ keg 3.75

Horse Ties

Covert Mfg. Co.:
- Cotton 45%
- Hemp 45%
- Sisal ..... 30&10%

Hose, Rubber

Boston Belting Co.:
- "Boston" 50%

Niagara 60%
N. J. Car Spring & Rubber Co.:
- Extra Para ..... 40&10%
- Reliable ..... 50&10%
- Staple ..... 60&10%

Standard ..... 70&10%

Hose Bands

Star Hydrant ..... 80&30%
Steam 70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross ..... $9.00 net
Crown ..... net
Gem Ice Shave ..... net
Sargent's Ice Awls 55%
Snell's 50%
Star ..... net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise, ... No. 33, ₱ doz. $6.00 25@30%
No. 34, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain ..... 20@25%

Knives

Kimball's:
- Bread Knives, ₱ doz. $1.50 ..... 20%
- Butcher Knives 25%
- Shoe Knives 25%

Cronk's Chopping 33⅓%
Dunlap Kitchen and bread Knives 25%
Foster Bros., butcher, &c 30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives ..... net

Knives, Hay and Straw

Wadsworth ..... 40&10%

Knife Sharpeners

Pike's:
- Nat. Grit Carving Knife Hones ₱ doz $3.00
- Solid Stone Carving Knife Hones ₱ doz $3.50
- Quick Edge Pocket Knife Hones ₱ doz $3.00
- Mounted Kitchen Sandstone ₱ doz $1.50

} 40%

Knobs

Bardsley's wood, door, shutter and base ..... 10@15%
Base, rubber tip, 2¼ in bead, ₱ gro ..... $1.15@$1.25
Door Mineral ..... 65@70c
Door Por. Jap'd ..... 70@75
Door Por. Nickel ..... $2.10@$2.20

Lanterns

C. T. Ham, Class A, B, C and D ..... 40&10%

Latches

	₱ Doz.
Cronk's barn door, net	$2.00
Lane's Barn Door	40&10%

Lawn Mowers

Champion ..... 75&10%
Clipper Improved ..... 50&10&10&5%
Enterprise ..... 40&10%
Genuine Philadelphia Mowers;
- Styles M, S, C, K, T ..... 70&10%
- Style A (all steel) ..... 60&10%
- Style E, low wheel ..... 60&10%
- Style E, high wheel ..... 70&10&5%
- Drexel, low list 50%
- Gold Coins, low list 50%

New Departure, high wheel ..... 70&10%
New Departure, low wheel 75%
Pennsylvania ..... 60&10

Lawn Sprinklers

Enterprise ..... 25@30%
Philadelphia Lawn Mower Co.:
- Philadelphia Lawn Sprinkler:

Nos.	1	2	3	
Per Dozen	$12.00	$15.00	$24.00	30%

Kohler's:
- Daisy, net, ₱ doz $7.50
- Mystic 6.00
- Rainmaker 4.80
- Dew Drop 1.20

Lawn Swings "Easy"

Ulrich Mfg. Co., ₱ doz $75.00

Leads

Covert Mfg. Co.:
- Cotton 45%
- Hemp 45%
- Jute 50%
- Sisal ..... 30&10%

Lead Pipe, Etc

	₱ Lb.
Bar Lead	6½@7c
Block Tin Pipe	35@37½%
Lead Pipe, full lengths	5 to 5¾
Lead Pipe, tin lined	12½c
Sheet Lead, full rolls	7½c

Lemon Squeezers

Berger Bros., ₱ doz. 8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Flush, ₱ doz $9.60
Little Giant ..... 50@50&5%
Porc. lined, Iron, ₱ doz $1.75
Porc. lined, Wood, ₱ doz $1.25
Wood, common, ₱ gro. ..... No. 0, $5.25 @$5.50; No. 1, $5.25@$6.50

Levels

C. E. Jennings & Co's.:
- Hexagon ..... 25&10%
- Iron Bench, new design ..... 25&10%

Hollis Hardware Co.:
- Adj. Steel 7 in., $24.00 ..... 40%
- 12 in., $27.00 ..... 40%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish 40%
Cotton Chalk, 20 feet ..... 40&10%
Cotton Trot 20%
Samson Cot., Nos. 4, $2.90; 4½, $3.75 ..... 20%
Silver Lake braided, ₱ gro., Nos. 0, $6.00; 1, $6.50; 2, $7.00; 3, $7.50 ..... 20%
Wire Clothes:

	18	19	20
1000 feet	$2.20	$2.00	$1.65
75 feet	1.80	1.70	1.80

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co 40%
R. & E. Mfg. Co 40%
Reading Hardware Co ..... 40&10%
Sargent & Co ..... 40&10%

CABINET—

Eagle Lock Co 33⅓%
Corbin 33⅓%
Yale 33⅓%

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00 ..... 40%
Ames Sword Co 40%
Brown's brass 25%
Brown's chain 25%
Champion 40%
Eagle 40%
Slaymaker's:
- General line ..... 35&10%
- Scandinavian 90%
- " steel keys 50%

Smith & Egge bicycle 50%
Wrought iron ..... 75&10@80%
Yale Lock Co 60%

TRUNK—

Corbin's ..... 25&10%
Eagle 40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory ..... 45@5&50%
Lignumvitæ ..... 45@5&50%
Bliss:
- Carpenters, Tinners, Box, Carvers 33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden 33⅓%
Regular Goods ..... 70&10%@75%

Meat Cutters

American 30%

Nos.	1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$60

Dixon's, ₱ doz ..... 30&10@40%

Nos.	1	2	3	4
Each	$14	$17	$19	$60

Enterprise ..... 25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.75	$6	$4.50	$6

Little Giant ..... 33⅓@40%

Nos.	305	310	312	320	322
Each	$35	$48	$44	$72	$68

Woodruff's, ₱ doz ..... 30&1@40%

Nos.	100	150
Each	$15	$18

Beef Shavers (Enterprise) ..... 25@30%

Meat Juice Extractors

Enterprise ..... 25&30%

Metals, Anti-Friction

	₱ Lb
Magnolia Metal Co.:	
Defender	18c
Cosmic	10c
Magnolia, Anti-Friction	25c
Mystic	15c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00 ..... 40%
Sargent's ..... 60@60&10%

Mitre Boxes

C. E. Jennings & Co ..... 30&10%
Seavey's, ₱ doz., $30 ..... 40%
Stanley Rule and Level Co.:
- Nos. 340 to 460 ..... 30%
- Nos. 50 and 60 ..... 35%

Motors

COFFEE MILL—

Specialty Novelty Co., each $5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Assn list, July, 1899 ..... 85@85&10%

PICTURE—

Niles' Patent 40%
Porcelain head, combination list ..... 60&10%
Porcelain head, Sargent's list 60%

Nail Nippers

"Gem," ½ gross lots, ₱ proms $21.00
" less quantity, ₱ dozen 2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net $7.50
Black Hawk, ₱ dozen 9.00
Cyclops ..... 50&10%@50%
Cronk's, ₱ dozen, net $12.00
Eureka, No. 74, ₱ doz., net $8.50
Eureka, No. 75, ₱ doz., net $8.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00 ..... 30&5%
Lightning, ₱ doz., $18.00 ..... 20%
Morris No. 1, list $20.00 ..... 50%
National, ₱ doz., $24.00 ..... 10%
Pelican, ₱ doz., $ 9.00 ..... 40@40&10%
Rollis Hardware Co., No. 1, $18.00 ..... 50&10%

Nail Sets

	₱ Gro
Hunters, Cup Point, knurled	$10.00
Hunters, Cup Point, plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25
Snell's:	
Octagon, ₱ gro	$5.25
Corrugated	6.75
Knurled	6.75@7.50

Nippers

Acme 50%
Smith's cutting 50%
Todd's cutting 60%

Nut Crackers

	₱ Gro
Acme, Japanned, $30.00	40%
Acme, Nickel Plated, $3.00	20%

Nuts

Cold Punched:

Mfrs. or U. S. Standard.	Off List
Square, blank	$5.00
Hexagon, blank	5.45
Square, blank, C. T. & R	5.30
Hexagon, blank, C. T. & R	6.05

Hot Pressed:

Mfrs. U. S. or Nar. Guage Standard	
Square, blank	5.20
Hexagon, blank	5.20
Square, tapped	5.20
Hexagon, tapped	5.70

Oils

Linseed, city, raw, in barrels, ₱ gal 39c
Linseed, city, boiled, in barrels, ₱ gal 41c
Out of town on spot, ₱ gal 38c
Calcutta, raw, in barrels, ₱ gal 62c
Lard, prime city, ₱ gal ..... 63@64c
Lard, Extra, No. 1 ..... 49@52c
Lard, No. 2 ..... 33@40%

Oilers

Brass and copper ..... 50&10
Tin or steel ..... 65&10
Cushman & Denison's: ₱ Doz
- Gem ..... $ .50
- Leader ..... .80
- Perfect oilers 1.50
- Star pocket oilers ..... .75

"Paragon," brass ..... 45@50%
"Paragon," zinc ..... 60&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust ..... 70@70&10%
Zinc and tin ..... 65@65&10%
American Tube & Stamping Co.:
- Spring bottom cans ..... 70@70&10%
- Railroad oilers, etc ..... 60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes':
- Hindostan, large axe ..... 8c ₱ lb
- " small " ..... 10c " "
- Queer Creek Axe ..... 20c " "

} 40%

OIL STONES—

Pikes':
- Lily White Washita ..... 80c ₱ lb
- Rosy Red " ..... 80c " "
- Extra " ..... 50c " "
- No. 1 " ..... 40c " "
- No. 2 " ..... 30c " "
- Lily White " round edge slips ..... 90c " "
- No. 1 Washita, round edge slips ..... 70c " "
- Washita Pen Knife pieces ..... 70c " "
- No. 1 Hard Arkansas stone 3 to 5½ in. long ..... $3.80 " "
- No. 1 Hard Arkansas stone 5½ to 8 in. long ..... $9.50 " "
- No. 1 Soft Arkansas stone 3 to 5½ in. long ..... $1.50 " "
- No. 1 Soft Arkansas stone 5½ to 8 in. long ..... $1.70 " "
- Soft Arkansas, round edge slips ..... $3.50 " "
- Hard Arkansas, round edge slips ..... $4.00 " "
- Hard Arkansas Pocket Knife pieces ..... $4.00 " "

} 33⅓

Pikes':
- Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes 40%

India Oilstones, all grades and sizes 33⅓%
Queer Creek Oilstones ..... 20c ₱ lb
Chocolate Oilstones ..... 60c " "
Regular Hindostan ..... 8c " "
Small Hindostan ..... 10c " "

} 40%

Packing, Steam

RUBBER—

Boston Belting Co.:
- Phoenix, net ₱ lb 50c
- Plumbago 50%

Pure Packing, "Excelsior" 50%
Extra 60%

MISCELLANEOUS— ₱ Lb

American Packing	8c@10c
Cotton Packing	16c@25c
Italian Packing	9½c@12c
Jute	4½c@5c
Russian Packing	8½c@11c

Padlocks

See Locks.

Parers

APPLE—

	₱ doz	$ 4.00
Advance		
Baldwin	" "	4.00
Bonanza Improved	each	6.50
Daisy	₱ doz	4.00
Dandy	each	7.50
Eureka Improved	"	20.00
Family Bay State	₱ doz	15.00
Improved Bay State	" "	36.00
Little Star	" "	5.00
New Lightning	" "	7.00
Reading, 72	" "	5.25
Reading, 78	" "	6.25
Rocking Table	" "	6.20
Turntable, '98	" "	6.00
White Mountain	" "	5.00

POTATO— ₱ Doz

Saratoga	$7.00
White Mountain	6.00

Pencils

Dixon's: ₱ Gro
- Carpenter's ..... $3.17@3.75
- Carpenter's, blue or red lead ..... 4.00@7.50
- Office ..... 1.87@7.50
- Lumber 6.87
- Colored lumber 9.00
- Black artists 9.37

Colored ..... 4.38@7.50
Assortment boxes ..... 1.31@2.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 28, 1899 ..... 70&10@75

Pipe Hangers, Conductor

Iwan's, Perfection wire 50

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.) 40%
Bench, first quality ..... 40&10%
Bench, second quality ..... 50&10%
C. E. Jennings & Co ..... 50&10%
Molding ..... 33⅓&5%

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IRON PLANES—
C. E. Jennings & Co., iron....50&10&5%
Sargent's....60@60&10%
Standard Tool Co....50@60&5%
Stanley Rule & Level Co.:
Bailey's....40%
Miscellaneous....35%

PLANE IRONS—
Buck Bros....30%
Butcher's....$5.00@5.25 to £
C. E. Jennings & Co....16⅔&10%
Stanley R. & L. Co....35%
L. & I. J. White....20&5@20%

Pliers and Nippers

Button....79&10@75%
Cronk & Carrier:
Pliers.
No. 1....60&10%
" 20, net....$9.00
" 40....75%
" 50....80%
" 65....40%
" 70....50%
" 80....40%
" 85....40%
Wm. Johnson's Gas Pliers....66⅔%
Smith's Side Cutting....25%

Plow Bolts

See Bolts.

Plumb Bobs

Keuffel & Esser Co....33⅓%

Plumbs and Levels

Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's....70%
Machinists'....25%

Pocket Levels

Stanley's....45%
Duplex....35%

Poachers

See Egg Poachers.

Police Goods

Tower & Lyons....25%

Polish Metal

Presoline Liquid, new list....40%
Prestoline Paste....40@40&10%
U. S. Metal Polish Paste, 8 oz boxes,
℔ doz....$ .50
℔ gross.... 4.00
¼ pound boxes, ℔ dozen.... 1.25
1 pound boxes, ℔ dozen.... 2.25
U. S. Liquid, 8 oz cans, ℔ dozen.... 1.25
℔ gross.... 12.00
Barkeeper's Friend Metal Polish
℔ dozen.... 1.75
℔ gross.... 18.00

Polish, Stove

Black Eagle benzine paste, 5 lb cans,
℔ lb.... 10c
Black Eagle, liquid, 10 oz. cans,
℔ doz.... 75c
Black Jack paste, ¼ lb cans, ℔ gross. 9.00
Black Kid paste, 5 lb can, each.... 65c
Ladd's Black Beauty, ℔ gross, $10.00. 50c
Joseph Dixon's, ℔ gross, $5.75.... 10%
Dixon's Plumbago, ℔ lb.... 8c
Fireside, ℔ gross.... 2.50
Gem, ℔ gross., $4.50.... 10%
Japanese, ℔ gross.... 3.50
Jet black, per gross.... 3.50
Peerless Iron enamel, 10 oz. cans ℔ doz 1.50
Wynn's:
Black silk, 5 lb. pail, each.... 70c
Black silk, ¼ lb. box, ℔ doz.... 1.00
Black silk, 5 oz box, ℔ doz.... 75c
Black silk, ¼ pint liquid, ℔ doz.... 1.00

Poppers, Corn

Square.	℔ Doz	℔ Gro
1 qt....		$ 9.00
1½ qt....		11.00
2 qt....		13.50

Post Hole Diggers

Disston's Samson Digger, ℔ doz. $34.. 25%
Kohler's:
Little Giant.... ℔ doz., net $12.00
Hercules.... " " 9.50
Invincible.... " " 9.00
Pioneer.... " " 7.20
Universal.... " " 13.00
New Champion.... " " 5.50
Rival.... " " 7.50
Ryan's:.... ℔ doz., $20.00 25%
Iwan's:.... ℔ Doz
Split handle.... net $7.00
Perfection.... " 8.00
Rockford Tack & Nail Co.:
Rockford brand.... ℔ doz., " 6.50
Atlas pattern.... " " " 7.50

Post Hole Augers

Iwan's Patent improved....40&5%
Perfection.... ℔ doz., net $8.25
Split handle.... " " 7.50
Vaughan's, 4 to 9 in.... " " 6.00

Potato Hooks, Etc

Hoe Down Hooks....75&10&2%
Hop Hooks....60&10&2½%
Potato Hooks....70

Powder

See Ammunition.

Presses

See Fruit and Jelly Presses.

Primers

See Ammunition.

Pruning Hooks and Shears

Cronk's Pruning Shears, all styles....33⅓%
Disston's Combined Pruning Hook and Saw, ℔ doz., $18.00....25@25&10%
Disston's Pruning Hook, ℔ doz., $12.00. 25@25&10%
Smith's:
Pruning Shears....60&10%
Rockdale Pruners....33⅓%
Standard Tree Pruners....75%
E. S. Lee & Co's. Pruning Tools....40%
P. S. & W. Co's. Shears....40%
Waters' Tree Pruners....75&10%

Pulleys

Awning....60@60&10%
Axle....50&10@60%
Brass screw....45&10%
Ceiling....50@10&60%
Clothes line, Japanned....60%
Common Sense....60%
Dumb Waiter....60@60&10%
Empire Sash Pulley....60%
Fox all steel....50%
Grand Rapids," all steel....50%
Hay Fork, swivel eve., ℔ doz., 4 in., $8.75; 6 in., $5.00....55%
Hay Fork, Hartz, 4¼ in., ℔ doz., $6.00.... 50&10%
Hay Fork, 5 in., solid, $5.70....50%
Hot House....50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ℔ doz., $12.00....40%
Side, Anti-Friction....60%
Shade rack....45%
Upright....50&10@50&10&10%

Pumps

Cistern, best grades....60@60&10%
Pitcher Spout, best grades....75@80%
Power Pumps, Myers'....50%
Spray Pumps, Myers....50&10%
Spray Pumps, Kohler's:
Daisy, net ℔ doz.... $ 7.50
Mechanical, net ℔ doz.... 7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 328, 3 in. Shallow Well Pump.... 13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump.... 15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.... 15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump.... 17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.... 15.00
No. 32, Fig. 523, 3 in. Deep Well Pump.... 17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.... 14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump.... 17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump.... 15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.... 15.00
No. 102, Fig. 448, 3 in. Lift Pump.... 9.00
No. 108, Fig. 448, 3½ in. Lift Pump.. 11.00
No. 129, Fig. 510, 3 in. Lift Pump.... 7.00
No. 131, Fig. 510, 3½ in. Lift Pump.. 8.50
No. 225, Fig. 389, Windmill Pump.. 12.50
No. 235, Fig. 408, Windmill Pump.. 16.00
No. 240, Fig. 406, Regulator Pump.. 28.00
No. 302, Fig. 477, Spray Pump, complete.... 11.50
No. 330, Fig. 547, Knapsack Spray Pump.... 10.00
Discount 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump, net.... 5.00
No. 320, Fig. 492, Bucket Spray Pump, net.... 2.00

Punches

Bemis & Call Co's.:
Cast Steel Drive....50%
Morrill's....50%
Niagara Hollow....45%
Niagara Solid....55%
Saddlers' or Drive, good....60@65%
Snells' Tinners'....40&5%

Rail

Barn Door, Light, Inches...	½	⅝	¾
℔ 100 feet	$1.40	1.95	2.60

Barn Door, "None Better" No. 1, ℔ ft...3¾c
Barn Door, "None Better" No. 2, ℔ ft....4c
B. D. for N. F. Hangers:
Angular, ℔ ft., 6c....70%
Double Flange, ℔ ft., 8c....70%
Cronk's:.... ℔ Ft
O. N. T. style, No. 13....2¾c
Double braced....3c
Lane's:
O. N. T. 1 in., ℔ 100 ft., net....$2.75
O. N. T. 1¼ in., net.... 3.00
O. N. T. 1½ in., net.... 4.00
Hinge Hanger, 1 in., ℔ 100 ft.... 3.50
" " 1¼ " " " " 3.96
Stowell's Wrought steel....25%
Sliding Door, Bronzed Wrought iron, ℔ ft....6¾c
Sliding Door, Steel, Brass Plated, ℔ ft..5½c
Sliding Door, Wrought brass, 1¾ in ℔ lb. 36c....25@30%
Victor Track Rail, 7c ℔ ft.....60&10&2½%

Rakes, Etc

Cronk's:
Malleable....70%
New Champion....75%
Victor....80%
Anti-Clog Lawn....75%
Never Break Garden....75&10%
Queen City Lawn....40%
Kohler's:.... Net
Lawn Queen, 20....$3.45
" " 24.... 3.60
Jumbo Lawn, 36.... 5.25
Paragon (wood head).... 2.75
Steel Garden, 10th.... 2.24
" " 12th.... 2.40
" " 14th.... 2.64
" " 16th.... 2.88

Rasps, Horse

Disston's....75%
New Nicholson Horse Rasp...70&10&4.75&5%
See also Files.

Razors

Electric....List Net
Boracic....60%
Fox....50%
J. R. Torrey Razor Co....20%
Wostenholm & Butcher, $10.00 to £....10%

Razor Hones

Belgian German and Swaty, all sizes...50%

Registers and Ventilators

HOT AIR—
New list, July 1, 1903:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated....70&10%
White Porcelain....60%
Solid Brass and Bronze Metal....50%

Revolving Chimney Tops

Iwans' Volcano....50&5%

Rifle Cleaners

Bishops':
Small Bore Rifle Cleaner, ℔ doz.....$3.00

Rings

See Bull and Hog Rings.

Rivets and Burrs

COPPER—
Belt with Burrs....50&5%
Hose with Burrs....50&5%

IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners....75@75%&5%
Miscellaneous....75@75%&5%

Rivet Sets

Regular list....70%

Rollers, Stay

Cronk's: Nos	50	55	56	60	65
℔ Dozen	$1.00	.60c	.75c	.75c	.90c

Rope

Cotton Rope:	℔ Lb
Best ¼ in. and larger	16½c
Medium	14½c
¼ in. and larger	
Common	10½c

Jute Rope:
A grade....6½c
C grade....5½c
Manilla Pure:
7-16 in. and larger....13½c
⅜ in....13c
¼ and 5-16....13½c
Sisal, Pure:
7-16 in. and larger....10c
⅜ in....10½c
¼ and 5-16 in....11c

Root Cutters

Lane's....25%

Rules

Athol, Steel....33⅓%
Boxwood....60&10@60&10&10%
Ivory....35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood....35&10%
" steel....33⅓&10%
Lufkin's:
steel....50&10%
Lumber....60%
Miscellaneous, Stanley's....60%

Sad Irons

DOVER ASBESTOS—
Polishing....50%
Pressing....50%
Laundry....45%
Sleeve....50%
Tourist....50%
Toy....50%
Blacklock:
Plain black in cases, ℔ 100 lbs....$2.75
Bronze finished in cases, ℔ 100 lbs.... 3.15
Aluminum finish, in cases, ℔ 100 lbs. 2.95
Full nickel, in cases, ℔ 100 lbs.... 3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa.....20&5&5%

Safety Fuse

See Fuse.

Safety Lifts

Burr Mfg. Co., steel....70&10%

Sand and Emery Paper and Cloth

Baeder, Adamson & Co's. list:
Emery cloth....50&10@60%
Garnet paper....25%
Flint and emery paper....50&10@60%

Sash Balances

Caldwell Mfg. Co....50%
Pullman....50&10@60%
Victor bronze....75%
Victor steel....70%

Sash Chain

Competition....50&10%
Giant....40%
Monarch B. C. Co....70%
Pullman bronze....70%
Pullman cop steel....70&10&10%
Royal metal....65&5%
Steel B. C. Co....70&10%
Steel, copperplated....70%
Victor bronze....70%
Victor steel....75%

Sash Cord & Weight Fastener

Ives....40%

Sash Cord

Cable Laid Italian, ℔ lb....16@18c
Cable Laid Russia, ℔ lb....15c
Common India, ℔ lb....10@10½c
Patent Russia, ℔ lb....14c
Patent India, ℔ lb....12¼@18c
Silver Lake:
A Quality, drab, ℔ lb....40c
A Quality, white, ℔ lb....35c
B Quality, drab, ℔ lb....35c
B Quality, white, ℔ lb....30c

Sash Fasteners

Imperial....33⅓%
Sash rollers....70%
Ives casement fasteners....40%
Champion....50%
Monitor, steel....25%
Shutter sheaves....60%
Window screen sash lifts....62%

Sash Locks

Champion meeting rail....50%
Champion side....60%
Ives' patent:
Bronze and Brass....62½
Crescent....50&10,
Iron....62½
Window ventilating....60%
Robinson pat. ventilating sash lock...40%
Wrought bronze and brass....55%
Wrought steel....55%
Paysons signal....80%
Pullman patent ventilating....25%

Sash Weights

Ton lots at factory (Eastern)..$27.50@$28.00

Sausage Stuffers or Fillers

Enterprise Mfg. Co....25@25&7½%
National Specialty Mfg. Co....30%

Saws

Atkins:
Band to 14 in. wide....60%
Band ¼ to 3-16 in. wide....50%
Butcher....40&10%
Pruning and Compass....40%
Circular....50%
Cross Cut....35&5%
Gang....50%
Hand, Panel and rip....40%
Wood....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws....25%
Disston's:
Circular, solid and inserted tooth....50%
Band 8 in. to 16 in. wide....60%
Band ¼ in. to 1¾ in....60%
Cross cuts....50%
Narrow cross cuts....35%
Mulay, mill and drag....35%
Framed wood saws....35%
Wood saw blades....35%
Wood saw rods....25%
Hand saws, Nos. 12, 99, 9, 16, D100, D85, 120, 76, 77, 9....22%
Hand saws, Nos. 7, 107, 107½, 8, 1, 0, 00, combination....30%
Compass, keyhole, pruning, dovetail, &c....25%
Butcher saws and blades....35%
C. E. Jennings & Co's.:
Butcher....30&10%
Hand Panel, rip & other saws..20&2½&10%
Peace:
Cross cuts....50%
Hand panel and rip....30%
Richardson:
Circular and mill....50%
X cuts....50%
Hand saws....30%
Star, Butcher....25%

HACK SAWS AND FRAMES—
Chatillon....30%
Diamond Saw & Stamping Works:
Sterling hack and saw blades....25%
Sterling hack saw frames....20%
Disston's:
Concave blades....25%
Keystone flex. back and mach. blades.40%
Hack saw frames....30%
Griffin's:
Complete....40&10%
Saw blades....35&5&10%
Star, saws and blades....22%

Saw Filer

Disston's D8 Clamp and Guide, $20.00 ℔ doz....30%

Saw Frames

C. E. Jennings & Co....20%
Richardson's Wood....net

Saw Sets

Atkins,
Criterion saw sets, ℔ doz....$6.00
Exclalor saw tools, " " 6.00
Disston's Monarch, Nos. 1 & 10 & Star...30%
Hart's patent lever....20%
Kohler's:
"Giant Royal," ℔ doz. net....$8.50
"Royal," ℔ doz. net.... 5.00
Morrill's:
Nos. 1, $15.00; 10, $15.63; 11, $15.63....50%
Cross cuts, Nos. 3 & 4, $20.63; 5, $30.00..50%
Richardson's....25%
Seymour Smith & Son, hammer, ℔ doz. $4.75
Stillman's, ℔ doz.... 1.00
Taintor's Positive, $18.00 ℔ doz....60%

Scales

Chatillon's:
Eureka....40%
Favorite....40%
Grocers' triple scales....50%
Family, Turnbull's....30@30&10%
Hatch:
Counter....40%
Tea....40%
Union Platform, plain....$1.80@$2.00
Striped....$2.00@$2.20
Pelouze....50%

Scale Beams

Chatillon's No. 1....30%
Chatillon's No. 2....40%

Scrapers, &c

Adj. Box scrapers (S. R. & L. Co.) $6.00...45%
Box, 1 handle, ℔ doz....$2.00
Box, 2 handle, ℔ doz....$3.00@$4.00
Foot....55&5@60&5%
Ship, Common, ℔ doz., net....$2.40
Ship, R. I. Tool Co....10%

SIDEWALK—
Kohler's steel No. 7, ℔ doz....$2.50

Screens

DOOR—
Phillips.	℔ Doz
Style E, ⅜ in....	$10.00
Style O77, ⅜ in....	7.50
Style X Y, ⅜ in....	10.50

WINDOW AND FRAMES—
Phillips:
Flyer pattern....60&10@60&10&5%
Air Line pattern....60&10%
Perfection....60&10@60&10&5%
Screen frames....70&5&60&10%

Screw Drivers

Brace Screw drivers....25&10&5%
Buck Bros....30%
Screw Driver Bits....27½
Champion....40%
Disston's Flat Blade, electric, telegraph and cabinet makers....70%
Electric spiral, No. 01, ℔ doz., net....$6.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet....40&10%
Fray's hollow hdle sets, No. 3, $12.00....50%
C. E. Jennings & Co., No. 285....40&10%
Jennings & Griffin....66⅔%
Sargent & Co's.:
No. 1 forged blade....50&10@50&10&5%
Nos. 20 and 40....66⅔%
Screw Driver bits (Snell's) ℔ doz....60c
Stanley R. & L. Co's.:
No. 64, varnished handles....60&10%
No. 86....70&10%
Victor....55%
Defiancio....70%
Snell's No. 5....75%
No. 10....80%
Nos. 20 and 30....70%
Tower & Lyon:
Champion....40%
Magazine....25%
Machinists'....40%
Belsley's patent....33⅓%

Screws

WOOD SCREWS—
List July 22, 1903.
Drive screws, diamond point....87½&10%
Iron, bright flat head....87½&10%
Iron, bright round and oval head....85&10%
Brass, flat head....85&10%
Brass, round head....80&10%
Bronze, flat head....77½&10%
Bronze, round head....75&10%
Nickel Plated, iron flat head....77½&10%
Nickel Plated, iron round head....77½&10%

MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head...50@50&10%

COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '99....75&12½%
Hand Rail....70&10@75%
Lag screws, list Oct. 1, 1900.
Cope Point....75&15%

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BENCH, HAND, ETC—

Bench, iron, ₱ doz.....1 in., $2.50@$2.75
1¼, $3.00@$3.25; 1½, $3.50@$3.75
Bench, wood, beech.....30@30&5%
Hand, wood.....30@30&5%
Jack Screws, Miller's Falls, roller bearing.....50&10%
Jack Screws, Miller's Falls, without roller bearing.....40&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes

₱ Doz

Wadsworth's:
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, grain; weed and bush.....40%

Scythe Rifles

3-Coat, ₱ gro., $10.00 } 40%
4-Coat, ₱ gro., $12.00 }

Scythe Stones

	₱ Gro	
No. 1, Indian Pond	$ 7.00	40%
No. 2, " "	4.50	
White Mountain	9.00	
Black Diamond	12.00	
Lamoille	11.00	
Green Mountains	6.00	
Leader Red End	4.50	
Willoughby Lake	9.00	
Extra Quinnebog	7.00	
Pike's Corundum	24.00	
" Emery	15.00	

Seeders

Raisin, Enterprise.....25@30%

Shears

Acme (cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
Straight Trimmers, etc.60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40%10%

Shears, Hedge

Wm. Wilkinson & Sons.....50%

Sheaves

SLIDING DOOR—
Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10&80%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
SLIDING SHUTTER—
Sargent's list.....70%

Shells

See Ammunition.

Ship Tools

L. & I. J. White.....25%

Shot

See Ammunition.

Shovels and Spades

Association List, Nov. 15.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars

Ives'.....45%

Shutter Bolts

See Bolts, Shutter.

Sifters, Flour

Hunter's Genuine, ₱ gross....$10.50@$11.50

Skate Sharpeners

Eureka.....₱ doz.. $1.75; ₱ gro., $18.00

Slaters' Tools

Plumbs.....30%

Slaw and Kraut Cutters

Disston's:
Slaw, vegetable, corn grater, turnip shredder.....40%
Kraut cutters, 24x7, 26x6, 30x9.....55
Kraut cutters, 36x12, 40x12.....40%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 knife, ₱ gro.....$18.@$20.00
2 knives, ₱ gro.....$22.50@$30.00
Kraut cutters.....40%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers

See Hammers.

Slicers

Vegetable, Enterprise.....25%

Smiths' Bellows

See Bellows.

Snaps, Harness, &c

German, new list.....40@40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast strap, bkle snaps.....45%
Yankee Breast strap, bkle snaps.....17½%
Breast strap protector.....45&2%
Double for bits or trace carrier.....45%
Trojan snaps.....45%
High grade snaps.....45%
Jockey snaps.....35%
Derby snaps.....30&2%
Rope snaps.....35&5%
Yankee snaps.....30&2%

Scythe Snaths

National Snath Co.....45@50%
Grain cradles.....40&12½%

Spoke Shaves

Bailey's (Stanley R. & L. Co.).....50&10%
Razor Edge.....35%
Iron, ₱ doz.....50&10%
Miller's Falls.....15&10%
Seymour Smith & Sons, iron.....20%
Wm. Johnson's:
Wood, best.....30%
Wood, second quality.....33⅓

Spoons and Forks

Boardman's:
Nickel silver, catalogue "D".....net list
SILVER PLATED FLAT WARE—
L. Boardman & Son, cat'lge "D" net list
International Silver Co.:
"1847".....40&10%
"Anchor".....60%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....40&10%
Holmes & Edwards.....50&10&10%
German silver, unplated.....60@60&5%
KNIVES AND FORKS, NO. 12—
₱ Doz. Net
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....3.00

Springs

See Door Springs.

Spring Balances

See Balances.

Spring Hinges

See Hinges.

Squares

Disston's Try sq're & T bevels, new list..70%
Try square and T bevel.....60&10&10@70%
Winterbottom's Try and Mitre:
Iron Handle.....40%
Wood Handle.....50%
Nickel-pl'ted, new list, Jan. 5, '00.70&10&10%
Steel and iron.....70&10&10%

Staples

Barbed blind, ⅛, ⅜, & ⅝ in., ₱ lb.. 6@6½c
Poultry Netting.....3¾@3¾c
FENCE—
Same price as Barb Wire, see trade report.

Stay Rollers

Cronk's, No. 50, net ₱ doz.....$1.00
" " 55 " " " 60c
" " 56 " " " 84c
" " 60 " " " 84c
" " 65 " " " 90c
Lane's, Nos. 1, 2 and 3.....40%

Steels

Chatillon's "Dicks".....80%

Stocks and Dies

BICYCLE—
Holroyd & Co.....40&10%
BLACKSMITH'S—
Butterfield's.....35&40%
Gardner.....33⅓&10%
Holroyd & Co.....50&10&5%
Holroyd's R'd Adj. screw plates.....50%
Reece's new screw plates.....25%
Lightning screw plate.....25%
PIPE MAKERS—
Holroyd & Co.....80&10%@80&10%

Stones

See Oilstones.

Stops

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders

Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts

See Bolts.

Stove Polish

See Polish, Stove.

Sweepers

See Carpet Sweepers.

Tackle Blocks

See Blocks.

Tacks, Brad, &c

List January 15, 1899.
American cut tacks.....90&25%
S. S. cut tacks.....90&30&5%
Carpet Tacks:
American blued.....90&25&5%
American tinned.....90&25&5%
Swedes Iron Tacks:
S. S.....90&30&10&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10&5%
Gimp Tacks:
S. S.....90&45&5%
Hungarian Nails, steel.....80&20&5%
Lace Tacks:
S. S.....90&45&10%
Looking Glass Tacks.....65&5%
Trimmers' Tacks:
S. S.....90&30&10&5
Trunk and Clout Nails:
Steel, black.....80&10%
Steel, tinned.....80&10%
Upholsterer's Tacks:
S. S.....90&40&5%
MISCELLANEOUS—
Double Point, in dozens.....90&6tens
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers

Columbia, No. 1, ₱ doz., net.....$5.00
" " 2, " " " 1.00
Little Jack, ₱ doz., net..... 1.00

Tapes, Measuring

Eddy's:
American Asses' skin.....40&10@50%
Leather Case.....25@25&10%
Star steel.....40@40&10%
Steel.....30@50@35%
Chestermans.....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin.....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic steel, lower list.....35@35&5%
Pocket.....35@35&10%
Lufkin's steel and metallic.....30@33⅓%

Tap Borers

See Borers, Tap.

Taps

American Screw Co.:
Machine screw.....70%
Holroyd & Co's.:
Blacksmiths.....60&10%
Machine screw.....75&10@80%
Machinists's Hand:
1-16 to 1¼ in. inc.....65&10%
1⅜ to 2 in.....50&10&5%
2⅛ to 3 in. inc.....33⅓&10%
3⅛ to 4 in. inc.....20%
Pipe, ⅛ to 1¼ in.....80&20%
Pipe, 2 to 3 in.....80&15%
Pipe, 3½ and 4 in.....66⅔&15%

Tap Wrench

Rollis Hdw. Co., $6.00.....50%

Thumb Latches

See Handles.

Ties, Wall and Veneer

The Metal Stamping Co., Niagara...20&10%

Tinware

Stamped, Japanned and Pieced..net prices

Tire Bolts

See Bolts.

Tobacco Cutters

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers

See Clippers.

Trammel Points

C. E. Jennings & Co., "Eureka".....25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....45%

Transom Lifters

Payson's solid grip, Nos. 643 and 644, ₱ 100, net.....$33.00
Payson's:
Balance, Iron list.....70&10&10%

Traps

FLY—
Balloon..... ₱ doz. $1.25, ₱ gro., $12.00
Globe..... " " 1.25, " " 12.00
Harper..... " " 1.40, " " 13.50
GAME—
Enterprise Mole..: .....15&10%
Hawley & Norton.....65%
Newhouse .....45@45&5%
Victor.....70&10@70&10&5%
MOUSE AND RAT—
Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, round wire, ₱ doz., $1.00.....10%
Mouse, wood, choker, ₱ doz. holes.....9c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ea. $1.21; ₱ doz.....$13.25
No. 3, Rat, ₱ doz., $6.50; case of 50.. 5.75
No. 3¼, Rat, ₱ doz., $5.25; case of 72. 4.70
No. 4, Mouse, ₱ doz., $2.85; " " 150 3.00
No. 5, " " " $2.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₱ Doz
Superior Rat Trap.....$15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00

Trouser Hangers

Pullman No. 1, ₱ gro.....$ 9.00
" 4, " " 24.00

Trowels, Mechanics

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden.....35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plst'rng & Moulding..25&5%

Trowels, Garden

Kohler's:
Mal. Hdl. Jap., ₱ gross, net.....$5.00
" " Tinned, ₱ gross, net..... 6.20
Wood Hdl., ₱ gross, net..... 4.50
Disston's.....35%

Vegetable Slicers

Enterprise Mfg. Co.....25%

Vises

Oval slide.....60%
Solid box.....60%
Columbian Hdw. Co.:
Nos. 110 and over.....50&5%
Nos. 100 and under.....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel.....40&45%
Coachmakers'.....40%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40&10
Holland's.....40
Howard's.....40%
Little Giant Bench.....25&5%
Lowell Hand.....33⅓
Massey:
Perfect.....20%
Clincher.....35@40%
Wood-working.....15@20%
Planer.....15@20%
Comb. Pine.....40%
Millers' Falls:
Mechanics'.....10%
Oval Glide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snedliker's.....30@33⅓%
Stephen's.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%
SAW FILERS
Bonney's No. 1 & 3.....40%
Wentworth's.....40&10&50%

Wads

See Ammunition.

Wagon Jacks

Covert's Auto Screw Jacks.....30&2%
Mfg. Co's. steel.....45%
Automobile.....45%
Lane's steel.....30&10%

Washer Cutters

Otis A. Smith's.....20&10&10%

Water Motors

Rosenberg's, single, F. O. B. Balto.....40%
" in Doz. Lots, Frt. Pd..40&10%

Weights, Hitching

Covert Mfg. Co.....40&2%

Well Wheels

Japanned, 8 to 14 in.....net

Weed Extractors

"Pastime," ₱ doz., net.....$1.75

Window Cleaners

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
Bosley's X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters

Ives' new list.....35%
Taplin's "Perfection".....35%

Wire Gauges

See Guages.

Wire and Wire Goods

Brass wire.....15%
Bright Wire Goods:
New list June 24, 1908.....90&2½%
Cast steel wire.....50%
Copper wire.....20%
Annealed & Tin. on spools.....70&10&10%
Brass and Cop. on spools.....60&60&10%
Spooled wire, ass'd for retailing.70&10&10%
Market Wire, Bright or Annealed:
Nos. 6 to 9.....80&5%
Nos. 10 to 18.....80%
Nos. 19 to 26.....80&10%
Nos. 27 to 31.....80&5%
Galvanized:
Nos. 15 to 26.....75&5%
Coppered:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&10%
Tinned:
Nos. 6 to 14.....77½%
Nos. 15 to 18.....75&5%
Cast steel.....65%
Charcoal iron.....60%
Gun screw.....65%
Picture wire, list of Oct. 2, 1900..... 85&10@85&10&10%
Stub's steel wire.....$6.00 to£ 33⅓%

Wire Clothes Lines

See Lines.

Wire Cloth, Netting, &c

Galvanized wire netting.....80&5@80&10%
Painted screen cloth, good quality, ₱ 100 sq. ft.....$1.10@$1.20

Wire Rope

Bright.....45&2½%
Iron, galvanized.....87½&2½%

Wire Rope Clips

Crosby.....25%

Wire Stretchers

W. C. Heller's grip, ₱ doz.....$1.50

Wrenches

Agricultural.....75&10@75&10&10%
Alligator.....70&10%
Baxter's.....70@70&10%
Machinists.....50%
Solid handle.....50&10@60%
Bemis & Call's:
Briggs pattern.....30&10%
Improved Pipe, bright.....60%
Patent Combination black.....40&5%
Patent Combination bright.....40%
Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....40%
Coes':
Genuine.....40&10&5&5%
"Mechanics".....40&10&10&5&5%
Coes' pattern, wrought bar....60&5&60&10%
Donohue's engineer.....40&10%
Eagle pipe.....40&10%
Gem.....50&10%
Stillson pipe.....30%
Acme.....60&10%
Bull Dog.....60@60&10%
Hercules.....70%

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HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Adzes
National Cutlery Co., Detroit, Mich.

Agricultural Implements
Geneva Tool Co., Geneva, Ohio
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O.

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anti-Rust Tin Ware
Reed Mfg. Co., Newark, N. Y.

Anvils
Alfred Field & Co., New York

Arbor Presses
Chandler & Farquhar, Boston

Augers and Auger Bits
John H. Graham & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.

Automobiles
J. Stevens Arm & Tool Co., Chicopee Falls, Mass.

Automobile Forgings
Thomson Drop Forge Co., Plantsville, Conn.

Awls
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Axes
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York
Snow Flake Axle Grease Co., Fitchburg, Mass.

Babbitt Metal
Magnolia Metal Co., New York

Balances, Sash (Spring)
Pullman Mfg. Co., Rochester, N. Y.

Bank Railings
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Barb Wire
Fuller Bros. & Co.. New York

Barn Paints
E. E. Nice, Philadelphia, Pa.

Bath Room Fixtures
Buffalo Mfg. Co., Buffalo, N. Y.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co.. Geneva, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs
John H. Graham & Co., New York

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
Gendron Wheel Co., Toledo, Ohio
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands
F. E. Meyers & Bro., Ashland, Ohio

Bicycle Step Ladders
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries
Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Boiler Feeders
N. A. Watson, Erie, Pa.

Bolt and Screw Cases
J. D. Warren Mfg. Co., Chicago

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburg, Pa

Bolts, Wrought Barrel
Griffin Mfg. Co., Erie, Pa.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Straps
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Boxes (Paper)
National Metal Edge Box Co., Philadelphia, Pa.

Braces, Carpenters
John H. Graham & Co., New York
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.

Brackets
E. E. Josef Mfg. Co., Buffalo, N. Y.

Brackets, Folding
Griffin Mfg. Co., Erie, Pa.

Brackets, Shelf
Griffin Mfg. Co., Erie, Pa.
Piqua Bracket Co., Piqua, Ohio

Brad Awls
Hurwood Mfg. Co., Bridgeport, Conn.

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Broad Axes
National Cutlery Co., Detroit, Mich.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
The Wm. Bayley Co., Springfield, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs
John Sommer's Son., Newark, N. J.

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales
John Chatillon & Sons, New York
Osgood Scale Co., Binghampton, N. Y.

Butchers' Tools
John Stortz & Son, Philadelphia, Pa.

Butts, Door
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinets, Bolt
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Can Openers
John H. Graham & Co., New York
A. F. Meisselbacher & Bro., Newark, N. J.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carpet Beaters
Holt-Lyon Co., Tarrytown, N. Y.

Carpet Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing
Frank Miller Co., New York

Carriers, Hay
F. E. Meyers & Bro., Ashland, Ohio

Cash Registers
National Cash Register Co., Dayton, O.

Catalogue Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Cement Rollers
John Stortz & Sons, Phila., Pa.

Chafing Dishes
Buffalo Mfg. Co., Buffalo, N. Y.

Chain Hoist
Jos. F. McCoy Co., New York.

Chains
Covert Mfg. Co., West Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chains, Cow
Covert Mfg. Co., West Troy, N. Y.
Oneida Community, Kenwood, N. Y.

Chains, Halter
Oneida Community, Ltd., Kenwood, N. Y.

Chains, Sash
Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chair Seats
Eureka Chair Seat Co., Syracuse, N. Y.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.
Goodell & Co., Antrim, N. H.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Cold
Hurwood Mfg. Co., Bridgeport, Conn.
John Stortz & Son, Philadelphia, Pa.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clamps, Rug and Carpet
E. E. Josef Mfg. Co., Buffalo, N. Y.

Cleavers
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Clocks, Alarm
Western Clock Mfg. Co., La Salle, Ills.

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars
A. J. Phillips Co., Fenton, Mich.

Coach Oil
Snow Flake Axle Grease Co., Fitchburg, Mass.

Coat Hanger (Folding)
Leader Mfg. Co., Hartford, Conn.

Coat, Hat and Ceiling Hooks
John H. Graham & Co., New York

Coffee and Spice Mills
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila, Pa.
W. H. Glenny & Co., Rochester, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y.

Coil Springs (Door)
Pullman Mfg. Co., Rochester, N. Y.

Coke Forks
Geneva Tool Co., Geneva, O.

Conductor Pipe
Am'can Steel Roofing Co., Middletown, O

Contractors' Plows
Syracuse Chilled Plow Co., Syracuse, N. Y.

Contractors' Tools
John Stotz & Sons., Philadelphia, Pa.

Cooking Utensils (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Hooks
Geneva Tool Co., Geneva, O.

Corn Sheller, (Hand)
The Wm. Bayley Co., Springfield O.

Corundum Wheels
Pike Mfg. Co., Pike, N. H.

Cotton Hoes
Geneva Tool Co., Geneva, O.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Counters, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin
J. D. Warren Mfg. Co., Chicago, Ill.

Countersinks
C. E. Jennings & Co., New York

Cover Lifters, Stove
Fanner Mfg. Co., Cleveland, O.

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Curry Combs
John H. Graham & Co., New York

Cuspadors
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
J. Stevens Arms & Tool Co.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dairy Scales
Osgood Scale Co., Binghampton, N. Y.

Dampers
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleve., O.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Superior Spring Hinge Co., Chicago, Ill.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.

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Dormant Scales
Osgood Scale Co., Binghamton, N. Y.

Drawers, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Drawer Pulls
Griffin Mfg. Co., Erie, Pa.
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
C. E. Jennings & Co., New York
Keuffel & Esser Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Drawing Knives
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)

Dripping Pans
The Bronson Walton Co., Cleveland, O.

Drop Forgings
Thomson Drop Forge Co., Plantsville, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa

Duplicating Machines
Felix P. J. Daus Duplicating Co., N. Y.

Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
L. & I. J. White Co. Buffalo, N. Y.

Egg Beaters (Dover)
Holt Lyon Co., Tarrytown, N. Y.

Electric Bells and Supplies
John H. Graham & Co., New York

Elevator Enclosures and Bars
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Elevators
Kimball Bros. Co., Council Bluffs, Iowa

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.

Enamel Ware (Turquoise)
Reed Mfg. Co., Newark, N. Y.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Export Agents
John H. Graham & Co., New York

Fans (Ventilating, Ceiling)
The A. Rosenberg Co., Baltimore, Md.

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Faucets, Metal
John H. Graham & Co., New York

Faucets, Wood
John Sommer's Son, Newark, N. J.

Fences (Stel Picket)
Glen Mfg. Co., Ellwood City, Pa.

Fences (Wire)
Glen Mfg. Co., Ellwood City, Pa.

Fences, Wire and Iron
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Stewart Iron Works, Cincinnati, O.
Van Dorn Iron Works Co., Cleveland, O.

Field Hoes
Geneva Tool Co., Geneva, O.

Files
G & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.
N. A. Watson, Erie, Pa.

Filters, Water
N. A. Watson, Erie, Pa.

Fire Arms
Alfred Field & Co. New York
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Pots
Clayton & Lambert Mfg. Co., Detroit, Mich.

Fishing Tackle
Clark, Horracks Co., Utica, N. Y.
The Horton Mfg. Co., Bristol, Conn.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Flintstone Enamel Steel Ware
Reed Mfg. Co., Newark, N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila., Pa.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Freezers (Ice Cream)
Alaska Freezer Co., Winchendon, Mass.
The Dana Mfg. Co., New York, N. Y.
John H. Graham & Co., New York, N. Y.
North Bros. Mfg. Co., Philadelphia, Pa.

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Furnace Shovels ("Tropic")
Avery Stamping Co.. Cleveland, Ohio.

Galvanized Hoops, Bars & Bands
Harold McCalla, Philadelphia, Pa.

Galvanized Ware
Reed Mfg. Co., Newark, N. Y.

Galvanized Wire
Fuller Bros. & Co., New York

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
W. H. Glenny & Co., Rochester, N. Y.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges
The H. H. Mayhew Co., Shelburne Falls, Mass.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.

Glass Cutters
W. L. Barrett, Bristol, Conn.
Fletcher, Terry & Co., Forestville, Ct.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Glue
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O
Geneva Tool Co., Geneva, O.

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grates
Blacklock Foundry, South Pittsburgh, Tenn.

Grinders (Clipper)
John Van Benschoten, Poughkeepsie, N. Y.

Grist Mills (Hand)
The Wm. Bayley Co., Springfield, O.

Gummers, Saw
Henry Disston Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Hack Saws
Diamond Saw & Stamping Co., Buffalo, N. Y.
West Haven Mfg. Co., New Haven, Conn

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Halter Chains
Covert Mfg. Co., West Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y.

Hammers
Henry Chenney Hammer Co., Little Falls, N. Y.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York
Franklin Specialty Co., Reading, Pa.

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Hand Carts
Syracuse Chilled Plow Co., Syracuse, N. Y.

Handles, Tool
Berger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.
W. H. Glenny & Co., Rochester, N. Y.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Cabinets
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York

Hardware Shelving
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties
Alfred Field & Co., New York
Enterprise Mfg. Co. of Pa., Phila.
Robert Murray, New York
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Franklin Specialty Co., Reading, Pa.
E. E. Josef, Mfg. Co., Buffalo, N. Y.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., West Troy, N. Y.

Hatchets
Franklin Specialty Co., Reading, Pa.
National Cutlery Co., Detroit, Mich.

Hasps and Staples
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Header Forks
Geneva Tool Co., Geneva, O.

Heaters (Carriage)
Standard Stamping Co., Marysville, O.

Hinges
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Hoist (Chain)
Jos. F. McCoy Co., New York.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware
Blacklock Foundry, South Pittsburgh, Pa.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York

Horse and Cattle Ties
Covert Mfg. Co., West Troy, New York
Oneida Community, Ltd., Kenwood, N. Y.

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Holders, Pillow Sham and Dust Pan
E. E. Josef Mfg. Co., Buffalo, N. Y.

Household Specialties
W. H. Glenney & Co., Rochester, N. Y.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
Alaska Freezer Co., Winchendon, Mass.
The Dana Mfg. Co., New York, N. Y.
John H. Graham & Co., New York
North Bros., Mfg. Co., Philadelphia

Ice Creepers
Edwin B. Stimpson & Son, New York

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Franklin Specialty Co., Reading, Pa.

Ice Tools
W. H. Glenny & Co., Rochester, N. Y.
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.
John Stortz & Son, Phila., Pa.

Injectors
N. A. Watson, Erie, Pa.

Injectors, Excelsior
N. A. Watson, Erie, Pa.

Inverted Light
Wiederhold Light Co., New York, N. Y.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron and Steel
Harold McCalla, Philadelphia, Pa.

Iron Works
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

"Japalac"
Glidden Varnish Co., Cleveland, O.

Job Lots
Chas. Weiland, New York, N. Y.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.

Knives
National Cutlery Co., Detroit, Mich.

Ladders, Folding
Udell Works, Indianapolis, Ind.
Berger Bros. Co., Philadelphia

Lamps, Bicycle
John H. Graham & Co., New York

Lanterns
Hurwood Mfg. Co., Bridgeport, Conn.
R. E. Dietz & Co., New York, N. Y.

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Lawn Fences
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Rakes
Geneva Tool Co., Geneva, Ohio

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh, New York
Globe Lawn Mower Mfg. Co., Reading, Pa.
Philadelphia Lawn Mower Co., Philadelphia, Pa.

Lawn Tools
Geneva Tool Co., Geneva, Ohio

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialy Co., Erie, Pa.
John H. Graham & Co., New York
John Sommer's Son, Newark, N. J.
Leader Mfg. Co., Hartford, Ct.

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Levels (Patent Aluminum)
Davis & Cook Co., Watertown, N. Y.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Light (Inverted)
Wiederhold Light Co., New York, N. Y.

Lighting Systems
American Gas Machine Co., Albert Lea, Minn.

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks and Knobs
John H. Graham & Co., New York

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lubricators
Geo. W. Cole Co., New York, N. Y.

Machinists' Tools
Barnes Tool Co., New Haven, Conn.
Henry Disston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mail Boxes
Vermont Slate Co., Zanesville, Ohio
Smith Bros. Mfg. Co., Indianapolis, Ind.

Mallets
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New York

Manufacturers' Agents
John H. Graham & Co., New York
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Manure Hooks
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City, New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa., Phila.

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Measuring Tapes
Alfred Field & Co., New York
John H. Graham & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Metal Ceilings
Northrup, Coburn & Dodge Co., New York, N. Y.

Metal Side Walls
Northrup, Coburn & Dodge Co., New York, N. Y.

Mills, Coffee and Spice
The Wm. Bayley Co., Springfield, O.
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Mop Wringers
The Dana Mfg. Co., New York, N. Y.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nail Sets
John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Sawyer Tool Mfg. Co., Fitchburg, Mass.

Needles
Alfred Field & Co., New York

Nippers
Alfred Field & Co., New York
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburgh, Pa.

Office Railings
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans (Safety)
Vermont Slate Co., Zanesville, Ohio

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, O

Ovens, Gas Stove
Schofield & Co., Freeport, Ills.

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
E. E. Nice, Philadelphia, Pa.

Paint Specialties
Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.

Paper Boxes
National Metal Edge Box Co., Philadelphia, Pa.

Paper Clips
Cushman & Dennison, New York

Paviors' Tools
John Stortz & Sons, Phila., Pa.

Patents
Davis & Davis, New York

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Perforated Metals
Edwin B. Stimpson & Son, New York

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Planters' Hoes
Geneva Tool Co., Geneva, O.

Plated Ware
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York

Plates, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers
Hurwood Mfg. Co., Bridgeport, Conn.

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
Alfred Field & Co., New York
John Chatillon & Sons, New York

Pocket Knife Tool Kit
U. J. Ulery, New York, N. Y.

Polish, Stove
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Stove Polish Co., Chicago, Ills.

Polishes, Liquid
Geo. W. Huffman, Indianapolis, Ind. and New York

Polishes, Paste
Geo. W. Huffman, Indianapolis, Ind. and New York

Portable Revolving Whip Rack
John H. Best, Galva, Ill.

Postal Scales
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers
John H. Graham & Co., New York
F. E. Kohler & Co., Canton, Ohio

Potato Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Pressed Steel Tiling and Brick
Northrup, Coburn & Dodge Co., New York, N. Y.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting
F. E. Myers & Bro., Ashland, Ohio

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches
Chandler & Farquhar, Boston
The H. H. Mayhew Co., Shelburne Falls, Mass.

Punches, Spring
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

Railings, Wire and Iron
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Stewart Iron Works, Cincinnati, O.

Rail, Barn Door
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses
Magnolia Metal Co., New York

Railways
M. V. Richards, Land & Ind. Agt., Southern Ry., Washington, D. C.

Raisin Seeders
Enterprise Mfg. Co. of Pa., Phila.

Rakes
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York

Razors
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.
Jos. Rodgers & Sons, New York and Sheffield, England

Razor Grindstones
Pike Mfg. Co., Pike, N. H.

Razor Guards
L. T. Weiss, Brooklyn, N. Y.

Razors, Safety
Gillette Sales Co., New York, N. Y.
Kampfe Brothers, New York
Gem Cutlery Co., New York
Reichard & Schneber Mfg. Co., New York, N. Y.

Reamers
C. E. Jennings & Co., New York
Wiley & Russell Mfg. Co., Greenfield, Mass.

Reels, Wood
John Sommer's Son, Newark, N. J.

Reels, Rope
Udell Works, Indianapolis, Ind.

Refrigerators (Iceless)
The Dana Mfg. Co., N. Y.

Registers, Warm Air
Berger Bros. Co. Philadelphia

Revolvers
Harrington & Richardson Arms Co. Worcester, Mass.

Revolving Horse Hay Rakes
Geneva Tool Co., Geneva, O.

Rifflers
The H. H. Mayhew Co., Shelburne Falls, Mass.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Riveters
F. H. Smith Mfg. Co., Chicago, Ill.

Rivets
Berger Bros. Co., Philadelphia
Garland Nut & Rivet Co., Pittsburgh, Pa.
C. C. & E. P. Townsend, New Brighton, Pa.

Roasters and Bakers
The Bronson Walton Co., Cleveland, O

Roof Bolts
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies
Am. Steel Roofing Co., Middletown, O.
Berger Bros. Co., Philadelphia
National Sheet Metal Roofing Co., Jersey City, N. J.
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Metal Shingles and Tiles
National Sheet Metal Roofing Co., Jersey City, N. J.

Roof Rods
Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic
Stowell Mfg. Co.: Jersey City, N. J.

Rules
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Rules, Steel
Keuffel & Esser, New York, N. Y.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Sad Irons
Blacklock Foundry, South Pittsburgh, Tenn.
Dover Mfg. Co., Canal Dover, Ohio.
Enterprise Mfg. Co. of Pa., Phila., Pa.

Sad Iron Handles
Enterprise Mfg. Co. of Pa., Phila., Pa.
Fanner Mfg. Co., Cleveland, Ohio

Sand and Emery Paper
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Sash Balances, (Spring)
Pullman Mfg. Co., Rochester, N. Y.

Sash Chain and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sash Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners
Champion Safety Lock Co., Geneva, O.

Sash Fixtures
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Lifts
Champion Safety Lock Co., Geneva, O.

Sash Locks
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sash Locks, (Ventilating)
Pullman Mfg. Co., Rochester, N. Y.

Sash Ribbon and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sausage Stuffers
Enterprise Mfg. Co. of Pa., Phila.

Saws
Henry Disston & Sons, Phila., Pa.
C. E. Jennings & Co., New York
E. C. Atkins & Co., Cincinnati, Ohio.

Saws, Butchers'
John Chatillon & Sons, New York

Saw Gummers
Ajax Mfg. Co., Pittsburgh, Pa.

Saw Sets
Alfred Field & Co., New York
Charles Morrill, New York

Saw Tools
C. E. Jennings & Co., New York

Scales
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York
Osgood Scale Co., Binghampton, N. Y.
Pelouze Scale & Mfg. Co., Chicago

Scrapers, Drag and Wheel
Syracuse Chilled Plow Co., Syracuse N. Y.

Screen Doors
A. J. Phillips Co., Fenton, Mich.

Screen Door Catches
Caldwell Mfg. Co., Rochester, N. Y.

Screen Door Pulls
Champion Safety Lock Co., Geneva, O.

Screws
Robert Murray, New York

Screw Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Screw Drivers
John H. Graham & Co., New York
Hurwood Mfg. Co., Bridgeport, Conn.
C. E. Jennings & Co., New York
H. H. Mayhew Co., Shelburne Falls, Mass.
North Bros., Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Drivers (Indestructible)
Thomson Drop Forge Co., Plantsville, Conn.

Screw Plates
Alfred Field & Co., New York
Walworth Mfg. Co., Boston Mass.
Wiley & Russell Mfg. Co., Greenfield, Mass.

Scythes and Grass Hooks
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.

Scythe Rifles
Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush
Geneva Tool Co., Geneva, O.

Scythe Stones
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike, N. H.

Sectional Shelving
J. D. Warren Mfg. Co., Chicago

Seals
Schwerdtle Stamp Co., Bridgeport, Conn

Settees, Iron
Stewart Iron Works, Cincinnati, O.

Sharpening Machines
John Chatillon & Sons, New York

Sharpening Stones
Pike Mfg. Co., Pike, N. H.

Shears, Compound Portable Leverage
Chas. Swan & Co., Corry, Pa.

Shears and Scissors
Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

Sheep Shearing Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Shelving, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Shingles and Tiles
National Sheet Metal Roofing Co., Jersey City, N. J.

Ship Carpenters' Tools
L. & I. J. White Co., Buffalo, N. Y.

Shoe Lasts and Stands
Blacklock Foundry Co., South Pittsburg, Tenn.

Shoe Shiners
Piqua Bracket Co., Piqua, Ohio

Shot Guns
Harrington-Richardson Arms & Tool Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovels
A. J. Phillips Co., Fenton, Mich.
Geneva Tool Co., Geneva, O.

Shovels, Spades and Scoops
Avery Stamping Co., Cleveland, Ohio.

Show Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Sidewalk Chisels
Geneva Tool Co., Geneva, O.
L. & I. White Co., Buffalo, N. Y.

Sidewalk Cleaners
Geneva Tool Co., Geneva, O.

Sidewalk Cleaners ("Klondyke")
Avery Stamping Co., Cleveland, Ohio.

Sidewalk Lights
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Sidewalk Scrapers
Geneva Tool Co., Geneva, O.

Sidewalk Shovels
Geneva Tool Co., Geneva, O.

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Silver Ware
Luther Boardman & Son, East Haddam, Conn.

Sink Strainers
F. H. & E. B. Vrooman, Chicago, Ill

Sinks, Cast Iron
Blacklock Foundry, South Pittsburgh, Tenn.

Skates
Cycle Skate and Sporting Goods Co., New York, N. Y.

Skewers
John Chatillon & Sons, New York

Skylights, Galvanized Iron and Copper
National Sheet Metal Roofing Co., Jersey City, N. J.

Slaw Cutters
Enterprise Mfg. Co. of Pa., Phila.
Henry Disston Sons, & Philadelphia, Pa.
C. E. Jennings & Co., New York

Snow Shovels ("Alaska")
Avery Stamping Co., Cleveland, Ohio.

Soapstone Foot Warmers
Pike Mfg. Co., Pike, N. H.

Soapstone Griddles
Pike Mfg. Co., Pike, N. H.

Solder
Berger Bros. Co., Philadelphia

Spading Forks
Geneva Tool Co., Geneva, O.

Speaking Tubes
Berger Bros. Co., Philadelphia

Specialties, Hardware and Household
Parks & Parks, Troy, N. Y.

Spikes
Fuller Bros. & Co., New York

Spiral Screw Drivers
North Bros. Mfg. Co., Phila, Pa.

Spoke Shaves
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Spring Balances
John Chatillon & Sons, New York

Spring Hinges
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago
Superior Spring Hinge Co., Chicago, Ill.

Springs, Wire
John Chatillon & Sons, New York

Squares, Steel
L. S. Starrett Co., Athol, Mass.

Stamps, Steel
Schwerdtle Stamp Co., Bridgeport, Conn

Staple Pullers
Cronk & Carrier Mfg. Co., Elmira, N. Y

Stay Rollers
Cronk & Carrier Mfg. Co., Elmira, N. Y.
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Steamfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
Barnes Tool Co., New Haven Conn.

Steam, Water and Gas Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Walworth Mfg. Co., Boston, Mass.

Steel
American Tube & Stamping Co., Bridgeport, Conn.

Steel Hinges, Spring
Bommer Bros., Brooklyn, N. Y.

Steel, Hoop and Band
Harold McCalla, Philadelphia, Pa.

Steel Letters and Figures
Schwerdtle Stamp Co., Bridgeport, Conn

Steel Measuring Tapes
Keuffel & Esser, New York
L. S. Starrett Co., Athol, Mass.

Steel Roofing
Am. Steel Roofing Co., Middletown, O.

Steel Rules
L. S. Starrett Co., Athol, Mass.

Steel Skips
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stencils
Schwerdtle Stamp Co., Bridgeport, Conn

Step Ladders (Rolling)
Bicycle Step Ladder Co., Chicago, Ill.
Ebbing Mfg. Co., St. Louis, Mo.

Stocks and Dies
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Wiley & Russell Mfg. Co., Greenfield, Mass.

Stone Hooks
Geneva Tool Co., Geneva, O.

Store Fixtures
J. D. Warren Mfg. Co., Chicago

Store and Warehouse Trucks
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stove Trimmings
Fanner Mfg. Co., Cleveland, O.

Strapping Belts
Ames Sword Co., Chicopee, Mass.

Street Hoes
Geneva Tool Co., Geneva, O.

Strops, Razor
Alfred Field & Co., New York
Gem Cutlery Co., New York, N. Y.
Gibford Mfg. Co., Adrian, Mich.
Kampfe Bros., New York, N. Y.

Sugar Beet Tools
Geneva Tool Co., Geneva, O.

Sugar Kettles
Blacklock Foundry, South Pittsburgh, Tenn.

Squares, Steel
Henry Disston & Sons, Inc., Phila., Pa.

Swing Chair
Haggard & Marcusson, 425 So. Cancal St., Chicago, Ill.

Tables, Folding
Udell Works, Indianapolis, Ind.

Tack Pullers
John H. Graham & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Tackle Blocks
Boston & Lockport Block Co., Boston, Mass.

Tailors' Shears
R. Heinisch's Sons Co., Newark, N. J.

Taps
Wiley & Russell Mfg. Co., Greenfield, Mass.

Ten Cent Specialties
Franklin Specialty Co., Reading, Pa.

Thistle and Dock Diggers
Geneva Tool Co., Geneva, O.

Tinners' and Roofers' Supplies
Berger Bros. Co., Philadelphia
National Sheet Metal Roofing Co., Jersey City, N. J.

Tinners' Snips
R. Heinisch's Sons Co., Newark, N. J.

Tool Chests and Cabinets
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York
Am. Tool Chest Co., New York, N. Y.

Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Geneva Tool Co., Geneva, O.
Hurwood Mfg. Co., Bridgeport, Conn.
C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia, Pa.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
L. & I. J. White Co., Buffalo, N. Y.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Walworth Mfg. Co., Boston, Mass.

Toys, Iron
Arcade Mfg. Co., Freeport, Ills.

Transom Chains
Smith & Egge Mfg. Co., Bridgeport, Conn

Traps, Rat and Mouse
Smith & Egge Mfg. Co., Bridgeport, Conn

Trouser and Skirt Hanger
Caldwell Mfg. Co., Rochester, N. Y.
Pullman Mfg. Co., Rochester, N. Y.

Trowels
Henry Disston & Sons, Philadelphia
Alfred Field & Co., New York
C. E. Jennings & Co., New York

Trucks, Store
John Chatillon & Sons, New York
John H. Graham & Co., New York

Tube Expanders
Ajax Mfg. Co., Pittsburgh, Pa

Tubes, Seamless Drawn
American Tube & Stamping Co., Bridgeport, Conn.

Tubing
American Tube & Stamping Co., Bridgeport, Conn.

Turnbuckles
Columbus Bolt Works, Columbus, O.

Twist Drills
C. E. Jennings & Co., New York

Typewriters
Remington Typewriter Co., New York.

Valves, Pump
Berger Bros. Co., Philadelphia
F. E. Myers & Bro., Ashland, Ohio

Vases, Iron
Stewart Iron Works, Cincinnati, O.

Varnishes
Adams & Elting Co., Chicago, Ills.
Glidden Varnish Co., Cleveland, O.
E. E. Nice, Philadelphia, Pa.

Ventilating Sash Locks
Champion Safety Lock Co., Geneva, O.

Ventilators
Berger Bros. Co., Philadelphia

Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
John H. Graham & Co., New York
Walworth Mfg. Co., Boston, Mass.

Wagon Jacks
Covert Mfg. Co., West Troy, N. Y.
Lane Bros. Co., Poughkeepsie, N. Y.
J. V. Hankinson, Franklin, Ohio.

Wagon Scales
Osgood Scale Co., Binghampton, N. Y.

Washers, Iron and Steel
Columbus Bolt Works, Columbus, O.

Washing Machines
Blackstone Mfg. Co., Jamestown, N. Y.
H. F. Brammer Mfg. Co., Davenport, Ia.
White Lily Washer Co., Davenport, Ia.
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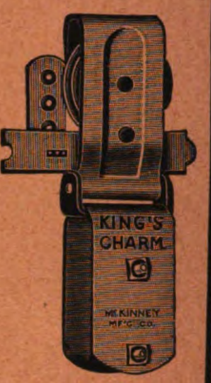
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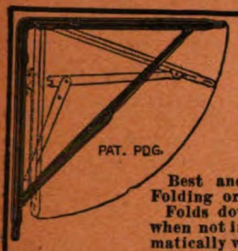
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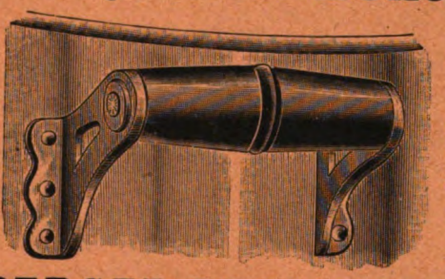
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L. XXXII
NO. 7

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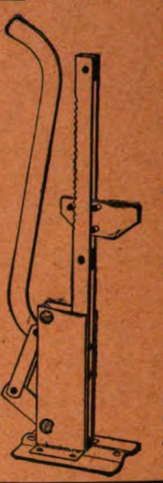


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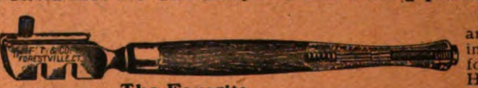
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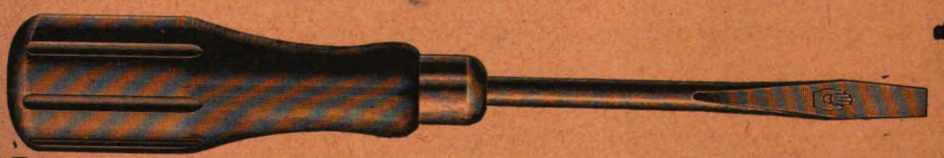
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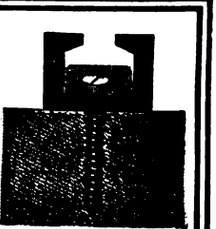
111 Madison St., Chicago.
813 Locust St., St Louis.
308 Montgomery St., San Francisco.

MORE SHELF ROOM

Easily secured without increasing the size of the store by using

BAINES SHELF BRACKETS

Adjustable or Fixed





The accompanying cuts show the entire absence of obstructions, usually found on Hardware shelves; the manner of adjustment; and the way they are attached to the walls.

Our catalogue "H," for Hardware men, tells how to estimate the number of brackets required, how to install them, etc. It will be of interest to any merchant.

PIQUA BRACKET CO. PIQUA, O.

INDESTRUOTIBLE

Prepare for the worst by getting the best Screw Driver on the market to-day—THOMPSON'S

INDESTRUCTIBLE SCREW DRIVER

It is drop-forged from the best steel—cap, ferrule and blade, which latter is of one piece, extending through handle to cap.

GUARANTEED AT EVERY POINT

It will not break, nor bend, nor will its handle split under the heaviest blows.

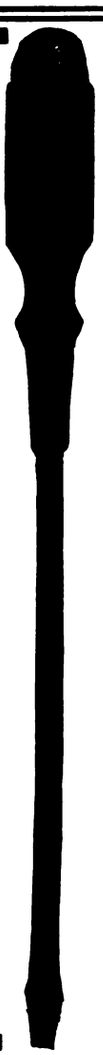
Its price will please you and your customers.

We make Drop-Forgings of every description. Tell us your wants in this line and let us quote you prices.

Mention HARDWARE

THE THOMSON DROP FORGE CO.

PLANTSVILLE, CONN.





BEFORE placing your orders for the Holiday trade for Chafing Dishes, Five O'clock Teas, Coffee Extractors, Crumb Trays and Scrapers, Baking Dishes, etc., it may be to your interest to write for an Illustrated Catalogue to

The Buffalo Mfg. Co.

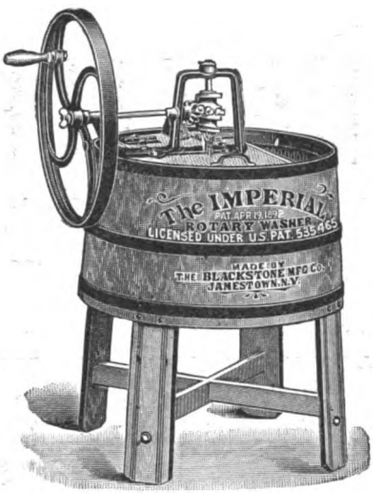
444 Niagara St., BUFFALO, N. Y.

BRANCH OFFICES:

18 Warren St., New York,
512 Commerce St., Philadelphia,
40 Dearborn St., Chicago,
247 Coronado Bldg., Denver, Colo.,
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The Dollars You're After



will come to you with less effort the moment you invest a few of them in a trial order for the

Imperial Rotary Washer

It's noiselessness — easy operation (has all steel roller bearings) — handsome finish—gold and aluminum bronze castings—help sell it so quickly.

When you write for prices ask for our catalogue. It shows the most complete line of washers on the market.

The Blackstone Mfg. Co.
Jamestown, N. Y.
Established 1871

The World's **Standard**

"Pullman" Coil Door Springs



Price guaranteed to date of ship ment.

We are booking orders now for Spring Delivery.

Malleable Iron Hooks
No. 209 Japanned Screw Eyes

PULLMAN MFG. COMPANY
Rochester, N. Y.

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78 YEARS. ESTABLISHED 1825. 78 YEARS.

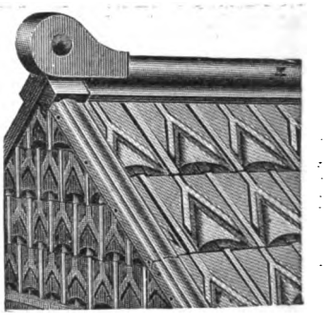
CELEBRATED **HEINISCH** SHEARS,
ACKNOWLEDGED THE BEST.



Tailors' Shears, Trimmers, Scissors, Tinners' Snips, Etc.

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F. A. VORDERMEIER,
NEW YORK MANAGER.

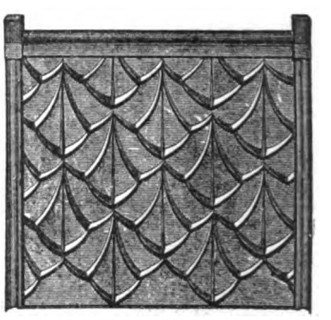
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MAIN OFFICE AND FACTORY,
NEWARK, N. J.



Rust--Storm--Fire--Proof
Metal Shingles
and Tiles from Tin, Galvanized Tin and Copper

are the best for suburban or country houses.

We have the largest variety of styles. They require no painting or after care. We have



A Profitable Proposition
FOR
Every Hardwareman

Get in line—write us and be convinced.

Mention HARDWARE.

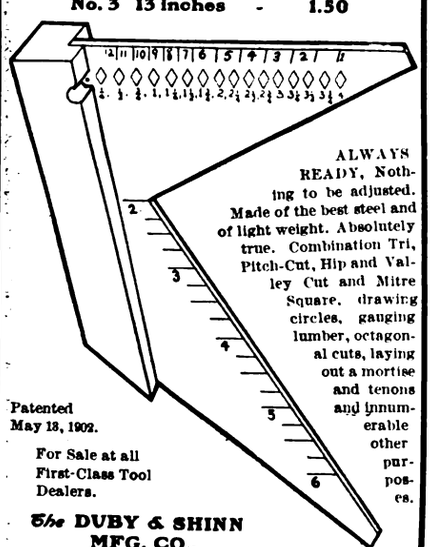


The National Sheet Metal Roofing Co.
339-345 GRAND ST., JERSEY CITY, N. J.

New Universal Square

(NEW STYLE) Made in Three Sizes.

No. 1	6 inches -	$0.65
No. 2	10 inches -	1.00
No. 3	13 inches -	1.50



ALWAYS READY, Nothing to be adjusted. Made of the best steel and of light weight. Absolutely true. Combination Tri, Pitch-Cut, Hip and Valley Cut and Mitre Square, drawing circles, gauging lumber, octagonal cuts, laying out a mortise and tenons and innumerable other purposes.

Patented May 13, 1902.

For Sale at all First-Class Tool Dealers.

The DUBY & SHINN MFG. CO.,
Incorporated

Nelson Bldg., 19 Park Place, New York City

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

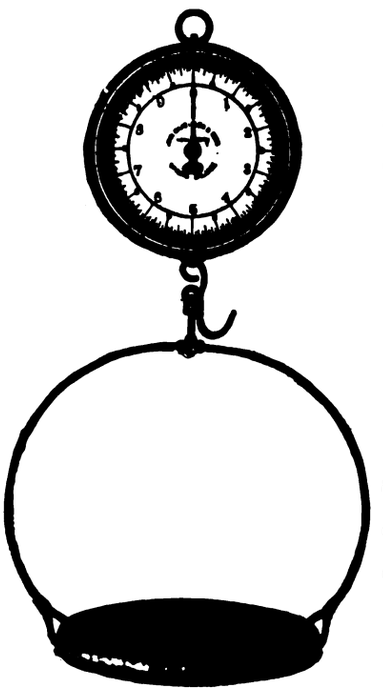
Address Dept. H,

THE
American Steel Roofing Co.
Middletown, O.

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CHATILLON SPRING SCALES.

OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chattillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us



has our name as makers plainly on the dial, thus:

John Chatillon & Sons. Makers. New York. U.S.A.

and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.

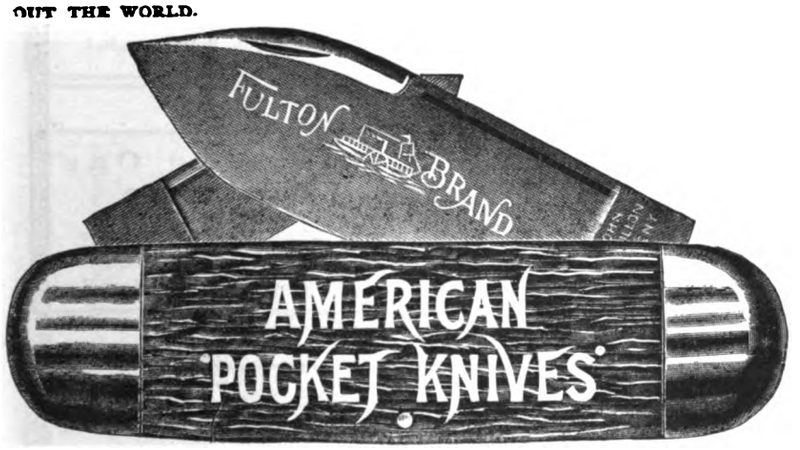


These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.



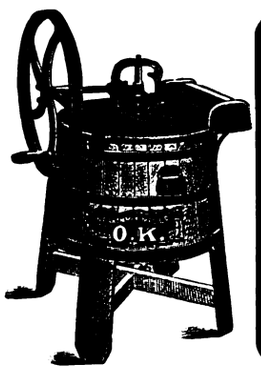
Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

ESTABLISHED 1835

JOHN CHATILLON & SONS, New York City.

85 to 93 CLIFF STREET and 12 JACOB STREET.

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The O. K. WASHING MACHINE

IS NOT SOLD

to *catalogue*, *mail order* or *premium houses* under the brand of O. K. or any other brand. All the leading hardware jobbers have them in stock.

The H. F. BRAMMER MFG. CO., Davenport, Ia.

Every Hardware Dealer

recognizes that an advertised article i four t·mes easier to sell than an unadvertised one.

We have appropriated this season a good many thousand dollars for advertising our products in the large papers and magazi!·es of national r· putation. You are certain to have calls for:

The Hartmann Stockade Wire Fence
The Hartmann Steel Picket Fence
The Glen Steel Folding Mat

If y ur stock on these goods is low just drop us a line. You can't help selling them and run no risk in stocking up.

GLEN MFG. CO.
160 Mill St.
ELLWOOD CITY, - PA.



EXAMINE

carefully the contents of our latest catalogue It describes in detail our complete line of

5-10-15 Cent Specialties

like Hammers, Ice Picks, Toilet Holders, etc.

We pride ourselves on the fact that we give you better goods for less money than you can buy elsewhere. A trial order for 1906 will prove it.

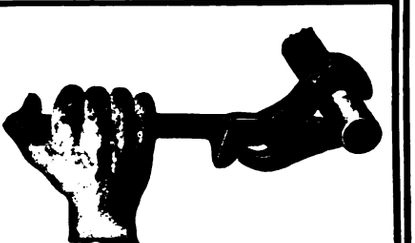
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Franklin Specialty Co.
810 Cherry St., Reading, Pa.

The Bullard

Automatic Wrench

The best combination Pipe, Monkey and Ratchet Wrench. Has no flaws, or faults. Strongest where other wrenches are weakest. Does quicker and better work than similar wrenches. Sells quicker, too.



Handiest for all
Un-Get-At-Able Places
Get our "Wrench Book." It tells a convincing tale.

Bullard Automatic Wrench Co.
257 W. Exchange St., Providence, R. I.



THE SMILE

THAT WONT COME OFF

Is always worn by the THRIFTY HOUSEWIFE who uses a

WHITE LILY WASHING MACHINE

WRITE FOR EXCLUSIVE AGENCY

WHITE LILY WASHER CO.

TOLEDO, OHIO DAVENPORT, IOWA

AGENCY **JOSEPH RODGERS & SONS, LTD.**

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, Ltd.

SHEFFIELD, ENGLAND

Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

ALFRED FIELD & CO., 93 Chambers St., New York



"Three in One" Lubricates
Prevents Rust, Cleans and Polishes
G. W. COLE CO.
145 Broadway, New York

Custom Made
FLY SCREENS

Fine Goods. Reasonable Prices.
Good Profits to Dealers. No Investment.
Agency Outfit Free.
5½o A. J. Phillips Co., Fenton, Mich.
23 Years Experience. 3½ Acres Floors.

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Every "Peny" Riveter is Guaranteed

to be made of malleable iron, and free from imperfections of workmanship or material.

Ask your Jobber for the "PONY"

F. H. SMITH MFG. CO.

Carroll Ave. and St. Johns Ct.

CHICAGO, U. S. A.

A

POSITIVE,

FORCEFUL

SELLING AGENT

IS THE

QUALITY

OF THE



DISSTON SAWS

THEY

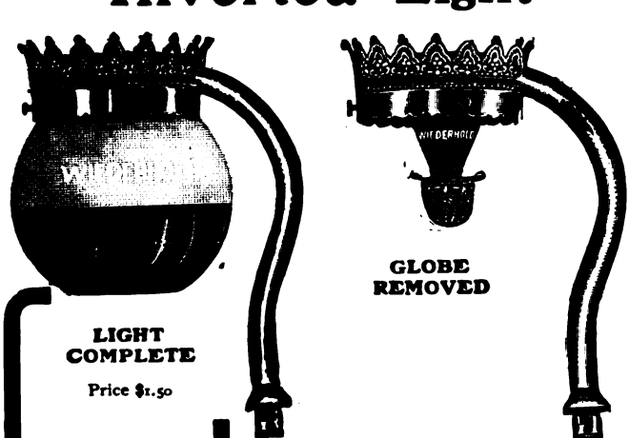
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TRADE.

HENRY DISSTON & SONS, INC.

PHILADELPHIA, PA.

The Wiederhold Inverted Light



LIGHT COMPLETE

Price $1.50

GLOBE REMOVED

The Best--Because

It never flashes back, blackens mantels nor smokes. Does not flicker.

It's ornamental, durable and gives

50 Per Cent. More Light

at less cost for gas and mantels. Fits any fixture—burns all kinds of gas.

Mark: Its Rays Are Downward.

We want a representative in every town. Write us.

The WIEDERHOLD LIGHT CO.

96 Warren St., New York

A WELL LIGHTED STORE

spells progressiveness to the people at large and men, especially, like to trade at a store that is up-to-date, and night is the time to reach men.

AMERICAN AUTOMATIC LIGHTING SYSTEMS

illuminate the store in a way that shows goods to the best advantage. There is no glare nor annoyance to American Light, though it is powerful and penetrating and attracts by its brilliancy.

Estimates made on receipt of store plan and dimensions. Catalog mailed on request.

AMERICAN GAS MACHINE CO.

Albert Lea, Minn.



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Wire Lawn Rakes

See that the label on your Wire Lawn Rakes reads ***Hoosier,*** and you will have the strongest—best finished—wire lawn rake on the market. Made only by the

American Fork & Hoe Co., Cleveland, O.



SUPERIORITY

L. & I. J. White Co.'s Edge Tools have been marketed for nearly three quarters of a century.

It requires, therefore, no second glance to determine their superiority over any others on the market.

Thousands of skilled mechanics use them to-day because their fathers used them before them.

If you are not handling White's Edge Tools—is not that a good reason why you should?

Get our catalog to-day.

The L. & I. J. White Co.

BUFFALO, N. Y., U. S. A.

VOORHEES RUBBER MFG. CO. JERSEY CITY, N.J.

The Voorhees Trade Mark on Rubber Belting, Packings, Hose, Mats, Mattings, etc.

is the best guarantee for lasting satisfaction and economy for you and your customers.

If you never had much of a trade in rubber goods, like ours, all we ask is a sample order.

It'll make you our steady customer. Write us to-day.

VOORHEES RUBBER MFG. CO.
Jersey City, N. J.

If you're Looking for First Class

UP-TO-DATE BARROWS

ORDER THE • • •

Champions, the **World's Best.**

All Kinds of Wood and Steel Barrows.



THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.

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The best equipped factory, the best advertised product.

We make a few articles, in large quantities, make them better than any one else does, and we tell everybody about them.

We *know* we have the right principle in our "one-motion" Peerless Iceland Freezer and we've put up a new factory adequately equipped for turning out this freezer in great numbers.

Peerless Iceland Freezer

Our advertising—covering *every bit of freezer-selling territory* in the United States—gives an impulse, as strong as it is steady, to Peerless Iceland sales.

Every woman in the country interested in her home knows about the Peerless Iceland and believes in it. It's "the freezer the cook likes"—the freezer the *housekeeper* wants when she goes into your store.

Dana Iceless Refrigerator

For the window. No ice bill. A refrigerator that takes up no floor space and is run without ice eight months in the year.



Dana Mop Wringer

wrings the mop dry in five seconds. You stand in a natural position—both feet rest firmly on the floor.

Tub is well made, very strong and extra braced with heavy, flat iron, rust proof hoops. The rollers are of solid maple and never stick. The latest, the simplest and the best mop wringer on the market.

The Dana plant is fire-proof; we can *guarantee* delivery as promised. *Everything* about it is *modern*—selling organization and all.

Both jobber and dealer make a good profit on the Dana line.

Your jobber will be around soon. *Ask him.*



10 Warren Street, New York. **The Dana Mfg. Co.** Cincinnati.

Automobile Cycle Skate

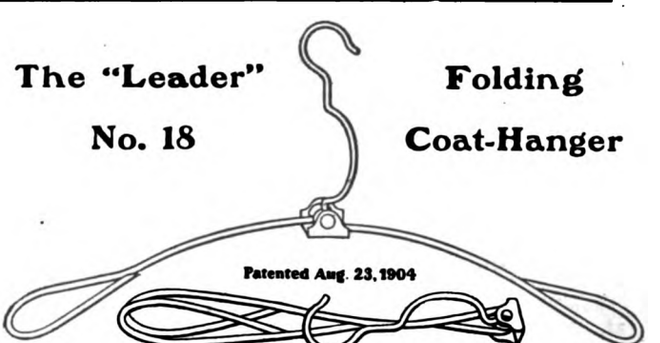


Our newest model. [illegible] size, extension 10 to 12 ins., ball bearings, 5-in. rubber tired wheels, metal parts sheet steel, finely nickel plated. Retail $10.00 per pair. With 4-in. wheel, $7.50 per pair.

Every dealer in Hardware, Sporting Goods, etc., will find it profitable to sell our line of Cycle Skates, as they appeal to both young and old, being adapted for use in Skating Rinks or on smooth sidewalks. Write for catalogue and trade discounts.

Cycle Skate and Sporting Goods Co.
37 Park Street, New York

The "Leader" No. 18 Folding Coat-Hanger



JUST the thing for persons traveling. Takes up but a small space in the grip. Nicely nickel plated. Keeps coat or ladies' jacket in perfect shape.

Great seller for agents.

Write for catalogue and prices.

THE LEADER MFG. CO., HARTFORD, CONN.

BLACKLOCK FOUNDRY · SOUTH PITTSBURG, TENN.



Andirons for 1906

If you have never tried to sell Blacklock Andirons try 'em this year. We make a great variety of them: plain patterns in wrought iron as well as showy and ornate models, finished in gold or aluminum bronze.

Blacklock Andirons

are all-the-year-round and allaround good sellers because they have the reputation of being the best. Don't put off sending your inquiry to us—Send it to-day.



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DIXON'S SILICA-GRAPHITE PAINT
DIXON'S PIPE JOINT COMPOUND
DIXON'S LUBRICATING GRAPHITE
DIXON'S PENCILS, CRAYONS, ETC.

VALUABLE CATALOGUE NO. 54-K FREE

JOSEPH DIXON CRUCIBLE CO.,
JERSEY CITY, N. J.

You take no risk on the quality.
We make only the best.



Sand Papers in Reams and Rolls — Flint Paper, Garnet Paper, Emery Paper, Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & CO.

700 MARKET STREET, PHILADELPHIA.
67 BEEKMAN STREET, NEW YORK.
140 MILK STREET, BOSTON.
402 LAKE STREET, CHICAGO.

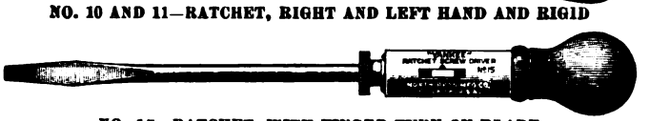
"YANKEE" TOOLS

ARE THE NEWEST, CLEVEREST AND QUICKEST SELLING

Ask Your Jobber About Them.



NO. 10 AND 11—RATCHET, RIGHT AND LEFT HAND AND RIGID



NO. 15—RATCHET, WITH FINGER TURN ON BLADE



NO 30 AND 31—SPIRAL RATCHET, RIGHT AND LEFT HAND AND RIGID

Send for "Yankee" Tool Book



NO. 40-41-44—AUTOMATIC DRILL



NO. 50—RECIPROCATING DRILL FOR WOOD OR METALS

NORTH BROS. MFG. CO.

New York Agents, John H. Graham & Co., 113 Chambers Street. PHILADELPHIA, PA.

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Prepare for success at the bar, in business or public life, by mail, in the ORIGINAL SCHOOL Founded in 1890. Successful graduates everywhere. Approved by bar and law colleges. Regular College Law Course and Business Law Course. Liberal Terms. Special Offer Now. Catalogue Free.

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ALFRED FIELD & CO.

93 Chambers and 75 Reade Street. New York.

A STRONG COMBINATION.

We are Sole Agents in the United States for:

JOSEPH RODGERS & SONS, LIMITED, Best Cutlery in the World.
JOSEPH GILLOTT & SONS, Best Steel Pens in the World.
L. HUGONIOT TISSOT, Best Plyers, Nippers, &c., in the World.
T. U. S. SHEAR CO. OPERATIVE SOCIETY LTD., Best Sheep Shears in the World.
THE IMPERIAL ENAMEL CO., Best Enamelled Signs in the World.
WEBSTER & HORSFALL, Best Steel Wire in the World.
W. K. & C. PEACE, Best Lawn Scythes and Grass Hooks.
EDWARD GEM & CO., Hedge and Garden Shears.

WAX WIRE

AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTERMAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

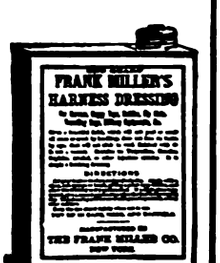
FRANK MILLERS

HARNESS REQUISITES



FRANK MILLERS HARNESS OIL

Preserves and softens the Leather, consequently adds life. Compounded with pure Neatsfoot Oil.



FRANK MILLERS HARNESS DRESSING

The very best article of its kind for owners and manufacturers of harness. Used all over the world.

Send for Booklet.

THE FRANK MILLER CO.
349 & 351 WEST 26TH STREET.
NEW YORK

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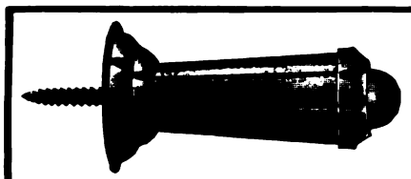


THE ARMSTRONG PIPE WRENCH

Will not crush pipe. Will stand the roughest usage. Is unexcelled for simplicity of construction, lightness and quick action.

Send for prices and catalogue. It will tell you of your needs in stocks, dies, tools and machines for cutting off and threading pipe.

THE ARMSTRONG MFG. CO., Bridgeport, Conn.



The Champion Metallic Base Knobs
NEVER BREAK
(TRADE MARK)

Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all Finishes to match other hardware. Manufactured only by

THE CHAMPION SAFETY LOCK CO., Geneva, O.

BLASTING SUPPLY?

Write for Prices and Particulars on

ELECTRIC EXPLODERS, ELECTRIC SAFETY FUSES, ELECTRIC TIME FUSES, ETC., TO

STAR ELECTRIC FUSE WORKS, Wilkes-Barre, Pa.



A Long (K)Night In HARDWARE

¶ For years retail hardware men have been groping in the dark, looking for some efficient way to increase their business—some of them have found it!

Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

¶ It enables you to sell goods to a *German*, a *Scandinavian* or *any* other foreigner who, even though he cannot speak English can *point* to what he wants.

¶ It improves the appearance of your store *100 per cent;* enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

¶ Send dimensions of your store and let us supply you—FREE—with a color plate made to scale, showing how *your* store will look when equipped with The Best Shelving in the world for your purpose.

¶ Remember the shelving is made on the unit plan—If you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

J. D. WARREN MANUFACTURING CO.
900 Masonic Temple, Chicago

THE SCHWERDTLE STAMP CO.,
Stencils, Burning Brands, Steel Stamps and Dies, Seals, Machinery Plates, Checks.
BRIDGEPORT, CONN.

FILTER SEASON
1906
AT HAND

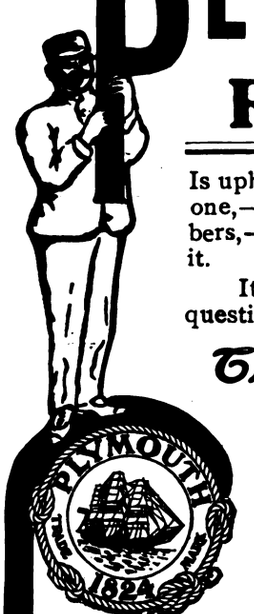
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Immediate Shipments



Quality Improved
Fully Guaranteed
Sanitary Stoneware of every Description

Established over 100 years

Fulper Pottery Co.
Flemington, N. J.



PLYMOUTH ROPE

Is upheld everywhere, by everyone,—consumers, retailers, jobbers,—who have bought or sold it.

It's quality has never been questioned.

The Question for You to Decide

is: How can you, in justice to yourself and your customers, afford to handle any other kind than the

Best--"Plymouth" Rope?

If your jobber doesn't offer you genuine "Plymouth" write us and we will put you in touch with a convenient source of supply.

Mention HARDWARE when writing.

Plymouth Cordage Co.,
38 A Court St., No. Plymouth, Mass.

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• STERLING HACK SAWS ARE SERVICEABLE AND ECONOMICAL •

STERLING POWER HACK SAWS

ARE GEAR DRIVEN
HAVE TIGHT & LOOSE PULLEYS
AUTOMATIC SHUT OFF
SWIVEL VISE
GRAVITY FEED



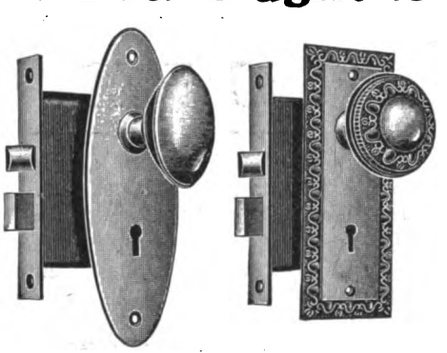
THIS MACHINE EQUIPPED WITH STERLING HACK SAWS FORM A COMBINATION WHICH SAVES YOU MONEY

Are you interested in saving time and material which means "MONEY SAVED" to you? if so, write for our catalogue No. 12.

DIAMOND SAW AND STAMPING WORKS, BUFFALO, N.Y. U.S.A

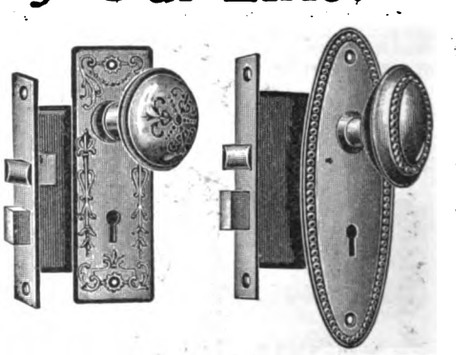
• STERLING FRAMES ARE PERFECT IN MATERIAL WORKMANSHIP AND FINISH. •

You Ought to See the Rest of Our Line!



You will appreciate a copy of our catalogue. It gives full particulars and prices on our

Light Gray Iron Castings, Builders' Hardware, Dampers, Damper Clips, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes, Hardware Specialties.



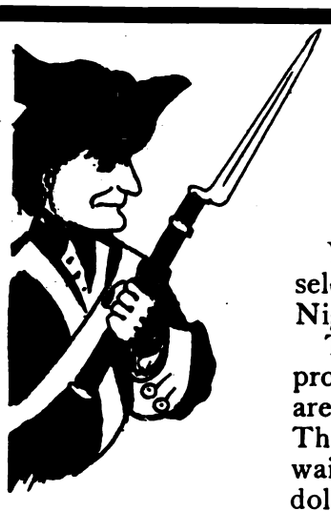
The TAYLOR & BOGGIS FOUNDRY CO., Cleveland, Ohio

New Jersey Wire Cloth Co.

MANUFACTURES
THE ROEBLING STANDARD WIRE LATHING,
"JERSEY" POULTRY NETTING AND FARM FENCING,
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,
and every kind of
IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Freemont Street, SAN FRANCISCO.

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Guard Your Profits!

You cannot be too careful in the selection of your line of Padlocks and Night Latches for next year.

There are only two kinds: The profitable – the profitless. The latter are dust collectors on your shelves. They eat up the profits while you wait for them to "round up" the dollars you're after.

It is otherwise with

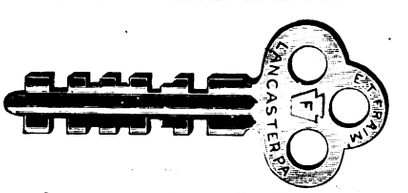
Keystone Padlocks
and Night Latches

Five hundred varieties to choose from—lively sellers, all of them,—because made of the best possible material and down-to-date in every respect.

Try a sample order of our *No. 464 Armoured Steel Padlock.* It has solid bronze trimmings, bronze metal top and cap with black steel shackle and case. Two nickel-plated corrugated keys with it. *Let's put you next to our 1906 proposition.*

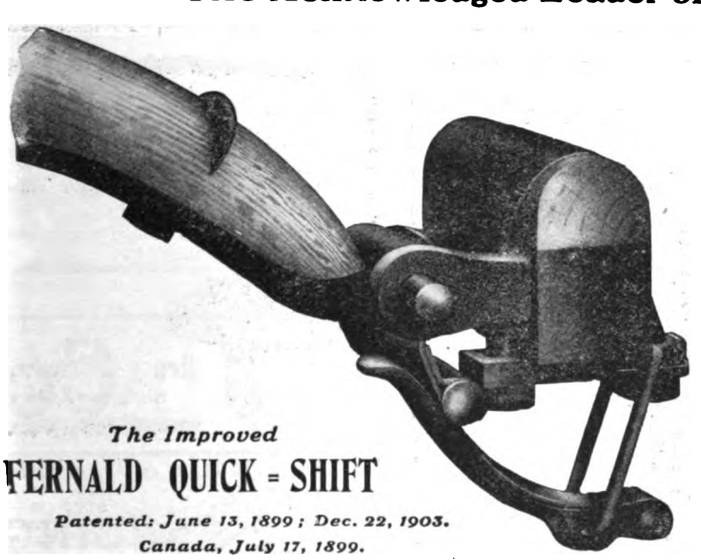
KEYSTONE LOCK WORKS,
E. T. FRAIM, Prop., LANCASTER, PA.





Armoured Steel Padlock,
No. 464

ACTUAL SHIPMENTS FOR 1905:
665,952 FERNALD QUICK-SHIFTERS
The Acknowledged Leader of all Shaft-Couplers.



The Improved
FERNALD QUICK-SHIFT
Patented: June 13, 1899; Dec. 22, 1903.
Canada, July 17, 1899.

For simplicity and ease of operation the Fernald Quick-Shift is unequalled. Attaches to ordinary shaft-eye of any carriage, old or new, and by its use vehicle can be changed from pole to shafts or shafts to pole in an instant without tools of any kind. No rubber, leather or wear plate—made of one solid piece of oil-tempered spring steel. Absolutely no rattling, when the Fernald Quick-Shift is used.

Insist on getting THE FERNALD—take no substitute.

Handled by leading jobbers the country over. If yours does not carry them, write us for name of one who does.

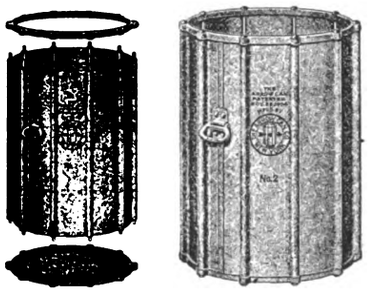
FERNALD MFG. COMPANY, NORTH EAST, PENNA.

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THE ARROW ASH CAN

Fireproof for Ashes,
Odorless for Garbage.

Will stand roughest handling. Heavily reinforced. The best and best selling ash can on the market.



SEND FOR CIRCULAR AND PRICES.
Mention HARDWARE.
THE ARROW CAN CO.
35 Warren Street, - New York.

Tool Chests

All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use; also Tool Cabinets.
Machinists' and pipe fitters' empty Tool Chests.
Agents for Steel Tool Chests.
Send for Catalogue.
AMERICAN TOOL CHEST CO.
200 West Houston St., New York, U. S. A.

CORRESPONDENCE SOLICITED. WRITE FOR PRICE LIST & DISCOUNT
N. A. WATSON ERIE PA.

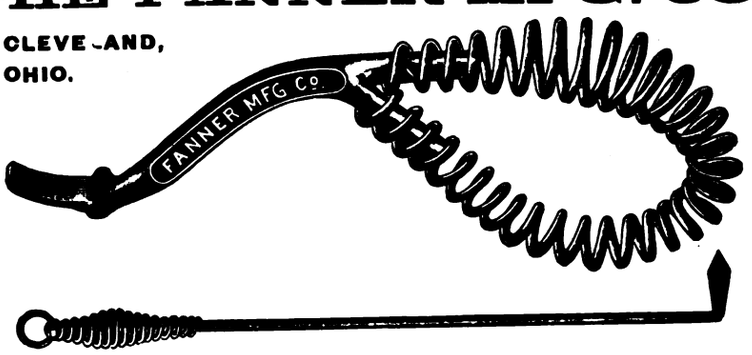
GARLAND NUT & RIVET Co. PITTSBURGH

RIVETS

FOR
TOYS
TANKS
HAMES
WAGONS
SKATES
HINGES
STOVES
TRUNKS
SHOVELS
CASTERS
BOILERS
TINWARE
BARRELS
IRONWORK
SUCKER-RODS
RIVETED PIPE
DOOR HANGERS
COTTON BALING
PRESSED STEEL WORK
HARDWARE SPECIALTIES
AGRICULTURAL IMPLEMENTS
&c. &c. &c.
PACKAGE WORK A SPECIALTY

THE FANNER MFG. CO.,

CLEVELAND,
OHIO.



Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.

Greenerd Arbor Press



It Saves Marring, Upsetting, or Springing the Arbors; cleaning out the centres and taking off the dogs, etc., etc.

SEND FOR CIRCULAR.

Chandler & Farquhar Co.
121 Congress St., Boston, U. S. A

WRITE FOR DISCOUNT—INCLUDING DELIVERY

Sells "On Sight" and Stays Sold.



Show this Level together with the ordinary style, and note the result.

Made of Wood, Iron and Aluminum Frames

COOK'S PATENT LEVEL
Of all jobbers, or **DAVIS & COOK CO., Watertown, N. Y.**

"Hold up! I'll take off my hat to the MYERS."



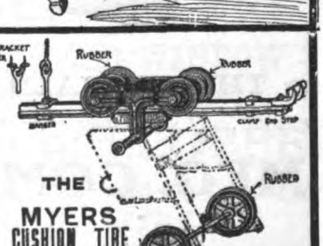
The name **MYERS** on Pumps and Hay Tools fixes their rank, indicates their quality and "separates them from the Goats," figuratively speaking.
That's why "all Hats Come Off" when the **MYERS** come in sight and why ***The Glass Valve Takes Competition Off Its Feet.***



THE MYERS PUMPS, HAY TOOLS AND STAY-ON DOOR HANGERS

MEET ALL REQUIREMENTS.
Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.
Ask your Dealer for the Best Known Hay Carriers, Forks, Stayon Door Hangers, etc.

Write for Descriptive Circulars to
F. E. MYERS & BRO., Ashland, O.



THE MYERS CUSHION TIRE STORE LADDER.

Improved "STAR" Chain Pump Bucket



Is better than ever; in quality and construction.

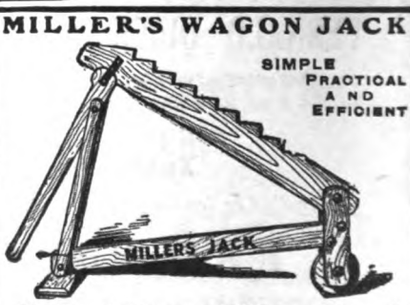
Its merits reccommend it.

Give it a trial and be convinced.

Henry C. Freshour
Bridgeport, Conn.

MILLER'S WAGON JACK

SIMPLE PRACTICAL AND EFFICIENT

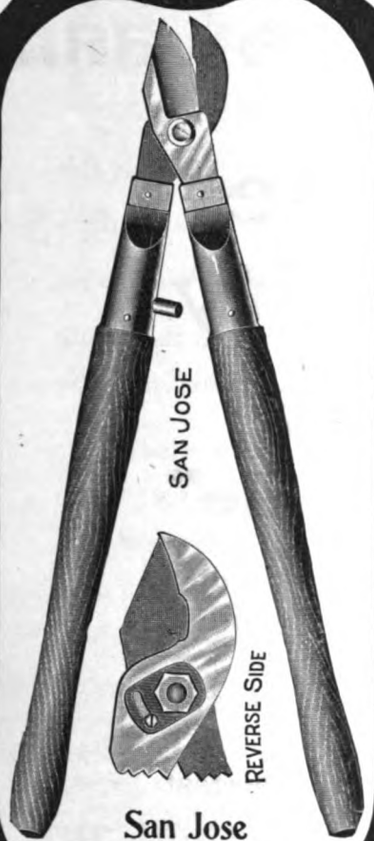


If not handled by your Jobber we will supply your order. Manufactured by
J. V. HANKINSON, FRANKLIN, O.
Successor to Thos. F. Miller, Jr.

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Pruning Shears

NEW FEATURES:
LOCK NUT
SEAMLESS FERRULES
NOTCHED HOOK
(Patented Dec. 31, 1901. Dec. 8, 1903.)

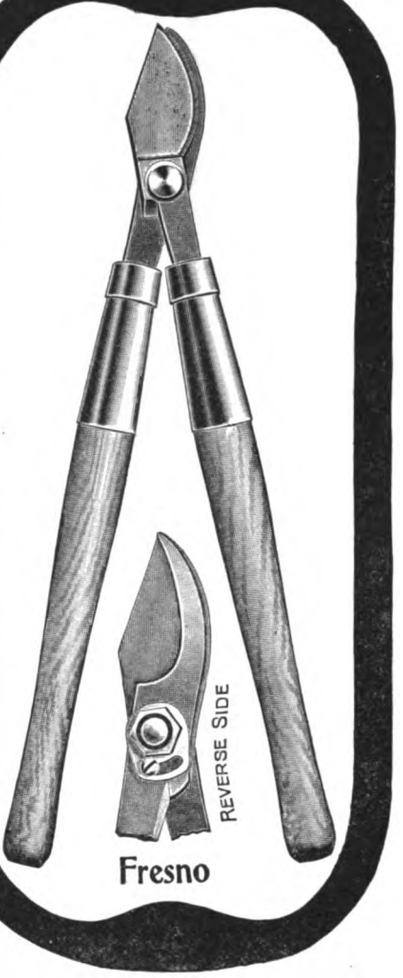


San Jose

The Cronk & Carrier Mfg. Co.
Elmira, N. Y.

Garden Rakes
Garden Mattocks
Garden Hoes

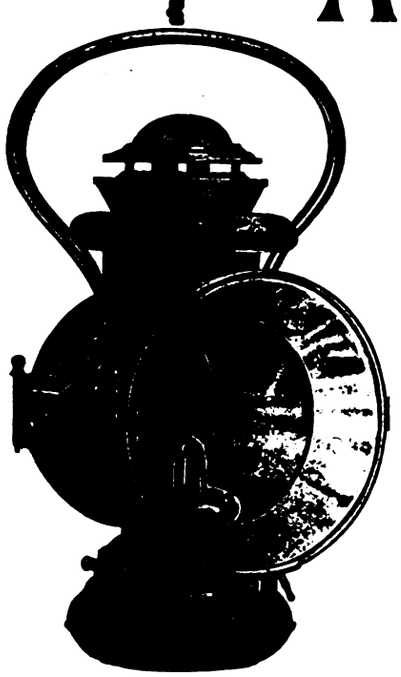
Write for
1906
Catalogue.



Fresno

AUTO LAMPS

That Give LIGHT and Plenty Of It



When you buy Auto Lamps, it isn't the appearance and price alone that is to be considered.

THE remarkable light produced from the HAM COLD BLAST AUTO LAMPS make them easily distinguishable from all other oil lamps and it is light that is dependable, too, as these lamps are ABSOLUTELY WIND PROOF AND WILL NOT JAR OUT. The makers of the Ham lamps have been engaged in the manufacture of oil burning outside lamps for thirty-five years and in the Auto Lamps they have embodied all their best patents on combustion.

It's easy to convince yourself of the superiority of the Ham Cold Blast Auto Lamps. Light a half a dozen of the leading oil lamps, including a Ham, and without any hesitation you'll pick the Ham as the brightest as it is so superior,

See Exhibit at Automobile Show.

Write for Booklet and Prices.

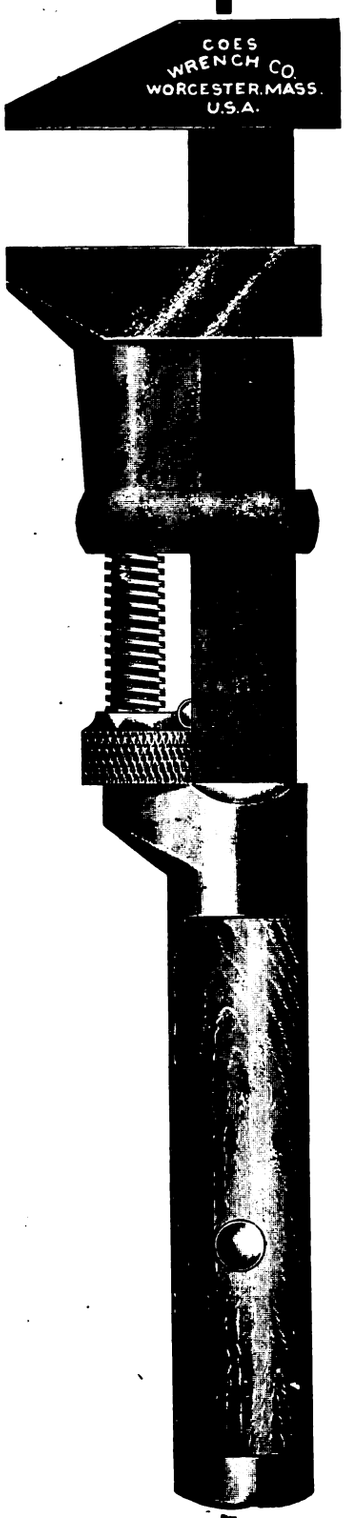
SELLING AGENT

John H. Graham & Co.

113 Chambers Street, New York

118 Holborn, London, E. C. **123 California St., San Francisco, Cal.**
Copenhagen, (Freeport)

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In the Scale of Durability

Coes' New "Hammer Handle"

Model is as strong as Coes "Steel Handle" and 30 per cent. stronger than any other Wrench made.

It is the best balanced, smoothest, and best finished wood-handle Wrench.

The "Hammer Handle" is the largest "one-handed" Wrench ever made. The handle is heavier, made of hard wood—heavier than has ever been put on a Wrench before.

It fills the hand—no gripping power is lost.

There's nothing so pleasing to the hard-working merchant as

The Jingle of Profits

at the end of the week. Coes' Wrenches are full of profit for the dealer, because mechanics everywhere "swear by" them—not at them. That's the reason why Coes Wrenches

Never "Queer" the Dealer

Don't take our word for this statement, but make a test.

---

15 in. size now ready; 10 in., 12 in., 18 in. and 21 in. sizes will be ready soon.

COES WRENCH CO.,

Worcester, Mass.

Selling Agents: J. C. McCarty & Co., 10 Warren St., or John H. Graham & Co., 113 Chambers St., New York.

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ARE YOU GETTING YOUR SHARE?

Are you getting all of the fishing tackle business you think belongs to you? All you want? If not, you'd better put in that assortment of "Bristol" Steel Rods we have been talking about. They are great drawing cards and if there is anything on earth that will tempt a fisherman to spend money it's the "Bristol" What is more, our discount to Dealers makes them the most profitable line of fishing rods you can handle.

There will be thousands of "Bristol" Rods sold this season and you might just as well have your share of this business.

We will help you sell them with our advertising matter if you will ask for it. You can order direct of us or through your jobber.

Our Rods are the original Steel Fishing Rods. We have been making them for over fifteen years. Look for our name and trade-mark "Bristol" on every reel se t. They are absolutely guaranteed to be free from defects in material or workmanship.

THE HORTON MFG. COMPANY, BRISTOL, Conn., U. S. A.

January a Big Month for Clark Carriage Heaters

CLARK COAL
is the greatest of all heaters. Each cake is guaranteed to



burn l nger and give at least 25% more heat than any other coal ever made.

They are made for carriage, wagon and sleigh. You can supply them at a good profit.

They always sell and satisfy.

Write your jobber about these goods.

CLARK HEATERS
are indestructible. S e n d us a



postal for our new catalog, showing 19 styles of heaters, fr m only $1.75 up.

CHICAGO FLEXIBLE SHAFT CO., 106 Lasalle Ave., Chicago



Trade "S & S" Mark **KNIVES**

THE BUTCHER KNIFE THAT CONTAINS
NO HARD SPOTS NOR SOFT SPOTS
"THEY HOLD AN EDGE"
AND EVERY "S & S" KNIFE IS THE SAME.

This is surely worth investigating. Our catalog is yours for the asking.—DO IT NOW.

NATIONAL CUTLERY CO., DETROIT, MICH.

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .



SASH CHAINS.

"Giant," "Red Metal"
Cable and Jack
Chains.

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

No. 40.



New York Agent : J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.

THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedeh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.



Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,
SUCCESSORS TO
The Wilmot & Hobbs Mfg. Co.,
BRIDGEPORT,
CONN.

"SIMILAR"

A CERTAIN tool manufacturing company adorns the pages of the catalogues it gives to hardware buyers with a rubber stamp impression like this:

Similar to Starrett's No.....

That Starrett Tools are the standard is a fact which we have for some time, and with strenuousness and persistency, tried to impress upon mechanics and the trade, and we have been to some expense and a good deal of labor to accomplish this purpose. It is therefore gratifying to find a competitor backing up our advertising with such an unqualified endorsement. We deeply appreciate the compliment.

It is doubtless unnecessary to suggest that live hardware dealers will still prefer Starrett Tools to any whose highest claim is that they are "similar."

Send for Catalogue No. 17 T

The L. S. Starrett Co.
Athol, Mass., U. S. A.

Mills have come and mills have gone--but

The BAYLEY HAND GRIST MILLS



Keep steadily at work after years of use in the Farms and Homes of the country.

For general purposes in grinding Meal, Feed, etc., you can offer your trade no better mill.

The WILLIAM BAYLEY CO.
Successors to the ROGERS IRON CO.
98 NORTH ST. SPRINGFIELD, O.
Mfrs. of
The Bayley Hand Corn Sheller, Iron Fencing, Gates and Similar Work.

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HARDWARE

The Avery Stamping Company, Cleveland, Ohio, have made some recent changes in their representation to the trade, and hereafter will be represented direct from the factory on their full line of "Never-Break" Steel Cooking Utensils, Shovels, Spades and Scoops, and other lines of manufacture, as follows: L. W. Stewart will cover the States of Ohio, Indiana, Michigan, Kentucky, West Virginia, Western Pennsylvania and Western New York. Ransom Rice, as for many pears past, with headquarters at 34 La Salle Street, Room 505, Chicago, Ill., will cover Mississippi and Missouri River territory. Hughson & Morton, 105 Front Street, San Francisco, Cal., will visit the Pacific Coast trade. J. C. McCarty & Co., 10 Warren Street, New York, N. Y., will, as before, cover the Eastern, New England and Southern States.

✤

Wm. T. Butler, who is well known in the Hardware trade, starts for the Pacific coast to represent the H. W. Johns-Manville Company. His headquarters will be at San Francisco with branches at Los Angeles, Cal., and Seattle, Washington. Many Hardware dealers will no doubt regret Mr. Butler's leaving, as he was extremely popular throughout the state.

✤

G. E. Hall, "Hall's Mineral Machine Oil," 211 Centre Street, New York, furnished for the Christmas dinner of his friends and customers, a holiday remembrance in the shape of a huge plum pudding, with which the sentiment accompanying the same was, "May you receive as gifts the things you most desire and may the day be as it should the most enjoyable one of all the year to you."

✤

The Michigan Stove Co., Detroit, Mich., celebrated the holiday season by making their recipients happy by presenting them with a perpetual lead pencil, carrying a fine point, and made in the shape of a wire nail with barbed or rather corrugated trimmings, nicely plated and of great utility.

✤

Fairbanks, Morse & Company, Chicago, Ill., with branches in several parts of the country (manufacturers of all railway supplies), have favored us with their Catalogue 101A, which contains very full and complete descriptions and excellent illustrations of their Sheffield Gasoline Motor Cars for railroad work. They claim that with the Inspection Motor Cars officials can make very quick and frequent inspections with comfort, and at less than it would cost to "fire up" either a locomotive or inspection engine. That they save time and annoyance to officials, also expense of locomotive and crew, and that they are more easily and quickly started or stopped. Further information will be gladly sent to interested parties upon request.

✤

Henry Pearl & Sons Co., 74 Murray St. New York, have just acquired the sole agency for the Double Acting Rixson Door Check which is destined to become a formidable competitor with other checks already on the market several years and achieved an enviable reputation. These taken in connection with their other Specialties of Norton's Door Check and Spring, Storm Door Check, Gate and Gate Check and Spring will make this old established Company headquarters for door closing devices with a full stock that will command attention.

✤

The Star Electric Fuse Works of Wilkes-Barre, Pa., which is a branch of a large German concern, and is manufacturing the patent match-head exploders and fuses for about two years, have during the last summer taken the first place among exploders and fuse manufacturers in the United States. Star Exploders manufactured by this concern have been used on a great number of big grading jobs and on several submarine works, and have given excellent satisfaction.

✤

Gem Cutlery Co., 34 Reade Street, New York City, have issued a new catalogue of their Gem Safety Razor, Fancy Sets and supplies, together with a new trade discount, which will be in effect for the year 1906, as all former prices have been withdrawn. It will be to the advantage of every dealer to make immediate application for these prices.

MINNESOTA RETAIL HARDWARE ASSOCIATION.

The tenth annual Convention of the Minnesota Retail Hardware Association will be held at Hotel Nicollet, Minneapolis, February 28, March 1st and 2nd next. Annual meeting of the Retail Hardware Fire Insurance Co. on Thursday March 1 at same location.

ARE YOU ONE?

The dealer who does not cultivate the sale of foot warmers, or carriage heaters, as they are known to the trade, is certainly missing part of some good business that is easy to get. These heaters are made so handsome that they are quite ornamental. They are also very strong and durable. Ventilators are provided, so that the heat may be regulated, and the prepared carbon they burn supplies warmth in good quantity and for a long period. This is the month to push this business. If you haven't a supply, you will find mention of some in our advertising pages. It is not hard to teach people to use these goods. They are a real necessity.

ORGANIZING A CAMPAIGN FOR INCREASED USE OF THE BICYCLE.

The Manufacturers and Jobbers of Bicycles are organizing a campaign for an increased use of the bicycle and have had printed a four-page booklet giving a few reasons why the bicycle should be ridden. Premiums are also offered of $50.00, $25.00 and $10.00 respectively for the first, second and third best reasons, in addition to those already printed, why the bicycle should be ridden, and $1.00 will be paid for each subsequent reason used. The additional reasons will be published in the next lot of booklets. One million or more booklets when completed will be distributed broadcast through the United States by jobbers, retail dealers and bicycle clubs. The committee to decide upon the reasons selected will consist of three well-known manufacturers, two jobbers and the secretary. The work will be in charge of a committee of manufacturers and jobbers, the next meeting of which will be held January 16, 1906, at the office of the secretary, A. M. Scheffey, No. 2 Hudson street, New York.

IOWA HARDWARE MUTUAL INSURANCE ASSOCIATION.

The Annual Meeting of the Iowa Hardware Mutual Insurance Association takes place on January 12th, at Mason City, Iowa. Following this annual meeting of this association will be the Annual Meeting of the Board of Directors. At this meeting the new dividend or rebate for 1906 expirations wil be declared. Indications are that the present rebate of 25 per cent. will be largely increased. Since its organization the Association has written nearly one and one half millions of insurance and has returned to policy holders upwards of $5,000.00 in cash checks. The February rebates just sent out amounted to more than Four Hundred Dollars ($400.00). A full report of the Insurance Department will be made at the Hardware Association Meeting by Vice-President L. Lindenberg of Dubuque.

LOUIS ERNST & SON.

Louis Ernst & Son, Rochester, N. Y., who are noted for the style of their New Year's reminders, have recently issued a card folder of six pages which does credit to the concern. A portrait of the founder of the house ornaments the first page of the folder, with their address, and the dates 1856-1906. Then three pages of the card are filled with reminiscent matter, which, after referring to the death of Mr. Louis Ernst in 1892 at the age of 67, gracefully closes as follows: "Many happy memories come to us of those with whom we have for years transacted and continue to transact business, and we submit this brief resume of the past, full of gratitude for the many courtesies received, and with confidence that our usefulness to one another will grow with the advancing years. It is with great pleasure, therefore, that we extend to you the season's greetings and wish you likewise great future success."

CAN'T PAY BONUSES TO MANUFACTURERS.

It appears by a decision of the Appellate Court that Indiana cities will be prevented from giving bonuses to manufacturing companies for locating factories, the court holding that a city has no right to take money raised by taxation and devote it to such purposes. The court says that the benefit resulting to a town by this establishment of manufactories is not different in kind from the benefit arising from the establishment and operation of grocery stores. The manufacturer, merchant, mechanic and laborer are equal promoters of the public good and equally entitled to public aid.

"No line can be drawn in favor of one of them to the exclusion of the others, and recognition of the right thus to distribute money procured by taxation would subject municipalities to importunities and impositions innumerable," says the court.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2 50

CHICAGO - - - - - 1164 Monadnock Block
C. H. GREENE, Representative

DETROIT, - - - - - 61 West Congress St.
G. T. NEWKIRK, Representative

L. E. MACINTYRE, - - - - President.
A. P. MITCHELL, - - - - - Secretary and Treasurer

HENRY HOPKINS, - - - Editor.
J. W. PENTZ, - - - - - Advertising Manager.

JANUARY 10, 1906

Editorial Trade Review

The trade generally is full of hope regarding the future in every way, the belief prevailing that the successful trade conditions which have had such a long continuance will be enjoyed most thoroughly during 1900, providing nothing of a radical nature disturbs the markets to create the slightest feeling of doubt and uncertainty. Rarely indeed does the commercial year open with so many harbingers of good times, conveying the lessons of success attained and pointing out paths of peace in the immediate future.

The manufacturers are already receiving orders in a volume that indicates the inspiration with which they are making preparations, and thus early in the season they know their facilities will be taxed to the utmost.

The tone of the market is a strong one, and what changes there are seem to be the stiffening quotations that indicate an advance in price, this being the only anticipation. The advances are comparatively slight, representing the changes in the raw material in most cases, and the desire of the manufacturers to be at least on a level with the market. They are increasing their facilities to meet orders that will doubtless be heavy, for the whole industrial world is prepared for a season of great activity with a feeling of greatest confidence that is rarely felt in the industrial field at so early a date.

The trade generally has experienced a heavy holiday trade, from the effect of which they are slowly recovering; they have learned during its continuance that a number of lines can safely be added to their assortments that will prove potent factors of a successful trade in the future in an all around stock.

This is the time to look through the stocks of the retailers, while they are taking inventories, finding all slow moving goods and bringing them out in the sunlight for the purpose of pushing the sale of them. They are contemplating plans of organizing a more active campaign in the way of sales than has ever before seemed necessary to formulate. These now occupy the brain of the dealer whose persistent opposition to a catalogue house competition is made to understand it can only be eliminated entirely when he himself gets out and hustles. The dealer himself has to fight aggressively to maintain his commercial independence.

The stocks throughout the country are known to be extremely low, for the dealers, as the season drew near its close, made demands upon them for any goods that could be used to complete orders; and feeling certain that the trade of the future will bear good fruit for the careful buyer, it will be found that there is scarcely a line of goods that is unadvisable to buy. No delay being advisable about the placing of orders so as to get the goods in season for an early trade, everything in the way of Spring goods it is safe to stock up on, the outlook for the immediate future for business is like enough to be an exceedingly propitious one.

The sales of Hardware during 1905 have surpassed all expectations in almost every line, and that of Builders' Hardware was one of the most important. In consequence of the erection of the countless number of new houses of every description, there were created demands that were impossible to supply fully; and the same prosperous conditions will be prevalent during 1906, making it a line that promises a trade full of possibilities, while all signs point to a large volume of business in the Spring which cannot help but prove an inspiration to the buyer.

Manufacturers in augmenting their ability to fill orders promptly are taking no chances, for should there be any lessening demand, greater attention can be given to our largely increasing export trade. The recent advance in prices of raw material is felt in many lines, indicating a higher range of values in manufactures to follow in due season.

Collections during the last six months have been unusually good, especially throughout the West, enjoying as it does at the present time an independent financial position. The immense crops at remunerative prices have so happily paid all the debts of the producer and leave an encouraging surplus with which to foster new business.

THE HARDWARE CONVENTIONS.

The season is now with us when Retail Hardware Associations hold their conventions in so many States, shedding new light upon the problems that confront them, seeking their solutions and making known by definite language being used for the purpose what troubles beset them in the trade they love so well. Let us hope in the many meetings that will be held within the next three months peace and harmony may prevail in all their discussions and the labors of each and all in convention assembled shall be given to the upholding of this dignified trade; always important, but never so grand and imposing in strength of purpose and numbers of its members as at the present time.

THE HARD TASK.

Here is a simple motto that a successful business man claims has done more in helping him through the drudgery of a busy day than anything else; "Do the hard thing first."

If the morning mail brings in a lot of letters to be answered, don't spend time evading the hard ones and picking out the easy ones; take up the hardest of the lot at once while you are fresh for the task and answer it. The next one will not be so hard and it will seem all the easier because of this victory over yourself. Besides, there will be no haunting spectres of "worse to come" ahead to half distract the mind.

The same rule applies to other tasks. Take care of the hard ones; the easy ones will do to fill in at the corners. With the hard part done the day's work is well in hand; you are master of it and better than all as a stimulant, you are conscious of a kingly feeling in your own self mastery.

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PERSONALITY IN SALESMANSHIP.

Every man, whatever his vocation or his circumstances, is at some time the patron of a Hardware store and is at all times interested in some article of Hardware. The interest may be latent but it is there and it is up to us to make it active.

Whenever a man comes into our store, even though he asks for something that we do not handle, we should always bear in mind that he may be interested in something that we do carry if we can only hit upon the right thing and bring the two together. If we really have nothing that should appeal to him there is something radically wrong with our stock; if we fail to interest him in what is worthy of his interest there is something wrong with us. Rarely, indeed, perhaps never, is the trouble entirely with the man himself. It is safe to say that in a fairly stocked Hardware store there is always something of interest to every man if it is properly put before him. Here is the first point, then, where the personality of the seller comes into play, in so transmitting his own enthusiasm to the possible customer as to lead the latter's interest up to the desire of possession.

Frequently men take an interest in what is shown them but desire to "Look around a little," bargain hunting. That often means a lost sale but it should always be an object lesson to us. In the first place we have probably fallen short of the highest standard of salesmanship or else our man's confidence in us would be so great that he would not think to go farther but would come to a decision in our favor, then and there. Still, if he goes, we have a chance with him, providing we have been able to give him a better impression all around than our competitors can do. They will do their best, we may be certain; the question is, can they do better than we can? Is their personality more convincing, more masterful? If there is a weak spot in us they will make the most of it, not by calling particular attention to it or to us, if they are wise, but by making their own case doubly strong at that particular point. An old salesman used to claim that he could make a fair living selling goods on the blunders of his predecessors. It is up to us, then, to leave as few rat-holes as possible in both our business management and salesmanship. Certainly if our competitors are not making use of all our own weak points they are missing golden opportunities and we are profiting by their incompetency rather than by our own ability. If the man who goes to them comes back and buys of us it looks as if we had in some way made the best impression; if he purchases elsewhere it proves that some one else is our superior in stock of goods, prices or, more likely than all, personality; the ability to put into it that last vital energy that produces an order. This is step two; not bigger than the first step but—how many fail here just for lack of that last vital energy and pull up in the ranks of the "almost."

It is not enough to excuse ourselves for the lost sale on the ground that the last fellow always makes the best impression. He need not if we only made a *lasting* impression; it is up to us and not to him. The personality of some men does not extend beyond the range of their voices; that is the kind of men who have reason to fear competition. Others seemingly *have* no personality until the fight is hot; that they stand out from their competitors like a sore thumb in cold weather. They are leaders of men and makers of trade. An hour with one of these is time well spent.

Not long ago the writer waited for some time in the outer office of a business friend for an interview, wondering as he did so that one with such high business standing would spend so long a time talking generalities with a possible client during business hours. The explanation was simple enough when it was made. "I got his confidence; now he may visit as many of my competitors as he pleases, he will come back to me." The result was as he said.

It wasn't the stories he told that won the battle but the personality he put into them. The man had gained a confidence in his solid worth, while listening to his idle talk, that subsequent salesmen could not overthrow; not in what he said, but in the man who said it; the man behind the gun. It is human nature to study human nature and the man who can stand the test of careful study is pretty well advanced along the highway toward success.

Let us not then, whitewash the mention of any sale we fail to make with mild terms, as "want of success," etc. Just call it "failure," pure and simple, for that is what it is, and it is almost surely a failure brought about by some lack in the realm over which we have control; ourselves or some fault within the limits of our own walls. Not that we should expect to make a sale to every man who enters the store every time he comes in; that would be unreasonable. But every time he comes in we can bring him a little nearer to the purchasing point even though not a word is said about sales. We can win his confidence, his friendship. We can arouse his interest along directions that we may later turn to good advantage. We can throw our own personality into our talks and render him the more willing to listen to and be influenced by our judgment. We can study, in the midst of that story, the thing or things that oftenest attract his eye and make it easy for him to investigate in the direction of his thoughts without appearing to. We can pave the way by various inconspicuous attentions and over it all we can throw the mantle of our own personality until it becomes so much a part of the intended purchase that the same article will seem a little incomplete if purchased of another.

Now, just a word about the men who don't come into the store at all; men that we know, perhaps, either personally or by reputation. Why don't they come? They buy Hardware in some form; be sure of that. What do they buy? Where do they buy it? Why? Are not our prices right? Are not our goods right? Is something wrong with our salesmanship? If so, what is it? If not, what is it? Somewhere we are at fault, a little behind our competitors; better find out just where it is.

Some one is saying that all this is impracticable; that the other fellow would be doing the same thing and would be no further in the lead. Granted. Nevertheless, this leadership by aiming at perfection is practical as long as one has arrived there. Let the other fellow try as hard as he pleases; it is up to us to get ahead of him and keep ahead. If we cannot do it that shows that he is the better man and proves the earlier assertion that the fault is in ourselves. If we succeed over him we need not worry; we are in his lead; let us keep there. If he is the successful one we have no time to kick and growl; work is the thing. Anyway, we are not down and out until we think we are. There is no such thing as a real failure in life until a man loses confidence in himself; then his own personality goes back on him. He cannot influence; he drifts. Then, and then only, he is pretty nearly on the brink of the last ditch.

MAKING THE HARDWARE STORE ATTRACTIVE TO WOMEN.

Not one woman in ten knows what the Hardware store does—or should—contain. Of course, most women know that it is the headquarters for stoves, plows and nails. If there happens to be a sportsman in the family, guns and ammunition are added to the feminine inventory. But as woman rarely has occasion to invest even in a razor or jack knife, the notion once formed stands little chance of being overthrown.

Should some special purchase require her to enter, it is with a feeling of uneasiness—akin to that of entering a country barroom. Possibly there is nothing of reassurance within. The proprietor meets her with grimy hands, evidently leaving with reluctance the farmer with whom he was dickering on a harrow. His hesitating manner induced by his uncouth personal appearance makes the fair purchaser more than ever feel herself out of place. The purchase hurriedly made, she scuds out as quickly as possible, neither looking to right or left for bargains, and gives a sigh of relief that Hardwareman and plowman are free to continue their trade.

He who would retain women customers finds that with basin, soap and towel at hand, he can quickly render himself presentable. No one can make a success of salesmanship when his general demeanor suggests a continual apology for himself, he is ill at ease, and the feeling is contagious. While there is rough work connected with sales, there is no necessity for uncouth appearance.

A neatly kept room is another attraction. Shining stoves are universally admired. Even rough farm implements, neatly arranged, are attractive. Cleanliness is the keynote. Freedom from tobacco juice and rustic remarks are essentials. Loungers who habitually inspect customers and the goods purchased are not conducive toward building up the feminine trade.

If goods liable to attract her are all packed away in boxes, to be shown only as called for, she will continue to believe the Hardwareman has little in her line. However, if he exerts himself, just a little, to have her see the merits of a new roaster, meat chopper, or cherry stoner, this opinion is quickly and permanently changed. There are countless little household articles which, when once used, are adopted as necessities. The show window is a good place to introduce them to the public; but a personal talk is better.

The woman who finds a neat and orderly store, polite salesman, evidence that she is welcome, and that in many lines the goods are of such nature as to interest her directly, will quickly avail herself of the opportunity to profit by investment. And her leisure for investigation is often greater than that of her business-engrossed husband.

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If falsehood had, like truth, but one face only, we should be upon better terms; for we should then take the contrary to what the liar says for certain truth; but the reverse of truth hath a hundred figures, and a field indefinite without bound or limit.—*Montaigne.*

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WHAT OF THE FUTURE?

VIEWS OF LEADING MANUFACTURERS.

Desiring to obtain the views of some of the active manufacturers as to the prosperous look borne by 1905, and whether it was possible to guarantee its continuance during the coming year, we took the liberty of asking several of them their opinion on the subject in the important branches of the trade in which they were prominent; and we present herewith the replies received from the busy men to whose courtesy we are indebted for them. They present a very conservative state of affairs throughout the trade, in which in the interests of all concerned it is only too evident there will be no boom advances in any of the departments of labor to unsettle the present harmonious conditions of business with which they all seem to be satisfied. The few changes in prices which the enhanced value of some of the metals make necessary will be made as conservatively as possible in order not to stop the eager disposition of buyers that is shown in orders intended to encourage Spring trade.

THE SALE OF HIGH GRADE TOOLS IN 1905.

In answer to a request as to how a prosperous year like the last effected the sale of high grade tools, we have received the following exceedingly suggestive letter from W. M. PRATT, OF GOODELL-PRATT CO., Greenfield, Mass., which will be perused by our readers with an unusual interest. He gives his views in a manner that is as lucid as his subject is intelligent. His remarks on our foreign trade, which on many lines has reached to most encouraging proportions under disadvantages, certainly deserve that consideration by government which reciprocity treaties or the advantages of the dual tariff suggested, under which it could be so largely increased.

Editor HARDWARE:

I am in receipt of your favor, wherein you ask me to give expression to my views on existing conditions as effecting the tool trade. I can assure you that this is a very interesting topic; it is not one however that admits of brevity if we are to give it more than a passing thought.

The year 1905 just closed is, I believe, the largest year in volume the tool trade of this country—and of every other country for that matter—has ever known. The reasons for this great prosperity are not hard to explain, the development of our vast resources and the tremendous improvements undergoing construction, both public and private, have kept labor of every description well employed; all our facilities have been taxed to their utmost and the crying need for these changes and the call for their early completion has made it necessary to call into play and use every conceivable labor saving device that the market afforded.

The effect upon the manufacturers of tools of every description can be admitted without argument. It has required the expenditure of no small amount of "gray matter" to increase their organizations, add to their working forces, be able with reasonable promptness to supply the wants of the trade, and maintain through it all their standards of quality; for no longer is it possible to sell tools for service and use on the merit of low price only.

This call for better tools, well designed, well made and well finished, time savers, and labor savers—tools which shall represent exceptional value in proportion to their cost and return a large interest on the investment, not tools which are constructed with the one idea of offering them to the consuming public at the lowest possible cost regardless of their value and usefulness—is not confined to this country alone, it is echoing in the markets of the world.

In every civilized country where tools are being sold, tools of American manufacture are gaining great prestige, and in the midst of the great prosperity we are enjoying, when we are straining every nerve in an endeavor to keep our productive departments within reasonable distance of the selling end, and when it would be so easy to lay up for ourselves trouble galore should we through laxity impair our standards of quality; we have by creating strong organizations, equipping our plants with perfected machinery, and systemizing their working, been able to not only maintain our standards but to improve them, and it is a matter for no small congratulation that this is the case.

We are now starting in on a new year with conflicting emotions. There is apparently not the slightest indication of any falling off in the volume of business during the next six months, prices of material and labor costs are continually advancing, and despite the great volume of business our margins are exceedingly small; only because of the great volume have we been able to maintain our prices without advance, an advance in the price of mechanics' tools, effecting as it does the pocket book of the working mechanic, is to be avoided if there is any way to avoid it, and no manufacturer of these goods will make an advance until he is absolutely forced into it. And therefore I would repeat once more, the situation is a perplexing one.

I would not be doing justice to this topic if I refrained from mentioning the situation abroad. Our volume of trade in foreign countries on American tools has shown a substantial increase during the past five years, some manufacturers have not given it the attention it deserves, feeling that the home market required the bulk of their attention; the trade, however, is too important to be ignored, it is certainly the part of wisdom to take care of it. We must not expect, however, that we can go on indefinitely increasing the volume of our foreign sales unless the United States somewhat broadens her commercial policy either through reciprocity treaties or by the enactment of a dual tariff which shall admit of the extending of courtesies to those countries that extend courtesies to us. If we attempt to shut everybody out, they will retaliate against us.

Can we afford to have this done? Is not our foreign trade of sufficient account to merit preservation? Too many of us have given this matter altogether too little attention, we have allowed it to run its own course in the great sea of politics when it is a question so vital to the interests of American manufacturers that it deserves a better fate. We are destined to become the great commercial nation among nations, let us shape our policy with this end in view.

W. M. PRATT.

LOUIS H. SCHMITT, OF H. D. SMITH & CO., of Plantsville, Conn., in regard to the sale of mechanics' tools of merit says:

Editor HARDWARE:

"My theory regarding tools has not varied much in the twenty-six years that it has been my pleasure to toil at and in the Hardware business. It is that as the conditions surrounding the mechanic improve, he will want better and better implements to work with, to add to his comfort and skill at work, just as he will want better implements and commodities in his house for his comforts at home. In other words, while it would be folly to question the very evident fact that there is a large and increasing trade in the cheapest of tools—a trade that seems to be more than amply taken care of by manufacturers in this and other countries—there is also a growing and more satisfactory trade in a better grade, which, if salably priced and of distinctive, visible and provable merit, such as those we style our "Perfect Handle," cannot but be successful in a manner satisfactory, both to the producer, the one or more middle men and the consumer. This theory put into practice is working with increasing satisfaction.

LOUIS H. SCHMITT.

C. W. ASBURY, OF THE ENTERPRISE MANUFACTURING CO., Philadelphia, Pa., sums up the situation in a few words, when he remarks that "Business during the past year has certainly been good enough to satisfy anyone, and the picture to be plainly seen in the future is one of loveliness."

THE SALE OF SCREEN GOODS.

The large volume of the Screen business and the way it was handled during such a prosperous year as 1905 is graphically pictured in the following frank letter from one of the leading manufacturers, and exemplifies the necessity that was forced on this otherwise fine and growing industry, of advancing their prices recently in such a pronounced manner. It must be remembered that fewer factories will supply the demand in the immediate future, and that there is danger in overestimating the amount of product possible to the manufacturers engaged in it. As the orders are coming in with confidence it is feared there will be a scarcity of goods in this industry that has already become so important.

From A. J. PHILLIPS CO.

Editor HARDWARE:

In responce to your recent favor asking for a few paraghaphs reviewing the business of Screen Goods for 1905, and asking our opinion as to the year 1906.

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Beg to advise that the year of 1905 was very unsatisfactory to the manufacturers of Screen Doors and Window Screens. No manufacturer made any money last year and several made considerable losses on the season's business. This unhappy result came from extremely severe competition. Some factories were forced to sell their product for what it would bring. Others were determined to increase their sales without regard to profits, and, of course, no factory would let any of its business get away.

The volume of business was good but there were a full dozen more factories than were necessary to take care of it. The capacity for over production was from 30 to 40 per cent. Especially was this true, because some of the largest and best factories were very conservative, being unwilling to push the sale of their goods at a loss and therefore these plants were not run at anything like their capacity.

From the above it will be gathered that the business reached a crisis. Very few of the smaller concerns were in shape to go on another year. Some *could* not and conservative ones *would* not do so under existing conditions.

With reference to the prospects for the screen business for 1906, as has already been referred to in your columns, the crisis in screen matters made it necessary for the older and stronger manufacturers to co-operate in some manner for their self preservation. The Continental Company, was, therefore, organized to buy, manufacture and sell as many screen goods as possible and the product of the principal factories will be disposed of through this company. Practically all the smaller concerns were more than pleased to dispose of their plants or to co-operate with this company in some form or other.

It is expected that the necessary advances in price will curtail to considerable extent the sales for the coming season. There are four principal reasons why the prices on screens had to be sharply advanced:

First.—They were sold at an actual loss last season.

Second.—Lumber has advanced tremendously.

Third.—The manufacturers wish to make 15 per cent. profit.

Fourth.—The manufacturers wish the jobbers to make a reasonable profit on their lines, enough of a profit so that they are interested in pushing the lines and carrying stocks sufficient to serve the retailer promptly.

While these advances would naturally curtail the demand somewhat and will make the retailer cautious in placing his orders, it must not be forgotten that a number of factories have been closed. It is, therefore, expected that the larger and better equipped factories can supply all the demand and manufacture the goods to the best advantage.

In one way a shortage of goods is threatened. The factories all have large quantities of lumber contracted for and these contracts have been partially filled, but the actual shortage of lumber seems to be holding back the completion of these contracts. It is practically impossible to buy screen door lumber and be sure of prompt deliveries at the present time.

The very prosperous condition of the country, the fact that the holiday season has shown that people have plenty of money and are willing to spend it, lead the screen manufacturers to reasonably hope for and expect a demand for all the goods which it is likely they will be able to furnish.

Wire Cloth has recently been reduced in price and naturally dealers expect that the screen manufacturers will in turn reduce their prices. The lumber situation, however, makes the manufacturers feel the necessity of maintaining the established line of prices and the market on these goods is firm at the present time.

W. B. PHILLIPS.

L. & I. J. WHITE COMPANY, Buffalo, N. Y. reply as follows:

Editor HARDWARE:

Replying to your letter of the 30th ult. we beg to state that year just closed has been one of unusual activity and prosperity in the business world. We believe that the year 1906 has every indication of being as prosperous or even more so than 1905. There seems to be a growing demand for high class grade of goods, especially in the Hardware line, and jobbers are beginning to learn that quality counts for more than price, and many of them are cutting out the cheaper class of goods and substituting the better quality.

The manufacturers are finding it is necessary for them to increase their facilities, and many of them have built new plants or enlarged their old ones, and equipped the same with up-to-date machinery that will enable them to execute their orders more promptly.

While the prices have not been as good as they might have been and the cost of production has been greatly increased, and unless something unforeseen occurs we believe that 1906 will reach a high water mark as a successful business year.

THE L. & I. J. WHITE CO.,
John G. H. Marvin,
President and Treasurer

From KAMPFE BROS., No. 8 Reade Street, New York, the manufacturers of the Star Safety Razor and accessories, we have received the following:

Editor HARDWARE:

In reply to your inquiry of Dec. 30, 1905, asking for our views in regard to the conditions which will result in making 1906 a year of abundant prosperity, we have to report that with us the year 1905 has been very satisfactory. Our sales have been increased over previous years very materially and all indications point to prospects of very satisfactory future business, both domestic and foreign.

Many dealers have learned through being brought in touch with each other at Hardware Dealers' Conventions, etc., and discussing business methods in general that to insure satisfactory results, they must be progressive. This is an age of specialists. Fifty years ago the family doctor did everything from pulling a tooth to curing chicken pox. We now have surgeons, dentists, eye, ear and throat specialists. In law we have the corporation lawyer, the criminal lawyer, patent lawyer, etc. Every profession and line of business has been specialized. The really successful man is he who can concentrate his thought and actions.

The retail hardware dealer, if he studies his possibilities, learns that it is necessary to know as thoroughly as possible every line he sells. As a factor in the completion of a sale, concentrating is necessary. In displaying goods, the same rule applies; a general conglomoration of articles in a display window attract little or no attention and create a desire for ownership. Many dealers are getting out of the old rut and are progressive in their methods. Their sales and profits are increased and more orders for saleable products are received by the manufacturers.

The Star Safety Razor is known as a staple, reliable product and we attribute our increased business largely to the fact that retail dealers are displaying cutlery, increasing their sales and profits thereby and nursing a profitable part of the retail Hardware business, which is the goods they sell at a fair margin of profit and receive cash therefor.

Wishing you a prosperous New Year, we are,

Yours very truly,

KAMPFE BROTHERS.

THE CALDWELL MANUFACTURING COMPANY, Rochester, N. Y., report in a recent letter that:

Editor HARDWARE:

As to the result of our business for the year 1905, we can say that we enjoyed our share of prosperity, which was general throughout the country. There was a good demand for some of our Hardware Specialties, and the outlook for the present year is very promising. The price of raw material has advanced considerably. It is not always wise, however, to advance prices, even though profits may be curtailed somewhat. Unless some unforeseen calamity befalls us, the year upon which we have just entered promises to be quite equal to that just past, in every line of business. The building interests promises well, and if not disturbed by labor troubles, will be very large.

CALDWELL MFG. CO.

THE CRONK & CARRIER MFG. CO., Elmira, N. Y., in reply to a request for their views on the present conditions in trade in the United States state that:

Editor HARDWARE:

"We are, at the present time, covering the entire trade of the United States, and have watched the conditions closely. In our opinion the farmers of this country were never in as prosperous condition as at the present time. In addition to this the large iron and steel industries of the country are consolidated in so strong a manner that they have been able to prevent a regular boom in prices, holding the market at a fairly reasonable price which is entirely different from what it was in former days, when each factory tried to see how high they could put their prices, and in a few months getting them at about double what the material was worth, the result being that they soon commenced declining and all dealers knowing that there would be a great falling off in price, refused to buy anything. At the present time they all feel practically sure of present prices being maintained at least for the first six months of this season. Our own views are that there will not be much of a shrinkage, if any, during the entire year, nor do we look for any large advances. A few lines, like Barn Door Hangers and Rail, that come close to the raw material, must of necessity advance some in price, and other goods in our line we do not anticipate very much change. Prices certainly cannot go lower, and labor is sure to remain high, and as stated above, we do not look for lower prices on raw material. We believe 1906 will at least equal, if not go ahead of 1905, and shall not be surprised if in future years 1906 will be spoken of as the most prosperous year this country has ever had.

THE CRONK & CARRIER MFG. CO.,
C. F. CARRIER, Vice President.

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IRON AND STEEL BUSINESS.

From HENRY B. LUPTON, of the OLIVER IRON & STEEL COMPANY, Pittsburgh, Pa., we have received the following in regard to the Iron and Steel business at present, and the prospects of its continuance during 1905.

Editor HARDWARE:

The foundation of all commercial prosperity in this country is the crops. Every section of the country, both East, West and South, seemed especially favored during 1905. The movement of these crops encouraged the railroads to be a greater purchaser of steel and iron products than ever before. With improved road beds, heavier track, stronger bridges and heavier equipment, their demands upon the iron and steel manufacturers have been enormous, and we can see little indication of any let-up in their demands, but, of course, if there should be a failure of crops next Summer there would be a great falling off in the demands for material from the railroads. The great controlling interests in the steel and iron business have done all in their power to prevent any wild inflation of values, for they well know that when prices are pushed to an unnaturally high point, the declines come quickly and very much demoralize conditions.

HENRY B. LUPTON.

JOHN C. SCHMIDT, president of the STANDARD CHAIN COMPANY, Pittsburg, Pa., takes a very optimistic view of the future in the following:

Editor HARDWARE:

Replying to your inquiry asking for an expression of my views as to the outlook for the coming year, I would state that if ever conditions warranted the expectation of excellent business throughout the entire calendar year, those conditions exist now. When you consider the high prices received by the planters of cotton last year, after the decline in price in the fall and winter of 1904 and 1905, which left large stocks unsold at the low prices, the entire South is found to be in a most prosperous condition. In the West, with high prices for corn and tremendous crops, their condition is all that could be hoped for and desired. The tonnage of orders on the books of the U. S. Steel Corporation is reported as greater than ever before. Steel rails alone amount to 2,000,000 tons, or two-thirds of the annual capacity. The conditions a year ago were bright, but this year they are even brighter, because a lager number of the hopes and expectations for the year have been realized. The policy of the large producers of steel products of preventing a run-away market is one of the strongest factory stability, and with conservative management the present prosperity promises a long continuance.

Yours very truly,

JOHN C. SCHMIDT,
President.

THE PIKE MFG. CO., Pike, N. H., say: We are beginning the New Year with an unusually large number of orders booked for January and February shipment, and are anticipating the largest year's business we have ever had. At the same time we would not be greatly surprised if the financial situation became such as to hamper trade to some extent; though with the farm produce now in the hands of farmers, and a generally high price being obtained, we cannot believe that a financial upheaval in Wall Street will affect the general commercial business for any great length of time. Wishing you the compliments of the season, we are,

THE PIKE MANUFACTURING CO.

OHIO HARDWARE ASSOCIATION.

The coming meeting at Canton of the Ohio Hardware Association promises to eclipse any former convention in the way of a program full of practical interest. On Wednesday, Feb. 28th, they will have W. C. Holman—editor of "Salesmanship"—in his lecture on "Hardware Salesmanship." This is a lecture especially prepared for retail Hardware merchants, and is full of practical pointers. Mr. Holman is an expert in his line—has had a wide experience and it will be a great treat to the Hardware merchants to listen to him in his splendid lecture. The great Auditorium Building in which the meeting will be held is ideal for the purpose of a Hardware convention, especially with the exhibit feature added. Space is reported as going very rapidly and the indications now are that they will not only have the largest number of retail Hardware merchants ever assembled in Ohio, but they will have at the same time the largest number of exhibitors ever present at any retail convention. The Canton people are making great preparations for the entertainment of the Hardware visitors. No retail merchant can afford to miss the 1906 convention.

IOWA RETAIL HARDWARE ASSOCIATION.

The Eighth Annual Convention, which convenes in Des Moines, February 14, 15 and 16, promises in many ways to be of statewide interest. President Vincent in his announcement in the Official Program, assures the membership that the general discussions will be made a prominent feature of the meeting. This part of the programme is in charge of a special committee consisting of W. M. Orcutt, Sioux City, Chairman; F. R. Currie, Mason City; F. P. Rollinger, Afton; F. B. Woodruff, Knoxville.

Among the special features of the programme will be addresses by President Bogardus of the National Retail Hardware Association and President Wright of the National Hardware Association. Mr. Miles, member of the Joint Committee, will give an illustrated presentation of important facts and figures, using a stereopticon to bring out the prominent features of this address.

Prof. Conway MacMillan will give an illustrated lecture on "The Advertisement." He is an advertising expert and this feature of the programme promises to be of great value to the Association.

Another new feature of the programme will be the School of Practical Salesmanship, conducted by some of the best known Hardware people of the State. The various subjects presented will be placed upon the platform, thus making the presentation as realistic as possible. Manufacturers, jobbers, traveling salesmen, as well as Hardware merchants will be invited to take part in the discussions. The following topics and speakers are announced:

STOVES—C. F. Schmidt, Marshalltown.
FURNACES—J. F. Doty, West Liberty.
HAY TOOLS—C. E. Haas, LeMars.
PAINTS—S. R. Miles, Mason City.
BUILDERS' HARDWARE—H. S. Vincent, Ft. Dodge.
FIELD FENCE—L. C. Abbott, Marshalltown.

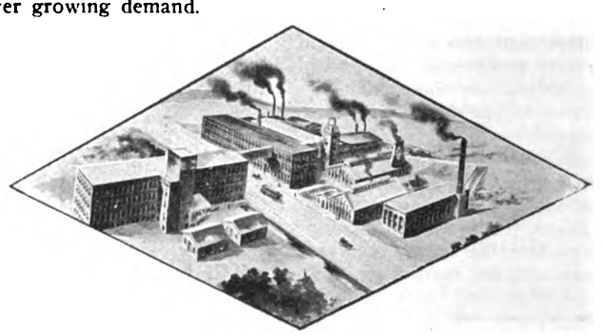
The Association will be entertained one evening by the Des Moines Hardware Club.

Another new departure of the Convention will be the Exhibits, which are to be under the direct auspices of the Association officers, as referred to by us in last issue.

The Iowa Association now numbers about six hundred members and a large addition of new names is promised at the Annual Meeting.

THE HOME OF NEW DEPARTURES.

Having already a large and up-to-date plant for the manufacture of Rotary Door Bells and Push Button Door Bells, as well as New Departure Coaster Brakes, the New Departure Company of Bristol, Conn., is adding to its present facilities by a new and spacious building, equipped with the latest machinery for turning out its product in still larger quantities to meet the ever growing demand.



THE HOME OF NEW DEPARTURES

The demand for New Departure Brakes has so grown in England and Continental Europe, that this company had to establish a factory in Berlin, Germany, as well as a branch office to handle their business abroad more expeditiously.

The New Departure Company's name is fitly chosen. Their Door Bells and Push Button Door Bells are, indeed, a radical departure from any other rotary door bells on the market. They can be fitted to any door or casing. They do away with batteries or wiring, and, if properly put up, need no attention.

Another great advantage of New Departures is the material from which they are made. Instead of being made from iron or steel, they are made from bronze, the most suitable material to stand out-door exposure indefinitely giving therefore lasting satisfaction to the users.

New Departures are not only well made, they are well advertised. The Company spares no pains in supplying both jobber and dealer with attractive, up-to-date literature for generous distribution; their New Departure Coaster Brakes and Door Bell Hangers are particularly striking. All advertising literature is furnished the trade, with the name of each dealer imprinted, free of charge.

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PROFIT MAKING LINES

THE STAR SAFETY RAZOR AND OTHER DEVICES.

"There is no better way to judge the future except by the past." —*Daniel Webster.*

Such a test is applicable to both men and things. It finds application to Safety Razors in general—to the Star Safety Razor in particular.

Placed on the market twenty-six years ago, it is the pioneer of all safety shaving devices. It has over five million users.

Ever since 1886 the Star Safety Razor has carried away the Highest Awards; at the Mechanics Institute, 1886; at Paris in 1900; Pan-American 1901; St. Louis Exposition 1904; Portland Exposition 1905; and at the American Institute where it received three medals.



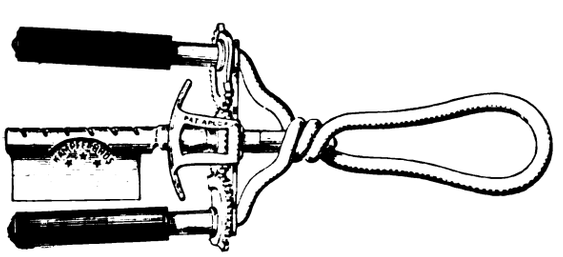
THE STAR SAFETY RAZOR.

Oliver Wendell Holmes pays it a glorious tribute in "Our One Hundred Days in Europe" where he speakes of the Star Safety:



STAR BLADE.

"It proved to be a most valued daily companion, useful at all times, never more so than when the winds were blowing hard and the ship was struggling with the waves."



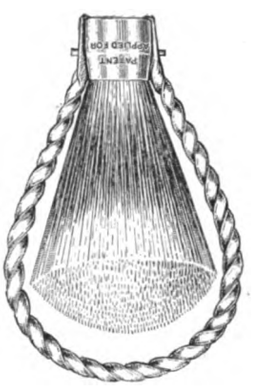
STAR STROPPING DEVICE

He compares it with a "reaping machine" which does its work with thoroughness, rapidity, security and facility. The use of the "Star" had transformed shaving for him from an "irksome task" to a "pleasant amusement" and that the Star enabled him to shave with "reckless boldness."

STAR BLADES.

Star Blades are hand-forged from high grade special refined bar steel. Each blade is hardened and tempered individually. They are concaved and honed by hand on scientific principles; this is the old fashioned process, it cannot be improved upon. In addition to this, the Star Safety Razor Blade is a magnet in itself—will never irritate the skin and will retain a keen cutting edge; age improves its keenness and cutting qualities.

Besides manufacturing the Star Safety Razor, Kampfe Bros. are putting on the market the Star Interchangeable Razor, the Star Stropping Device, the Star Diagonal Grooved Leather Strop as well as the Star Safety Corn Razor, each of which show the same thoroughness in construction, fineness of finish and quality as characterizes the Star Safety Razor.



FOLDING LATHER BRUSH.

No. 32 A. This badger hair folding brush can be hung up to remove all moisture from the bristles, or condensed for the convenience of travelers.

THE REPAIR DEPARTMENT.

which Kamfe Bros. maintain grinds, polishes, hones and sets Star Blades and effects and other repairs to "Star" Shaving devices, which makes this department indispensable to dealers whose customers' Safeties, etc., are in need of repairs.



STAR DISPLAY CABINET.

✤

A cheerful temper, joined with innocence, will make beauty attractive, knowledge delightful, and wit good-natured. It will lighten sickness, povery and affliction; convert ignorance into amiable simplicity, and render deformity itself agreeable.—*Addison.*

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HOW TO HANDLE HARDWARE AND PAINTS PROFITABLY.

The primary object of all in engaging in business is to make money. That's the chief aim and the goal of man's ambition. We cannot all be Rockefellers, neither would we want to, but with intelligence, determination, aggressiveness, progressiveness and concentrating our efforts on the lines we handle, we can achieve success; there's no doubt of it whatever.

The intelligent Hardware dealer of the twentieth century realizes that Hardware and paints make one of the best paying combinations known, in fact the two businesses go hand in hand. The average citizen of to-day has been educated to believe that where he buys his Hardware, he can also purchase his paints, and in view of this fact it behooves the Hardware man who is not handling paint in connection with his other lines to think, and think deeply, on this subject.

This article is specially written for those who do not carry paints, to point out to them the opportunities which a paint line offers for increasing the income and at the same time furnishing a profitable diversion from the dry routine of the ordinary Hardware store.

The ready mixed paints of to-day are not what they were thirty or thirty-five years ago. There are a number of reliable brands on the market that reflect great credit upon the manufacturers, and as mixed paints are no longer a novelty but staple merchandise, why not incorporate them in your business and reap the benefit of the profit from their sale? It comes strictly within your province to handle these goods. The public expect you to carry them in stock and it is to your interest to do so.

Before stocking up with paint, however, you should make comparisons, delve into the subject, turn on the searchlight, get positive facts and find out what advertised brands offer the greatest advantages. Buy the paint that appeals to you as being the best absolutely, after the evidence or reasons why have been given. Don't be deceived by the alluring and tempting offers of the amateur and inexperienced manufacturer who promises big things in order to effect a lodgment of his goods. Don't take any chances but get material made by a responsible and reputable manufacturer.

While there are some good brands on the market, there are numerous others which instead of helping to build up a lucrative paint business will positively drag you down; therefore, extreme care is necessary in seeing that you get only reliable material.

The wise man realizes that he can only buy one hundred cents worth for a dollar, and if anybody offers you more than this for your money, drop him like you would a hot potato. It is up to you to make a good selection in order that you may build up a large paint trade, and you can do it if you will use a little judgment. The "apparel," you know, "oft proclaims the man," and the paint a dealer handles will either make or debase his reputation.

Modernism demands that you keep abreast of the times, and if you wish to be successful, you must concentrate your efforts on seeing that you get nothing but the best paint—that which will please and satisfy your trade, for a satisfied customer is the best advertisment any one can have. He tells his friends and refers them to you and they in turn tell theirs and so it goes *ad. lib.*, hence as a man is judged more or less by the company he keeps, so is your business judged by the kind of goods you handle.

The Lucas Tinted Gloss Paint has been on the market for over thirty years with ever increasing sales and if it did not possess those necessary essentials that go to make up the ideal paint, it would never have survived. To-day it occupies a well-merited position as a Beautifier, Preserver and Protector of any property to which it may be applied.

We cannot too strongly recommend it to careful buyers or those who are desirous of getting the very best that science, knowledge and skill can suggest as being the most durable. It is made from the choicest materials and absolutely pure linseed oil and mixed in such a manner as to insure the greatest degree of permanency. We challenge any one to produce a better article, either hand or machine mixed.

There is absolute safety in buying this brand because back of it is a reputable and responsible house.

JOHN LUCAS & Co.
Philadelphia, New York and Chicago.

"CHARLIE" WIELAND.

Charles Wieland, 147-149 Chambers Street, New York, is noted as being one of the largest handlers of discarded patterns of any goods in the Hardware line, or of so-called "Seconds," that is to be found in the Hardware wholesale trade. Mr. Wieland makes a specialty of cleaning out a manufacturer's stock of obsolete patterns no matter how large may be the stock; making a job lot of goods; and controlling as he does the greatest outlet for making sales, easily disposes of every stock of goods thus acquired. Scarcely a Hardware dealer in any of the states and Canada visit New York that doesn't make it his duty to call upon "Charlie Wieland," who invariably has something that he can sell at a good profit. The business was established in 1882 under the most primitive conditions in Grand Street near the East River. It increased in importance rapidly and was moved to the Bowery, then growing larger as his fame increased he moved to his present address, until at present it is contained in two buildings, a total of 16 floors, many of which run the entire length of the block to 129-131 Reade Street. No stock is now too large for Mr. Wieland to handle if offered by the manufacturer low enough in price to be absorbed, as his facilities for disposing of goods by catalogues and road salesmen to Hardware dealers—jobbers, as well as retailers—is unsurpassed.

MILLIONS OF CALENDARS.

In January everybody is on the lookout for one of those free calendars with which, during the month, the mails are crowded. In Philadelphia 12,000,000 calendars are made annually for free distribution. In New York 25,000,000 are made. Some 40,000,000, altogether, are manufactured and distributed, as advertisements, over the United States every year.

There are a half dozen firms in this country (one in Newark and another one in Philadelphia) that all the year through make nothing but calendars. Then there are countless printing, lithographing and engraving firms that carry on calendar-making as a side line. Over $10,000,000 worth of calendars are given away annually, and these range in cost from $10 a thousand to $500 a thousand. Life insurance companies have been the most lavish distributors, and there is one such company that gives out every year 4,000,000 calendars. A maker said yesterday:

"I have an annual output of 1,500,000 calendars. I sell these to the jobbers, who sell them in their turn to the consumers—that is, to the butchers, millers, grocers and so forth, who distribute them as an advertisement to their patrons. I make half-tone and colored calendars. The designs on them are of a pleasing but general nature, as you see. Here is a picture of a snow scene. Here is a modern man-of-war. Here, again, is a pretty girl. These would serve as calendars for the advertisement of any kind of business. Underneath the pictures are blank spaces, for the insertion of a name, address and puff.

"Such calendars as these, not in any sense made to order, are the cheapest on the market. They cost from $10 a thousand up to about $75. Of a general nature, as I say, they are suited to any purchaser. Here, though, is a calendar that the country newspaper would tend to buy, because there is a picture on it of a bright lad selling a paper to a girl. Country newspapers are excellent customers. They give many a 10,000 lot order.

"And here," said the dealer, "is an idea of my own—the religious half-tone calendar, I brought it out last year, and it had a good sale in the West."

The calendar was a very religious one. The crucifixion occupied one panel, the annunciation another, and a host of angels the third.

"It's an original idea, the religious half tone. It has sold very well indeed among the undertaking trade, said the dealer.

A maker of calendars to order said:

"Insurance companies and brewers get the most expensive calendars. The industrial companies get particularly expensive ones. They give them away to the people whom they insure on the instalment plan, at the rate, you know, of 10 or 20 cents a week. Those people prize the calendars, and make them the chief ornaments of their little parlors.

New York and Philadelphia are the leading calendar-making towns of the country, and Coshocton, O., comes next. Coshocton is a town where advertising novelties are made, a town of clean, neat factories that produce wooden rulers, memorandum books, tin signs, banners and calendars. Coshocton turns out 4,000,000 calendars a year.

"In this business 90 per cent. of the calendars made are for free distribution. The calendars without advertisements, that are sold in the stores, scarcely count. I suppose that in Philadelphia during the Christmas holidays some $10,000 worth were sold against millions that were given away as advertisements.

"There is practically but one kind of calendars made, the panel, with the pad of the months set in a prominent place on it. This is the most convenient calendar, and nothing in the way of an advertisement could beat it. The owner of this calendar has before him, from the beginning to the end of the year, the name of the firm who gave him it, and daily finds himself looking at this name.

ALWAYS A YEAR AHEAD.

"The calendar business is always a year ahead of the times. I am just completing my line of samples for 1907, and my salesmen will start out to sell the 1907 calendars in March. The business requires plenty of capital and plenty of storage room, for, though

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I shall be making calendars all this year, I shall have to hold them for delivery until December, and payment on them will not be due me until next year. That is everywhere the rule.

"The business has offered for some time a good field to art students. These young men and women have learned that the lithographers are always on the lookout for good designs for calendars, and that they pay good prices. Young artists can't always be painting on canvas, nor can they always be making magazine illustrations, for, though their work may be really excellent, the painting and illustrating field is overcrowded—the supply exceeds the demand. Some of my best calendars for 1907 were made by art students, who have found in this work a very pleasant way of supporting themselves until the expected time when they will be famous as painters and illustrators.

BUSINESS IS 30 YEARS OLD.

The distribution of calendars for advertising purposes began thirty years ago in a small way. Previous to that time almanacs had been distributed by the great patent medicine firms. The almanac fashion was started in America by Benjamin Franklin, whose "Poor Richard's Almanac" was not, however, given away, but sold. Some ingenious medicine man got the idea from "Poor Richard" of the great advertisement a free almanac would be to him; he put the idea in execution; others followed him and then, by degrees, everybody came to giving away calandars instead of almanacs. Thus the father of the present huge calendar business was, in a sense, Benjamin Franklin, with his "Poor Richard's Almanac."

RETAIL HARDWARE DEALERS' ASSOCIATIONS.

Annual Meetings in January and February.

INLAND EMPIRE IMPLEMENT AND HARDWARE DEALER'S ASSN:
President, C. L. Butterfield, Moscow, Idaho.
First Vice-president, E. E. Lucas, Davenport, Wash.
Second Vice-President, Dana Child, Spokane, Wash.
Treasurer, J. A. Fridaker, Spokane, Wash.
Secretary, E. W. Evenson, Spokane, Wash.
Annual meeting at Spokane, January 10, 11 and 12.

TEXAS RETAIL HARDWARE AND IMPLEMENT ASSOCIATION:
President, S. L. Erwin, Honey Grove.
Vice-President, R. L. Penick, Stamford.
Secretary-Treasurer, J. W. McManus, Waxahachie.
Annual meeting at Dallas, January 23, 24 and 25.

NORTH DAKOTA RETAIL HARDWARE ASSOCIATION:
President, H. F. Emery, Fargo.
First Vice-President, Martin Jacobson, Minot.
Second Vice-President, H. H. Walther, Casselton.
Third Vice-President, O. I. Butler, Clifford.
Treasurer, H. T. Helgesen, Milton.
Secretary, C. H. Barnes, Grand Forks.
Annual meeting at Grand Forks, January 30 and 31.

WISCONSIN RETAIL HARDWARE ASSOCIATION:
President, Joseph M. Selheimer, Lewistown.
Vice-President, E. Tietjen, Manitowoc.
Secretary-Treasurer, C. A. Peck, Berlin.
Annual meeting at Milwaukee, February 7 and 8; headquarters and exhibits at West Side Turn Hall.

PENNSYLVANIA RETAIL HARDWARE ASSOCIATION:
President, Joseph M. Selheimer, Lewistown.
Vice-President, George V. Thompson, Mt. Jewett.
Secretary-Treasurer, J. E. Digby, McKees Rocks.
Annual meeting at Williamsport, February 7, 8 and 9.

INDIANA RETAIL HARDWARE ASSOCIATION:
President, A. N. Shidler, South Bend.
First Vice-President, Chas. Frame. North Manchester.
Second Vice-President, Walter B. Creed, New Albany.
Secretary-Treasurer, M. L. Corey, Argos.
Annual meeting at Indianapolis, February 13, 14 and 15; headquarters and exhibits at Tomlinson Hall.

NEBRASKA RETAIL HARDWARE ASSOCIATION:
President, Max Uhlig, Holdrege.
Vice-President, Albert Degner, Norfolk.
Second Vice-President, Frank Haecker, Friend.
Third Vice-President, M. A. Hagleroad, Holstein.
Treasurer, H. J. Hall, Lincoln.
Secretary, Frank K. Barr, Lincoln.
Annual meeting at Lincoln, February 13, 14 and 15.

IOWA RETAIL HARDWARE ASSOCIATION:
President, H. S. Vincent, Fort Dodge.
Vice-President, C. E. Haas, Le Mars.
Secretary-Treasurer, A. R. Sale, Mason City.
Annual Meeting at Des Moines, February 14, 15 and 16.

ILLINOIS RETAIL HARDWARE ASSOCIATION:
President, Frank B. McKenney, Rockford.
Vice-President, F. Giessing, East St. Louis.
Treasurer, George A. Englehardt, Chicago.
Secretary, L. D. Nish, Elgin.
Annual meeting at Chicago, February 20, 21 and 22; headquarters and exhibits at First Regiment Armory.

KENTUCKY RETAIL HARDWARE AND STOVE DEALERS' ASSOCIATION:
President, J. C. Frederick, Owensboro.
First Vice-President, U. S. Shacklett, Fulton.
Second Vice-President, George W. Buck, Louisville.
Treasurer, A. Steitler, Jr., Owensboro.
Secretary, John R. Sower, Frankfort.
Annual meeting at Louisville, February 20, 21 and 22; headquarters at Galt House.

NEW YORK STATE ASSOCIATION OF RETAIL HARDWARE DEALERS:
President, C. P. Sherwood, White Plains.
First Vice-President, Louis J. Ernst, Rochester.
Second Vice-President, L. G. Mattison, Newark.
Treasurer, F. E. Pelton, Herkimer.
Secretary, J. B. Foley, Syracuse.
Annual meeting at Binghamton, Febuary 20, 21 and 22.

CONNECTICUT RETAIL HARDWARE ASSOCIATION:
President, Chas. G. Agard, Torrington.
First Vice-President, George J. Bassett, New Haven.
Second Vice-President, Irving C. Treat, Hartford.
Treasurer, Lewis B. Crosby, New London.
Secretary, James De F. Phelps, Windsor Locks.
Annual meeting at New Haven, February 27 and 28.

OHIO HARDWARE ASSOCIATION:
President, John F. Baker, Dayton.
Vice-President, C. S. Johnson, Barberton.
Financial Secretary, A. L. Shearer, Dayton.
Treasurer, L. F. Stahler, Waverly.
Corresponding Secretary, Frank A. Bare, Mansfield.
Annual meeting at Canton, February 27 and 28 and March 1; headquarters and exhibits at Auditorium Building.

MINNESOTA RETAIL HARDWARE ASSOCIATION:
President, A. T. Stebbins, Rochester.
Vice-President, George M. Evenson, St. Peter.
Treasurer, G. F. Duerre, Plain View.
Secretary, M. S. Mathews, Boston Block, Minneapolis.
Annual meeting at Minneapolis February 28 and March 1 and 2.

MISSOURI RETAIL HARDWARE & STOVE DEALERS' ASSOCIATION.
President, Taylor Frier, Louisiana.
Vice-President, Wm. H. Hahn, St. Louis.
Secretary-Treasurer, Frederick Neudorff, St. Joseph.
Annual meeting, Hannibal, Mo., February 20 and 21.

COLORADO RETAIL HARDWARE ASSOCIATION:
President, A. B. Meservey, Colorado Springs.
Vice-President, Adolph Unfug, Walsenburg.
Secretary-Treasurer, Davis Barkley, Fort Collins.
Annual meeting at Adams Hotel, Denver, Feb. 7 and 8.

WIRE NOTES OF UNKNOWN EUROPE.

In far-away Montenegro the great trade road to the capital, Cetigne, is noted for the vast quantities of wire which the heavy wagons bear up the road, and into the interior.

Over Bosnia, which, less than thirty years ago, was more benighted than is Turkey to-day the telegraph wire now stretches, even along such lonely trails as that from Benjaluka to Rijeka.

At Budapest American "flycatchers" are advertised by Hardware stores, and these are essentially bottles, built up of wire.

At the great storage elevators, on the outskirts of this city, wire composes one of the leading articles of stock.

Near Belgrades in Servia, in the hop-fields, there are placed what seem to be telegraph poles, and these are joined by heavy wires from ground to top, for the vines to twine upon.

At times of public demonstrations, processions and the like, at Belgrade, cables are not stretched along the sidewalks to hold back the crowd, but, instead, cordons of the military, in single file alternate with equal stretches of the populace at the curb.

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OUR CANADIAN LETTER

By Our Special Correspondent.

TORONTO, DEC. 30, 1905.

THE YEAR'S BUSINESS

Hardware jobbers are busy stock-taking, most of the travelers having been taken off the road about a week before Christmas. Many houses endeavored to commence stock-taking betore Christmas but few were able to do so this year on account of the heavy business transacted right up to the holiday. Trade was affected somewhat by the open fall and lack of sleighing but there are few who have complaints to make so great was the volume of business transacted. With the possible exception ot stoves, merchants throughout Ontario wil carry over much lighter stocks of goods than for several years past, and this in the face of one of the best years Canadian jobbers of Hardware have ever experienced. It is too early to quote any figures but it is safe to say that in no previous year has a larger trade been done in all lines of shelf and heavy Hardware as during the past season.

In Toronto, Winnipeg and Vancouver the amount of building done has been enormous; each of these cities experiencing a building boom, behind which, however, there appears to be no reason to look for a reaction as the establishment of industrial plants and the influx of immigrants into New Ontario, Manitoba and the Northwest Provinces is sufficient to warrant the enormous construction record. In Montreal and Eastern Canada there has been a steady growth, also, while in the west the smaller towns and cities have almost as great an expansion to show as Winnipeg.

Outside the large cities the plumbing trade in Canada is practically in the hands of Hardware merchants and this has been the largest year's trade ever done in plumbers' supplies. Roughing in work is still going on and there remains enough finishing work to do on inside jobs to keep the trade busy until Spring opens. Many classes of material have been very scarce owing to the heavy demand.

The Paint Manufacturers also report the greatest year's business on record. Buying has kept up to the present, with a slight falling off just before Christmas. The establishment of a lead corroding works at Montreal this year and the imposition of an increased duty on white lead, with the rapid rise in the lead market, has made the trade look for higher prices in 1906 and the wise retailers have been laying in large stocks.

Reports from the Stove Manufacturers are not as satisfactory. While most of the founders have done a larger trade than in former years, some produced more stoves than they were able to sell, retailers finding the open fall a poor one for business. One large Toronto manufacturer reports that he will carry over about $20,000 more manufactured stock than in any season for five years past. An important factor in the Canadian stove trade is the competition of American manufacturers for the Northwest trade. Founders in Chicago and St. Louis can produce cheaper and ship at a closer rate to Winnipeg than producers in Eastern Canada and as there are thousands of American settlers in the Northwestern Provinces, the sale of American stoves in that market is such a menace to the Canadian trade that there is a growing demand for an increase in the duty from 25 to 35 per cent.

The Sporting Goods trade also shows a satisfactory increase, stocks of fishing tackle and shooting materials in the jobbers' hands to be carried over being very small. American rods and baits have found an increasing demand in Canada, while American guns, rifles and athletic goods meet with a larger sale every year. In Canada there has been a revival in tobogganning and snowshoeing, and the sale of these goods this season has been very large.

OUTLOOK FOR COMING YEAR.

The outlook for trade in 1906 is bright, as the large amount of railroad building in hand and the many new industries being established in various parts of the country means heavy buying of Hardware lines.

One impediment to the trade is the taxes imposed upon travelers by the various provincial governments in order to raise funds for their depleted treasuries. The $25 tax charged travelers doing business in Prince Edward Island has proved annoying, but as the market is small there has not been a loud outcry against it. During the past year, however, British Columbia and Quebec have passed laws charging licenses and the opposition to this new legislation has been very strong. British Columbia charges $50 every six months for any traveler who does not reside in the provinces, representatives of Eastern Canadian houses being taxed as well as United States concerns. Quebec, on the other hand, charges $300 per year, the assessment being levied only on representatives of non-Canadian companies who have not established a permanent office in Quebec. These taxes have been universally condemned by the travelers' associations, manufacturers and wholesalers' organizations, etc., but the Dominion government has not disallowed this legislation, although it is clearly in restraint of trade between the provinces.

The great impetus given the mining industry through Canada by the discovery of new fields and the development of the steel rail industries at Cape Breton and the "Soo," also means much to the Hardware trade. The discovery of rich silver and cobalt ores in New Ontario and the opening up of this country with railroads has provided an enlarged market for Toronto and Montreal jobbers. A new smelter is under way at Sudbury and another is proposed at Cobalt.

At Sydney, N. S., the Dominion Iron and Steel Company has just completed an order for 25,000 tons of steel rails. Their mill has been in operation for 21 months, turning out an average of 7,000 tons of pig iron monthly and receiving $223,000 in bounties from the Dominion Government in that time. The Lake Superior Corporation's plant of the "Soo" is also busy, having about 125,000 tons of rails under contract. A new steel rail mill is to be established in British Columbia next summer. Car building is also being done on a large scale. The Canada Car Company recently opened a million-dollar plant at Montreal and the Simplex Railway Equipment Company has just been organized to establish a $500.000-plant at the same place. Besides these there are several older established concerns making locomotives and cars.

THE EXPANSION OF TRADE.

Higher prices for flaxseed has allowed the Canadian crushing mills to resume operations. The low price of linseed oil a year ago caused all the plants to close down.

The Fairbanks-Morse Canadian Manufacturing Company's plant in Toronto is nearing completion and the coming summer will see a large production of their goods.

The Disston Saw Company are also building a large factory in Toronto and will have it in operation in a few months.

The Capewell Horse Nail Company established a plant in Toronto a year ago and recently purchased the Maritime Nail works at St. John, N. B. The manager of the latter plant, M. Eben Perkins, has now resigned, however, in order to establish a new plant which will probably be located at St. John.

Sargent & Company, New Haven, Conn., are announced as looking for a site in Ontario to locate a $2,000.000 plant for the manufacture of builders' hardware and specialties.

A representative of the Independent Hardware Company, of Chicago, is looking for a site for a factory at Stratford, Ont.

The Patent Roofing Company, Lafayette, Indiana, are organizing a branch company at Brantford, Ont., where it is proposed to establish a factory.

The Banwell-Hoxie Wire Fence Company, a branch of a Michigan concern, has installed a plant in a new factory at Hamilton. The company is capitalized at $100.000.

The Carriage Mountings Company, Toronto, have branched out into the manufacture of nickel plated bath room fixtures.

The Waderlow Iron Works, Leamington, Ont., have commenced the manufacture of valves. Some of those interested were formerly with the Lunkemheimer Company of Cincinnati.

The Winnipeg Paint and Glass Company, and G. F. Stephens & Co., paint manufacturers, Winnipeg, are building branch warehouses at Calgary, Alberta.

The Plymouth Binder Twine Company have commenced work on their new million-dollar plant at Willard, Ont.

These are only a few of the recent industrial expansions connected with the Hardware trade. The putting into operation of the "Dumping Clause" of the Canadian tariff is undoubtedly the reason for much of the move on the part of American manufacturers to establish branch plants in Canada. In one case, however, the characteristic enterprise of American captains of industry was absent when the Shovel Manufacturers of the United States, according to Special Agent C. M. Peppar of the U. S. Government, accepted a cash bonus to stay out of the Canadian market. The Canadian manufacturers for this payment had the field to themselves and by making their brands popular have now made it practically impossible for United States competitors

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to get a share of the business. The product of the two Canadian shovel factories at Hamilton and Peterboro, Ont., will be on the market this season.

NEWS OF HARDWARE TRADE.

The recent death of Mr. Fred W. Morse, of the Miller-Morse Hardware Company, Winnipeg, one of the best known jobbers and commercial men in Western Canada, was particularly sad, he being only about 45 years of age. Mr. Morse had been overseeing the work of constructing a new warehouse and overwork brought on heart trouble.

Mr. J. H. Lyons, for the past nine years with Sydney, Sheppard & Co., enameled ware manufacturers of Buffalo, has accepted a position on the traveling staff of Messrs. M. and L. Samuel, Benjamin & Company. This firm's warehouses were burned out in the disastrous fire of April, 1904, and they have recently moved into a newly-built warehouse.

The Collins Manufacturing Company, Toronto, have put on the market a combined snow and ash sifter, the spoon of the shovel being a wire screen. It is meeting with a fine sale. The metal ash sifters made by C. N. Cutts & Co., Toronto Junction, are being carried in stock by dealers in all parts of Canada.

A new soldering machine has been invented by F. L. H. Sims, of the Siche Gas Company, Toronto. The new machine runs back and forth on a metal track, distributing the solder evenly and allowing a boy to turn out hundreds of articles each hour.

Mr. Pelig Howland, head of the wholesale Hardware firm of H. S. Howland Sons & Company, Toronto, returned a fortnight ago from a trip throughout Western Canada and the States. He reports that the Western business is being done more on a cash basis than in the past and trade has been very satisfactory in most districts. In an interview at Kansas City he was credited with saying that he intended establishing a branch of his business at Denver. This was a misstatement as, if a branch is to be established anywhere, it will be in the Canadian Northwest.

TRADE ORGANIZATIONS.

Much interest is being taken in the organization of trade associations in Canada. There is no strong retailers' associations anywhere outside of Manitoba and the Northwest Provinces, where an association was formed in the autumn of 1904 on similar lines to those in the United States. So far, however, the association has not adopted the Mutual Fire Insurance feature, although a committee will report upon the advisability of doing so at the coming convention at Winnipeg. The Western Retail Hardware Association maintains a permanent secretary, J. W. McRobie, of Winnipeg, who has covered nearly every portion of the three provinces of Manitoba, Saskatchewan and Alberta, enrolling about 90 per cent. of the trade into the Association's membership.

There is a strong movement in Ontario to form a similar association of retail Hardware men and a preliminary convention is to be held in April. With the trade unorganized the price-cutting evil grows steadily worse; selling direct to building contractors by jobbers is rampant, and each individual dealer is at the mercy of the railway and insurance corporations. With an association the credit system would be regulated and a collection department established.

The wholesale and manufacturing branches of the trade have been well organized, jobbing associations existing in Ontario and Quebec, the Maritime Provinces and British Columbia.

"COMBINE" INVESTIGATIONS.

During the past summer there has been much controversy between the Master Plumbers and the Plumbing Supply Association. In April last one supply house was charged with refusing to sell goods to a builder. The case was held in abeyance in the courts and the Supply Association, under threat of the abrogation of the duty on plumbing materials by the Dominion Government, broke the agreement they had been working under not to sell goods to any but members of the Master Plumbers' Association. Internal troubles then caused several of the latter body to resign but on doing so the Journeymen's Union, working in agreement with the Masters, called out all union men from the seceder's shops. The case finally got into court, a charge of conspiracy being laid against the officers of the Union, the Master Plumbers and the Supply Association. After passing through the police court four cases were tried by a judge, all the accused being found guilty and fines of from $250 to $500 being imposed upon the individuals and $5,000 each upon the Master Plumbers and Central Supply Association. In addition to this, further charges were laid against the entire membership of these two bodies and about 120 of the 160 indicted have been committed for trial in January. Other charges of fraud are being pressed against various master plumbers who added certain amounts to tenders on jobs they secured, the extra sum being divided up amongst the unsuccessful tenderers for the contract. The whole plumbing trade in Toronto has been demoralized by the trials.

During the course of the plumbers' investigation the Prosecuting Attorney, in search of evidence, raided the offices of James Hardy, secretary of the Canadian Wholesale Hardware Association, who is also secretary of thirty or forty trade associations of manufacturers, and at one time was secretary of the Plumbing Supply Association. This brought the entire Hardware trade within the sphere of the court and the daily newspapers were full of sensational articles regarding combines in this, that and the other branch of manufacture. Finally, the matter, after being allowed to drag along until the plumbers had been convicted, simmered down to specific charges being made against the members of the Canada Tack Manufacturers' Association, with the promise that in the event of conviction about thirty other associations would be proceeded against.

The case against the tack manufacturers came up in the Toronto Police Court on December 28, and, after the minute books had been put in evidence and identified by witnesses, the investigation was adjourned until after New Year. The information sworn out charged "That James Hardy and Thomas Jenkins, both of Toronto; E. J. Fry, J. Mowat, J. C. Robertson, W. Bruckoff and E. Perkins, of the Portland Rolling Mills Co., St. John; H. M. Blacklock, A. H. Huff, W. McMaster and A. F. McPherson, Montreal Rolling Mills Co., Limited, Montreal; F. W. Knowlton, United Shoe Machinery Co., Montreal; F. H. Whitton, the Ontario Tack Co., Hamilton; Jas. H. Peck, T. Edmund Peck, W. T. Cummings, E. Sinclair and M. A. Irwin, of Peck-Benny Co., Montreal; Jas. Pender, St. John; W. W. Near, the Pillow Hersey Co., Guelph; G. Boyd, G. A. McAlgy and R. Hersey, Pillow Hersey Co., Montreal; in the years of our Lord, 1892 to 1905 at the city of Toronto, did conspire, combine and arrange, the one with the other, and others of them, and with the Portland Rolling Mills Co., Peck Benny Co., Pillow Hersey Co., Montreal Rolling Mills Co., the Ontario Tack Co., the United Shoe Machinery Co., Jas. Pender & Co., and W. T. Woodall, and other persons and corporations to the complainant unknown, to duly limit the facilities for producing, manufacturing, supplying and dealing in tacks."

In the course of the preliminary examination the charges were dropped against W. W. Near, M. A. Irwin and R. T. Sinclair, employes of the Pillow-Hersey Company; J. Mowatt, now in British Columbia; James H. Peck, dead; A. F. McPherson, not served; R. Hersey, in Chicago; E. Perkins, in Massachusetts, dead.

While there is no parallel between the cases against the plumbers and the Hardware men, the bringing of the latter into court has caused a commotion in the Hardware trade. The jobbers and manufacturers feel that it is an outrage to bring them hundreds of miles to appear in a police court to answer trivial charges. From the inception of commerce men have banded together in order to secure a living profit and so they will do until the end despite the efforts of imitators of Attorney Jerome. On the other hand, many retailers welcome the investigation, believing that it will clear the air. One complains that in order to get the loyalty discount of 12½ per cent., he had to buy $500 worth of tacks when his requirements were only for $300 worth.

The outcome of the investigation will be looked forward to with interest by all interested in the Hardware trade.

"TAKE OFF YOUR HAT TO THE MYERS."

Few phrases in connection with the business have been so thoroughly advertised during the past year as the one quoted above. The cut illustrates the heading of a large poster gotten out by F. E. Myers & Bro., Ashland, Ohio, and which so effectively and impressively carries out the phrase that we show it



here. The Myers & Bro., annually, with the compliments of the season, mail to all their customers a catalogue poster on which is delineated all the cuts shown in the complete catalogue, and by its hanging up in the store frequently enables the dealer to supply a want from some of his agricultural friends and make an extra profit. It is one of the few posters distributed by the manufacturer that may be relied upon to stimulate trade. The reader of HARDWARE who failed to receive one should write to the above address and obtain one.

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LEGAL CORRESPONDENCE

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

EMBEZZLEMENT.

QUESTION.—If an employee is given a $200 note to have discounted and goes to the bank, discounts it and then wrongfully keeps the money, is he guilty of theft?

REPLY.—Not by the common law, because every larceny or theft involved a wrongful interference with possessions, and the employer never had possession of the cash obtained by the employee from the discount of the note. But by statute in the various states the taking of property under such circumstances by a clerk or employee is made criminal and is described by the technical name of embezzlement. Some states, such as New York, recognize no distinction between embezzlement and larceny, and in these states the employee would be guilty of larceny.

HUSBAND AND WIFE—TENANCY BY THE ENTIRETY.

QUESTION.—Lands were deeded in the State of New York to A and B, husband and wife. The deed did not state what their respective shares were to be. How do they own the land?

REPLY.—They own it as tenants by the entirety. By this technical expression is meant that each is considered as owning the whole of the land, so that in the event of the death of either, his or her interest vests in the other by survivorship. This is because at the common law husband and wife are considered as legally one person. But during their joint lives they are entitled to share equally in the use or proceeds of the land. If the husband should sell his interest in the property during his wife's lifetime, the purchaser would be a tenant in common with the wife. If the husband should die before the wife, however, under such circumstances, she would get all the land by the principle of survivorship, and the purchaser's title would be defeated.

CRIMINAL LIBEL—TRUTH AS A DEFENSE.

QUESTION.—Can a man be held criminally liable for publishing scurrilous or offensive things about another? Is he excused if they are true?

REPLY.—If the publication is only verbal, the speaker is not generally criminally liable. But if the words are written or printed and their natural tendency is to hold up to public hatred, contempt or ridicule the person against whom they are addressed, then their publication constitutes the offense of criminal libel. The common law was that the truth of the charge was no defense of a criminal prosecution for libel. This rule has been generally changed in the United States, and it is frequently enacted by statute in the several states, as in New York, that the truth of the words written is a defense to a charge of criminal libel, if they were published with good motives and for justifiable ends, but not otherwise.

SALE OF WATCH—BUYER GETS NO BETTER TITLE THAN SELLER HAS.

QUESTION.—"A" loaned his watch to "B". "C", a friend of "B's", seeing it on day when "B" had taken it out to see what time it was, admired it and asked "B" what he would take for it. "B" said $100 and "C" bought it and paid him that amount, honestly believing that "B" owned it. "A" learning that "C" had the watch, demanded it of him, but "C" refused to give it up. Who is entitled to it?

ANSWER.—"A" is entitled to the watch. This case comes within the rule that an individual can sell or transfer no better title to property than he has. It is well established that a person to whom property has been loaned and who has possession of it, cannot give a good title thereto to a purchaser, although the latter acts in good faith and parts with value, without knowledge of the want of title of his vendor, or that third persons have claims upon the property. There are some exceptions to this rule in case of cash or negotiable instruments, but the case you state does not come within any of the exceptions.

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Visitor—Don't you wish you had a little brother, Bobby?

Bobby—Well, 'long about peach-time I think one little boy in a family is enough; but 'long about spanking-time there ought to be two of us.

RECENT TRADE PUBLICATIONS.

CRANDALL CUTLERY CO., Bradford, Pa., have recently published an exceedingly interesting and instructive brochure which contains illustrations and descriptions of a very complete line of Shears, Scissors, Razors, Pocket Knives, Razor Strops, and Dog Collars. They state that Crandall Shears and Scissors are so well known as to need no introduction, and that each article branded "Crandall," is the best they make, fully warranted and exchangeable if not perfectly satisfactory. In regard to their Razors they call attention to the fact that the blades are hand hammered on an anvil from S. & C. Wardlow English steel and hand finished throughout, and are honed and set ready for use. The blades of all their Pocket Knives are completed with the "Radium Electric" finish which they claim gives them a superior finish to any on the market and also places them in condition so that they will not rust or tarnish. For further information, prices, etc., write for this very interesting and useful catalogue.

THE DAVID MAYDOLE HAMMER CO., Norwich, N. Y., are presenting to the trade an exceedingly artistic catalogue of the Maydole Hammers. They state that since 1901, when the last edition of this catalogue was issued, they have greatly enlarged their works, increased their manufacturing facilities in all departments, and added many new numbers to the variety of Hammers listed then, the regular line now comprising thirty-four styles, sizes and finishes. They call attention to the fact that the Maydole Hammers, first manufactured over sixty years ago, still hold their justly earned and unrivaled reputation for superior quality and excellence in all respects, and it is their firm and steadfast purpose, now as in the past, that, through the utmost painstaking and care in manufacturing their goods, the name Maydole shall continue to represent the highest quality in Hammers. The catalogue is profusely illustrated with very fine cuts and contains carefully prepared Alphabetical and Numerical Indexes. Copy will be gladly sent to interested parties upon request.

RICHARD ECCLES COMPANY, Auburn, N. Y., have favored us with an eighty-page illustrated catalogue and price list of Carriage and Wagon Makers' Forged Irons. The catalogue is finely printed on excellent quality paper and contains a large number of very carefully prepared illustrations. Prices and detailed descriptions are given of all the parts and the book cannot fail to interest anyone giving same a careful perusal. They state as follows: "We always have on hand a large stock of all the goods shown in the catalogue, ready to ship promptly on receipt of order. We also make many pieces which are not shown in the catalogue, and are constantly adding to our line; also a great variety of Special Forgings, and would be pleased to quote on any Forging desired." Write for catalogue.

THE LORILLARD REFRIGERATOR COMPANY, 23 West 34th Street, New York City, N. Y., are distributing to the trade a very attractive pamphlet, describing, illustrating and pricing the Lorillard Refrigerators, which they claim are used exclusively in all leading hotels, clubs, institutions, families and the United States Navy. The Lorillard goods, including Family Refrigerators of several styles and sizes, Combination, Butlers' Pantry, Office or Nursery, Ice Cream, Cut Meat, and Wine Refrigerators, are constructed to meet the present demand of housekeepers and hotel and restaurant proprietors that every department of their establishment should conform to modern sanitary laws. In introducing these goods to their patrons they state as follows: "The Lorillard Refrigerator is recognized and accepted by all the leading architects and sanitary experts as the only practically perfect Refrigerator now constructed. It is the perfection due to twenty-five years close application and study to the science of refrigeration." Catalogue may be had free upon request.

ALUMINUM & WHITE METAL GOODS MANUFACTURING CO., 336 Broadway, New York, N. Y., are issuing a very interesting and attractive pamphlet of Advertising Novelties and Specialties in Aluminum, Brass, Nickel, Etc., which is their Catalogue No. 6. They state as follows: "Aluminum Novelties are especially adapted for souvenir purposes, because of the reasonable and artistic ways in which they may be marked in a manner suitable to any locality. Goods are made up hand-decorated, hand-engraved or printed, and if you send us a photo of any subject we will reproduce it on any flat article." A large number of articles are listed in the Index under the following headings: "Stationery," "Jewelry," "Toilet Articles," "Sporting Goods," "Smokers' Articles," "Druggist and Bar Supplies" and "Household Articles." Catalogue may be had upon request.

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RECENT TRADE PUBLICATIONS.

TROW & HOLDEN, Barre, Vermont, are presenting to the trade an exceedingly attractive catalogue of Granite Tools, which is finely gotten up and artistically illustrated. They state in introducing the book: "This business was established in 1885. It is now the largest concern in this country exclusively devoted to the manufacture of Granite Cutters' Tools. It has been our constant aim to produce the best tools possible to make. To do this has meant continual endeavor to keep in advance of the times, to lead our competitors. The position we now occupy in the trade is ample evidence of our success in these efforts. Our energies are still exerted to maintain this position, and to increase our leadership." The catalogue is a handsome production and great care and pains have been taken in its preparation, warranting a careful perusal by anyone. If you are interested in Granite Tools of any description the manufacturers will gladly furnish information regarding same.

CYCLE SKATE & SPORTING GOODS CO., 37 Park Street, New York, N. Y., have recently issued a very attractive catalogue of their Cycle Skates, a copy of which has been sent us. They state their new Cycle Skates are made with frames of best cold rolled steel, which may be extended to the exact length required. The flanges that hold the rubber tire in place are secured to the threaded ball-bearing hubs by locknuts, thus making it possible to replace the rubber tires with ease. Descriptions and illustrations are given of their Girls' Half Clamp, Boys' All Clamp and Boys' Half Clamp Skates and also to their new racing skate which is the Automobile Cycle Skate. Catalogue will be gladly mailed to interested parties.

THE WHITE MOUNTAIN FREEZER CO., Nashua, N. H., have recently sent us a very attractive little booklet which is their illustrated catalogue of Ice Cream Freezers. They claim there is no feature of merit in any freezer made that has not been embodied in the White Mountain, and that the triple motion induced by the peculiar construction of the mechanism keeps the cream constantly moving and insures every particle being smoothly and evenly frozen. The catalogue is well illustrated and price lists of parts for each style freezer are also given. A few pages are devoted to describing and illustrating the Arctic Freezer, which they state is the best in the world, next to the White Mountain, and is made to sell to those who won't pay for the best. A copy of this most interesting and handy catalogue may be had upon request.

THE MICHIGAN STOVE CO., Detroit, Mich., have presented us with a very interesting and instructive pamphlet entitled "The Truth About Stoves," which is published with a view to familiarizing the reader with the important features of the "Garland" Stoves and Ranges. The book opens with an interesting article on "Heat" and this introduces the reader to the subject of Stoves in general and finally to the superior qualities of the "Garland." Attention is called to the "Expert Advice Department," opened up by this company, to aid prospective buyers in their choice of a suitable stove or range, as they have 1250 different styles, making a choice a somewhat difficult task. They state that all their literature is free, and that the Advice Department will give information free of charge. Send at once for a catalogue and take advantage of this excellent opportunity.

G. E. HALL, 211 Centre Street, New York, N. Y., has sent us a set of blotters which serve as very effective advertisers of Hall's Mineral Machine Oil. A circular accompanying the blotters states that a free sample of this oil in a neat faucet can will be supplied free of charge and there is no doubt as to its being found entirely satisfactory. It is guaranteed not to gum, and will thoroughly and properly lubricate shafting, electro motors, printing presses, sewing machines, and all ordinary machinery. Further information regarding this and other oils, also Engineers' Supplies, will be gladly furnished for the asking.

THE WHITE MOP WRINGER CO., Fultonville, N. Y., have mailed us a unique little pamphlet describing and illustrating the use of their high grade Mop Wringers. They state that the Wringer may be instantly and easily attached to any pail or removed, and that so little effort is required for wringing that a child can easily perform the work. Catalogue may be obtained for the asking.

PORTER SCREEN MANUFACTURING CO., Burlington, Vermont, makers of high grade Screen Doors and Adjustable Window Screens, have favored us with a copy of their handsomely illustrated catalogue for 1906 which is exceedingly artistic and elegant in every respect. They state that in the manufacture of their goods they use only designs, material and finish of such worth as will continue to make the quality of Porter Screens, the standard of screen quality. Selected and kiln-dried pine is used exclusively for doors; Vermont birch and maple for windows, and only the best wire cloth from reputable makers is used. Each high grade door is sanded and smoothed after assembling—the inside edges of the panels are chamfered—the edges of wire cloth are covered with raised mouldings mitred at the corners.

A copy of this very handsome catalogue will be gladly sent to those interested in the above line of goods.

MAST, FOOS & COMPANY, Springfield, Ohio, are presenting to the trade their Catalogue No. 27, illustrating and describing the Imperial Wind Mill and Galvanized Steel Towers. The catalogue covers 56 pages and contains numerous illustrations in regard to which they state: "The half-tone cuts used are all made from photographs of the goods, which show them as they actually appear, and we think a careful perusal of these pages should convince the reader that The Imperial is without a peer." They warrant Imperial Wind Mills to be carefully made of first-class material, and when properly erected, oiled and cared for, capable of doing as good work as any Wind Mill of its class. They also warrant Imperial Steel Towers to be capable of sustaining the mill for which it is intended, and if properly erected, not to buckle or blow over, unless the anchorage gives way. For further information, prices, etc., write for this very interesting and useful catalogue.

A. J. REACH COMPANY, Philadelphia, Pa., have sent us their Spring and Summer Sports Catalogue for 1906, which shows part of the very complete line of Sporting Goods manufactured by this company. They state in regard to their products: "No one can make better goods than we, and we intend that all our customers and patrons shall have absolute confidence in them, in every way, by first showing that confidence ourselves." They offer to furnish their retail catalogues free, imprinted with the dealer's name, in any quantity that can be distributed judiciously; also any of the electrotypes listed in this catalogue, provided a stock of The Reach Goods is also ordered. Write for further information.

THE BERGER MANUFACTURING CO., Canton, Ohio, have sent us an attractive little circular, which has been prepared for the purpose of bringing into prominence their Sheet Metal Goods, illustrations of which are shown. This company manufactures everything in the way of Steel Office Equipment and Filing Devices; also Ornamental Bank, Office, Library and Vault Fixtures. If interested in Sheet Metal Goods for either interior or exterior use, write for special catalogues as follows: Metal Furniture and Filing Devices, Catalogue No. 3; Steel Sectional Cabinets, Catalogue No. 4; Metal Ceilings and Side Walls, Catalogue No. 6B; Multiplex Fire-Proofing, Catalogue No. 9; Roofing, Siding and Special Work, Catalogue No. 10; Architectural Work, Cornices, Metal Windows, Etc., Catalogue No. 11; Metal Tiling and Fittings, Catalogue No. 12.

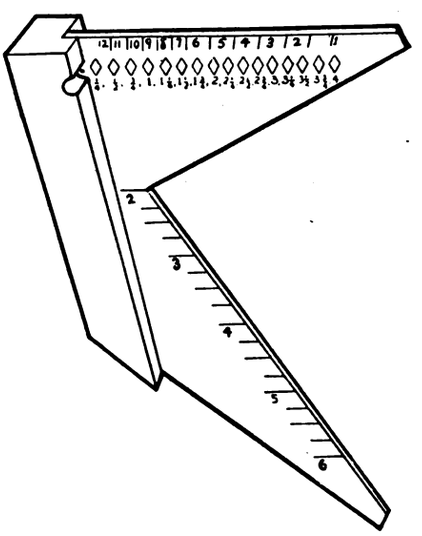
THE STANDARD SCALE & SUPPLY CO., Pittsburgh, Pa., manufacturers of "The Standard" Scales, have favored us with their latest production, which is a very carefully prepared illustrated price list of 128 pages. The book contains a descriptive index, a Telegraph Code and Index of Scales by Number, and several pages are devoted to descriptions of "A Few of the Special Modification of Scales Not Listed in the Catalogue." The catalogue is profusely illustrated, showing Portable Platform Scales, Leather Dealers' Scales, Dairy, Grocery, Salt Meat and Fish, Wheelbarrow, Rolling Mill, Iron Warehouse, Packing House, Stock, Dump, and Railroad Depot and Railroad Track Scales, besides many other scales for divers' purposes, all adapted to the standards of all nations. The catalogue will repay a careful perusal and is well worth having, and if you have not received a copy the manufacturers will be glad to mail you one upon request. Ask for their Illustrated Price List No. 8.

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NEW GOODS AND SPECIALTIES.

THE NEW UNIVERSAL SQUARE.

The Duby and Shinn Manufacturing Co., New York City, wish to call attention to an improvement in their square, which combines the two lines of diamond holes into one line, and to explain the effect of the change. It is an improvement, inasmuch as it corrects a slight discrepancy in the measurement of the circle, which was the case with the old style. Also the new style will be found more useful in marking off a straight line at every eighth or quarter inch. This can be done very neatly and accurately by placing the pencil in the diamond corner and

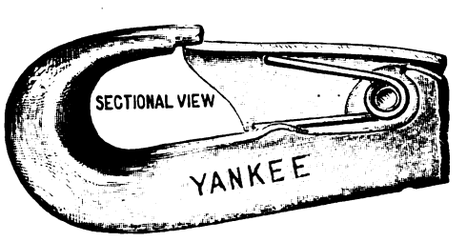


THE NEW UNIVERSAL SQUARE.

making a dot, instead of the old method of placing a rule on a line and marking off measurements from it. They also wish to call the attention of the trade to their relief from the past small output of their squares, in consequence of their original shop and equipment, being so small, as not to enable them even to cope with the demand from local houses. The company has changed their factory quarters, and now have a fully equipped plant well under way with a thoroughly experienced tool maker in charge and a force of experienced tool makers as assistants, so they are now ready for stock orders, guaranteeing not more than two weeks delay to make shipments of same. Any mechanic who purchases a square and finds it "out" in any detail, is asked to return it, either through his dealer or direct, and receive a perfect one in its place. This is a standing guarantee.

COVERT'S YANKEE SNAP.

Progression has always been the aim of the Covert Manufacturing Co., of Troy, N. Y., and the superiority of their goods is the best evidence of their successful efforts. Every article manufactured by them has its own special merits. One of the most

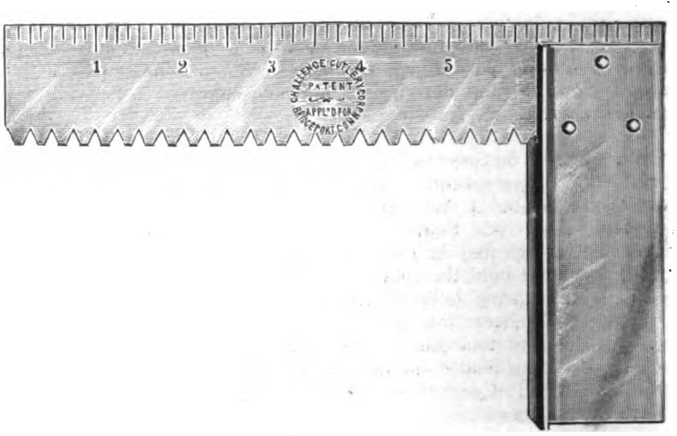


COVERT'S YANKEE SNAP.

important improvements in their line of goods is the Brass Lever Spring, used exclusively in their "Yankee" Snaps. The sectional view of the body and hook of one of their "Yankee" Snaps accompanying this article illustrates and demonstrates the practical advantages of this great improvement. It is claimed that no other Snap manufactured possesses this invaluable feature. It is practically indestructible, and will remain unimpaired as long as the Snap lasts.

FOX'S GAUGE SQUARE.

Wiebusch & Hilger, Ltd., 9-15 Murray Street, New York, sole agents for the Challenge Cutlery Corporation, Bridgeport, Conn., have just brought out Fox's All Steel Patent Try Square No. 5, with Wiatt's Patent Gauge Edge on the inner edge of the blade. The square is pressed from sheet steel polished and nickel plated, and is made by machinery specially constructed to give absolute accuracy to it inside and out. This tool can with equal advantage be used either as a carpenter's ordinary try square or as a gauge thus serving the purpose of two tools. The



FOX'S GAUGE SQUARE.

indentations on the lower edge do not in any way interfere with the blade being used for a try square, when the gauge feature is not wanted. To use as a gauge the head of the square is pressed against the edge of the material to be marked, and drawn along that edge. A pencil or scratch awl having been inserted in the indentation which gives the distance of the material to be measured follows the travel of the square, thus marking a line giving the width to be measured. The Fox's Gauge Square No. 5 is made with the blade 6 inches in length only, but should the demand call for other lengths these will be added to the line later. The tool can be sold by the retailer at a popular price, notwithstanding its finish and accuracy.

THE FINDLAY "HATCHETAXE."

The Findlay Axe & Tool Co., Findlay, Ohio, for whom Wiebusch & Hilger, Ltd., 9 Murray Street New York, are sales agents, are placing before the Hardware trade the "Hatchetaxe"



THE FINDLAY "HATCHETAXE."

of which we give an illustration. It is an exceedingly handy tool, made up as a combination hatchet, axe and hammer. The head and blade are tempered and the blade is refined by hand

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hammering, and then is carefully tempered and tested. It is so constructed that it cannot be broken under the eye, and the eye being longer than in an ordinary hatchet, holds the handle much more firmly. The driving point is a safe distance from the claw, affording protection to the latter. It has a broad hardened head, making it an excellent spike and nail driver. All sizes have a claw on the head. This feature in the large sizes is an advantage over an axe and makes it a combined cutting, driving and drawing tool. Having a beveled bit it is particularly suitable for splitting wood. Because of the straight bevel bit it is easily sharpened. These tools are all made of high-grade materials by skilled workmen, and are designed to be retailed at popular prices. They have what is called the Radium finish in red poll, gold bronze and polished blade, and furnished in sizes 1, 2, 3 and 4, which weigh respectively 1½, 1¾ 2¼ and 2¾ pounds. The Dadz finish is red poll, black blade and polished bevels, being furnished in sizes 1 to 7, inclusive, and weighing, respectively, 1½, 1¾, 2¼, 2¾, 3½, 4 and 4½ pounds.

PIKE DESK SOUVENIR SHARPENING STONE.

The Pike Manufacturing Company, Pike, N. H., have gotten out a neat and useful souvenir in the shape of a Sharpening Stone for the desk, of which we give an illustration. This is adapted to serve a double purpose as the case is a miniature representation of Pike's Oilstone Selling Assortment Cabinet; the Oilstone assortment come in boxes Nos. 1, 2 and 3, and the Scythe Stone assortment in Boxes A and B. In the souvenir box is mounted a small stone large enough for sharpening a pocket knife. The case is finished in cherry or mahogany with hinged cover. On the top is shown the company's trade mark by transfer, done very neatly.



PIKE DESK SOUVENIR SHARPENING STONE.

MILBRADT ROLLING STEP LADDER, NO. 1.

The Ebbing Manufacturing Co., 1436-42 North Eighth Street, St. Louis, Mo., having succeeded to the business of G. A. Milbradt & Co., are now the sole manufacturers of their Rolling Step Ladders, which have been on the market for the last twenty years, becoming more popular with the trade each year. We illustrate their Ladder, Figure No. 1. All Ladders that suspend from a track similar to their No. 1 have attached to the top two hook-shaped irons in which run two smoothly turned wheels; and as these Ladders run either on a wood or steel track, iron wheels are used and run noiselessly on a wood track, and paper-filled wheels are used to run noiselessly on the steel track. These Ladders also have attached near the lower end, two fork-shaped irons in which run two rubber rollers, usually against the edge of base shelf. When base shelf is of sufficient width, these fork-shaped irons are made short so as to allow the Ladders to run close to it as shown in the illustration; but when the base shelf is narrow, they are made in any length necessary to hold the lower end of Ladders out a proper distance to make them convenient to climb; and when the lower end of Ladders needs to hang out more than nine inches from the base shelf, swinging arms are used. These ladders are all made to order and to fit each particular place. They are made of oak lumber and of the most artistic and neatest style, handsomely finished, durable and perfectly safe as they cannot jump the track. They take up the least possible space, run noiselessly and so easily either empty or with operator upon them that it is claimed a slight push will propel a Ladder the length of an ordinary store. All the Milbradt Ladders have an extra wide shelf at the top which offers great convenience in handling stock, and all iron work on Ladders as well as the brackets to hold up steel track is made from malleable iron with aluminum finish, which increases their durability.



MILBRADT ROLLING STEP LADDER NO. 1.

THE PORTER CHOPPING KNIFE AND COOKIE CUTTER.

The Watson-Porter-Watson Co., Ltd., Unadilla, Mich., are placing on the market the Chopping Knife, Cookie and Biscuit Cutter Combined designed for mincing salads, slaw, mince-meat, potatoes, &c. Having a circular blade. it has a much greater cutting edge than the old style straight bladed knives. This knife cuts its entire circumference in the ordinary wooden bowl or on flat surface. The blade being vertical will not clog or choke up, and the circle of the blade is not so large but that it is a practical Cookie and Biscuit Cutter. It is provided with a tempered steel blade and malleable iron shanks, heavily tinned, plain hardwood handle, substantially fitted into shanks.



CHOPPING KNIFE AND COOKIE CUTTER.

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COMMERCIAL RELATIONS WITH THE UNITED KINGDOM.

Trade of the United States with the United Kingdom in the fiscal year 1905 aggregated practically 700 million dollars and formed more than one-fourth of our total foreign commerce. Figures just presented by the Department of Commerce and Labor through its Bureau of Statistics show that the exports from the United States to the United Kingdom in 1905 aggregated 523 million dollars out of a total of 1,518 millions, and thus formed 34 per cent. or practically one-third of our total exports; imports from the United Kingdom aggregated 176 millions out of a total importation of 1,117 millions, and thus formed about 16 per cent., or practically one-sixth of our total imports.

On both the import and export sides of the account our trade with the United Kingdom is larger than with any other country. The imports from that country, as already indicated, were 170 millions, against 118 millions from Germany, 100 millions from Brazil, 90 millions from France, 86 millions from Cuba, 62 millions from Canada, 52 millions from Japan, and 46 millions from Mexico. The exports to the United Kingdom were 523 millions, against 194 millions to Germany, 141 millions to Canada, 76 millions to France, 73 millions to Netherlands, 53 millions to China, 52 millions to Japan, and 46 millions to Mexico.

Comparing conditions of our trade with the United Kingdom in 1905 with those of 1895, the imports from that country have grown from 159 million dollars in 1895 to 176 millions in 1904, an increase of 17 millions, or a little over 10 per cent., while exports to that country have grown from 387 millions in 1895 to 523 millions in 1905, an increase of 136 millions, or about 35 per cent.

The principal articles which form our enormous trade with the United Kingdom are chiefly manufacturers' materials and manufactures on the import side, and foodstuffs, manufacturers' materials, and manufactures on the export side. While the United Kingdom is not a large producer of raw material for use in manufacturing, at least in excess of her own requirements, she exports considerable quantities of material of this character drawn from other parts of the world, especially from her colonies. Of our imports of raw wool, which in 1905 amounted to 46 million dollars, about 17 millions was drawn from the United Kingdom; of our imports of pig tin, which in 1905 amounted to 23 million dollars, about 12 millions was drawn from the United Kingdom; of hides and skins our imports from the United Kingdom in 1905 were nearly 7 million dollars in value; of india rubber a little more than 7 millions; of jute, flax and hemp nearly 2 million dollars; of raw cotton, chiefly Egyptian, nearly a million dollars; of cabinet woods practically a million dollars, while diamonds and other precious stones imported from that country amounted to 9 million dollars.

Among the importations of foodstuffs about 1½ million dollars' worth of tea was from the United Kingdom, about a half million dollars' worth of coffee, and one-third of a million dollars' worth of cocoa. Of finished manufactures, which form a larger share of the imports from Great Britain than do any other class, the most important are manufactures of cotton, manufactures of fibers, manufactures of iron and steel, and manufactures of wool. Even of cotton cloths, this cotton producing and manufacturing country imported in the fiscal year 1905 more than 6 million dollars' worth from the United Kingdom, which presumably bought from the United States practically all of the cotton contained therein, and after transforming it into manufactures sent the finished product back to us, while of other classes of cotton manufactures, such as laces, edgings, embroideries, threads, etc., the total imports from the United Kingdom are even greater than those of cotton cloth alone, being 8 million dollars in value. Of fiber manufactures, of which our imports last year amounted to 40 million dollars, fully one-half was drawn from the United Kingdom, including 11 million dollars of linen cloths, 4 million dollars worth of burlaps woven from jute yarn produced in India, and 2 million dollars worth of linen handkerchiefs.

The next largest group of manufactured articles drawn from the United Kingdom is composed of various products of iron and steel, a large proportion being in a partially manufactured form for further use in manufacturing, especially pig iron, 2½ million dollars; ingots, blooms and bars, 1¼ millions; wire and wire rods, over a half million dollars, and sheet iron or steel, while tin plates amounted to 4¼ million dollars in 1905 against 12 million dollars in 1895. Woolen goods are next in importance in the list of manufactures imported from the United Kingdom, and included in 1905 over 2¼ million dollars' worth of cloths, and 5⅓ million dollars' worth of materials designated as "women's and children's dress goods," while other miscellaneous manufactures of wool brought the amount from the United Kingdom up to fully one-half of our total imports of woolen goods, which last year aggregated about 18 million dollars.

Foodstuffs, manufacturers' materials, and manufactures form the principal items in the grand total of 523 million dollars' worth of merchandise exported from the United States to the United Kingdom in 1905. Under the head of foodstuffs are included wheat, flour, corn, oats, meats, butter, cheese, cattle, sheep, canned salmon, and fruits. Under the head of manufacturers' materials by far the most important item is cotton, and to this should be added leaf tobacco, lumber and timber. Under the classification manufactures, the most important items of export to the United Kingdom are copper, 14 million dollars' worth; mineral oil, 15 millions; leather and manufactures thereof, 15 millions; and various manufactures of iron and steel amounting to over 21 million dollars. The principal foodstuffs sent to the United Kingdom during the year were cattle, valued at nearly 37 million dollars; flour, 11½ millions; wheat, 3½ millions; corn, nearly 18 millions; fruits, 6½ millions; fresh beef, 22 millions; canned beef, 4 millions; bacon, 21 millions; hams, 19½ millions; pork, 7 millions; lard, 17½ millions; and butter and cheese, a little less than 1 million dollars each. Of manufacturers' materials sent to that country during the year, cotton is, as already indicated, by far the largest item, amounting to 176 million dollars in value, while leaf tobacco amounted to 9½ million dollars, lumber 5½ millions, and timber nearly 4 millions.

Of manufactures sent to the United Kingdom during the year, copper amounted to over 14 million dollars; upper leather for use in manufacturing boots and shoes, 11 millions; sole leather, 4½ millions; boots and shoes, about 2 millions; mineral oil, 14 millions; instruments and apparatus for scientific purposes, including electrical appliances, 2⅔ millions; Builders' Hardware, including locks, hinges, tools and saws, over 2 millions; electrical machinery, over 1 million dollars; sewing machines, 1¼ million dollars; typewriters, 1½ million dollars; cars, carriages, and other vehicles, about 2 million dollars; agricultural implements, over 1 million dollars; paper, 2¼ million dollars, and paraffin, 4½ million dollars; while of articles not classified by the Bureau of Statistics as foodstuffs, manufacturers' materials, or manufactures, there were sent to the United Kingdom 3½ million dollars' worth of oil cake, nearly 4 millions of turpentine, nearly 2 millions of rosin, and about 1 million dollars' worth of cottonseed oil.

The above figures relate solely to the trade of the United States with the United Kingdom, which term includes England, Scotland and Ireland. The exports of the United States to all British territory in 1905 amounted to 740 million dollars, and formed 48.7 per cent. of our total exports, and the imports from all British territory amounted to 321 million dollars, and formed 28.7 per cent. of our total imports. The figures of the United Kingdom show that imports from the United States in 1904 formed 21.6 per cent. of her total imports and that exports to the United States formed 10.6 per cent. of her total exports. The United Kingdom imports twice as much merchandise from the United States as from any other country of the world and as much as from all her colonies combined, but her exports to India, and in some years to Germany, are larger than those to the United States. Of the total imports of the United Kingdom from all parts of the world, 42 per cent. is foodstuffs, 33 per cent. raw materials for use in manufacturing, and 25 per cent. manufactures. Of her total exports of domestic products to all parts of the world 82 per cent. is manufactures.

A PEAN TO TEXAS.

Did you ever stop to think that you can bake your bread from Texas flour, cover it with Texas molasses and butter, eat Texas rice and roll it in Texas ham gravy, have Texas oats for breakfast, Texas beef roast for your dinner, Texas fruit and vegetables on your table at all times, sweeten your coffee with Texas sugar and top off your meal with a Texas grown and made cigar? Well, you can. In addition you can have your chickens and eggs and plenty to sell to the poor fellow who lives in the city. Now you can eat home grown canteloupes and watermelons, peaches, grapes and plums. You can now get Texas grown blackberries, strawberries and dewberries. And if you exercise a little energy and good judgment you can have plenty of luscious ham and sausage this winter and some to sell. You can pick your cotton in Texas made sacks made of Texas cotton, and when our men of means wake up to the opportunities for manufacturing the great cotton crop of this State you can wear Texas made clothes. You can even have Texas made wines, whiskies and beers, but the less you have of the latter and the more you have of the former the better off you'll be both in purse and health. This is not a temperance sermon. It is an appeal to Texans to use Texas made goods and live off that which their own State produces. Take out coffee and your tea, and every Texan could live comfortably at home from the food products grown in his own State.—*Waxahachie Enterprise.*

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WITH OUR CORRESPONDENTS

THE CLEVELAND TRADE.

Wonderful is the natural adjective when one attempts to express an opinion on the general prospertiy of the country and city, or of firms and individuals, and the solid reason for the continuance of prospertiy are manifest on every side. Every month makes new records in amounts of sales, payments are excellent and everybody believes in improvement in 1906. Labor is all employed at good wages and more could be used if obtainable. Banks are paying good dividends and increasing their surplus. There is a great increase in population and they all seem to be buying Christmas presents. There is a crowd of people, carriages, automobiles and street cars that interferes with getting about.

The urgent demand for new school rooms to house the children testify to the increase of population. In the history of Cleveland there never has been such evidence of growth. If other cities



HON. C. B. LOCKWOOD

have equal evidence of increase the country is making prodigious advance. Wonderful is not an exaggerated expression to describe it. In finances the millionaires have so increased that there is an apprehension of danger, but the general prosperity is keeping the comparison on the usual plane. Civic pride is manifesting itself in providing public parks, free baths and farm homes for all who need the city's care. A plan to group the public buildings costing twenty to thirty millions is well under way, so that the next generation will see what the "city beautiful" means.

The Union Railroad Depot, City Hall, County Court House, Public Library and City Armory, with the U. S. Postoffice, on a plateau overlooking the lake, will make this a unique city, and bear enduring testimony to the civic pride of the present generation. Manufacturing makes a solid basis for the city's prosperity and it is increasing and enlarging as never before. In merchandising we are unequaled in some lines and excelled in few. It will be impossible to increase the buildings without an increase of labor. At no time in the city's history were there so many fine buildings in the course of erection. Business and power blocks, apartment houses and family hotels and private homes are being erected on all the principal streets. Business of all kinds seems to be rapidly increasing.

This is the Hardware center of the middle West as it is in Hardware manufacturing. Machine tools made here are used round the world. The Chamber of Commerce has fifteen hundred members who are not entirely devoted to money making and own their own buildings, and the Union Club have a home not excelled on the Continent. No port in America owns a larger fleet of vessels. Here the ore and coal meet for use and distribution. In the near future, a million happy, prosperous and contented people will make this their home. We are building for the future, with an optimism that is marvelous. We are glad in the consciousness that ours is only a part of the growth of the Republic. Our public schools are the pride of the city. More money is spent and more pupils in attendance in proportion to other cities. Our public libraries have fine buildings in different sections of the city, our street car service is second to no city in the union, and graft has no place in the city government.

We have an art school that owns its own building, and are about erecting a Museum of Art, for which a lot and money is already provided. The Young Men's Christian Association have a fine building, and the Young Womens' Christian Association are erecting one, for which the funds are already provided. Fourteen hundred acres of land have already been purchased by the city, upon which cottages are being erected for the poor, a workhouse for the criminal class, a home for the inebriates and consumptives where they can be employed on the land. Also a farm on which is employed the truant boys, where they work and study and are kept from the temptations of the city. The Western Reserve University, including Adelbert College, College for Women, Medical and Dental Schools and Case School of Applied Science, are sending out hundreds of men and women to do the world's work. It is bewildering to attempt to enumerate the things that promote the welfare, and to describe them would require the vocabulary of a Shakespeare.

To feel that Cleveland is only a small part in the wonderful progress of our country, that Pittsburg, Philadelphia, Chicago, Boston and New York, are a part of it, fills the heart with pride. The outlook for the special lines of business that bring prosperity to Cleveland is remarkably good for 1900. Transportation lines on the lakes are elated by the prospect. The fact is, there is not a cloud as large as a man's hand anywhere, and the flattering prospect for good crops makes optimism universal. The speculative element in business has disappeared, and every one in business is so occupied that they have little time for anything else.

The 50 to 60 per cent. increase in the amounts of orders above those they had in January, 1905, indicates excessive activity in the large manufacturing plants and the sale already made of 90 per cent. of the anticipated output of ore is surprising testimony of the expectation of the furnaces. Although there are expectations in the advance of prices, there is good reason for believing that no radical advance will be encouraged by those who control the majority in the output of iron and steel. Time was when effort was made to recoup serious losses at the first opportunity and no one thought of attempting to prevent extreme prices, but the power to prevent booms fortunately includes the power to prevent pauperizing, and the men in control are adverse to either, as one is sure to produce the other. This is the great gain of combined action that does not depend upon gentlemanly agreements. The consensus of opinion in place of the individual, has power to control and this prevents radical action. The past due panic must wait, and business can very well afford to have it delayed to a far future. The principle of getting all you can out of a customer the first deal is being displaced by an effort to aid him in a success that will make him a permanent customer.

Organization has done much to improve business ethics. What ever may be our creeds, we deny by our action that men are totally depraved. One-half of the work of our Chamber of Commerce is devoted to the betterment of facilities for the comfort and conveniences of the people. And the leadership of the Associated Charity Organization there is a marked advance in the method of charity work. The poor are searched out in their homes and given aid and counsel. Some of the churches are nursing and trying to separate the dogmas that separate them from the rest of the people. They will be more useful when they all learn the fundamental truth, that character fixes destiny, in all worlds; that sincerity, sympathy and generosity need no label to make them religious. Instead of chagrin at the lack of one is amazed at the magnificent benevolence of the people and the future residents will know that the present generation were not entirely devoted to money getting. Perhaps this may seem egotistic. Well, that is better than pessimism and a habit of being sorry for one's self.

THE LOCKWOOD-TAYLOR HARDWARE CO.,
C. B. LOCKWOOD, *Pres.*

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THE PITTSBURG TRADE.

It is a well known fact among observers of business conditions that Pig Iron is the business barometer, and that the demand for it foretells the demand for other commodities.

This being the case, Pittsburg, as the center of the Iron Industry is the leader of public opinion as to business conditions, and it is to Pittsburg forecasters must look when making up their opinions as to the coming year.

For a year past there has been a steadily increasing demand for Pig Iron, until it has now fully overtaken the supply with all furnaces running to their capacity. This demand exceeds two million tons per month, twenty-four million tons per year, a figure not dreamed of a few years ago; an average of over 600 pounds of iron to each man, woman and child of our population. This immense quantity is being readily absorbed by the country at prices from 25 to 50 per cent. over those of eighteen months ago. There are indications of higher prices but the large interests favor conservative management with steady prices, rather than the violent and frequent fluctuations of former times, and will do their best to prevent excessive advances.



GEORGE B. LOGAN.

Forty per cent. of the demand for iron and steel comes from the railroaders and the prosperity of three large consumers is shown by the fact that the capacity of the rail mills for 1906 is already contracted for

Pittsburg is the center of the window glass industry which reaches large proportions In plate glass the largest concern has recently announced an increase of five million dollars to its capital to build additional factories to take care of the increased business. In blown glass for ordinary window sizes a great saving in cost of production has been effected by the use of mechanical blowers. These are now working successfully in the larger factories and old-style blowing will have to go. Tableware and lamp chimneys are also important branches of the glass industry.

Coal and coke are a constituted part of the steel industry and share in its activity. These interests have been doing very well for the past six months, scarcity of cars being the only drawback. Their only obstacle to a good year's business is the fear of labor troubles when the present contract with the men expires next spring. The men secured a material advance in wages two years ago and for fully half the time since then the companies made no money. It is hoped the labor leaders will not press for a further advance this year as it would tend to check the prevailing prosperous conditions.

The crops of 1905 were bounteous and brought the growers good prices. This money is now in the hands of the people and will be spent for improvements in their homes, barns and for other necessities and luxuries. New enterprises will be undertaken to still further develop our great West and South. All this will need the products of our mills and will keep the wheels turning busily all through the year.

As to the mercantile end of it, when manufacturers are busy they put money into circulation through the hands of their employees and this finds its way into the merchant's till. We have observed, however, that after a period of depression, such as we had in 1904, it takes from six to twelve months after prosperity reaches the manufacturers to arrive at the counter of the merchant. This waiting period has now passed and merchants are now enjoying a good trade. I can see no reason why 1906 should not be a prosperous year for the merchant and fully believe it will be.

Wishing you and your readers a Happy New Year and an abundant share in the coming prosperity, I remain,

LOGAN-GREGG HARDWARE CO.
GEORGE B. LOGAN, *Pres.*

THE CHICAGO TRADE.

The conditions that at present prevail in the Western country of which Chicago is conceded to be the commercial center, is most flattering. All classes of business men unite in the statement that the new year will open with the brightest prospects. Farmers have been blessed with bountiful crops—Cattle, Grains, Hay, Pork, and other farm products have readily sold at high prices. Money has been accumulated by all classes, which is being used as a rule, in legitimate channels. An evidence of that is the fact that farmers are adding new farms to their holdings and are at present in many sections loaners of money instead of borrowers, and are adding improvements in the way of new houses, new barns, new fences, etc., etc.

Small cities and villages are keeping pace in the line of improvements in the way of new telephone and trolley lines, new buildings and new roads, so that a wonderful change for the better is very apparent.

A Chicago daily newspaper has just published some carefully prepared statistics in which they state as follows:

"The equivalent of forty-seven solid miles of buildings, single frontage, costing approximately $62,000,000—a record exceeded only by the phenomenal activity of 1892, the year preceding the World's Fair—represents the colossal building operations in Chicago during the year now closing.

There is no question but that during the years 1890, 1891 and 1892, Chicagoans became too optimistic because of the prominence given in the World's Fair. Real estate and building both had a



J. B. NELLEGAR

pronounced boom and after these years followed several dull years in building operations. The past three years, however, have showed a steady, sure increase and the present figures of sixty-two millions in the value of buildings erected the present year are nearly double what the building operations foot up for 1903.

Notwithstanding the high price for labor, materials, and one of the most protracted and disturbing labor troubles in the City's history, the teamsters' strike, building has forged ahead at a tremendous rate with architects and contractors already busy on future work, so that at no time before has the future of Chicago looked so promising.

Railroads are expanding at a tremendous rate; equipment is very scarce; notably freight cars in particular. Steel rails have not advanced but are very firmly held and sold far ahead into next year. Railroad stocks are much higher. They are paying good dividends and are using up iron and steel at a rate heretofore never dreamed of.

We argue from the amount of raw and finished material being used at present and bought for future delivery in the steel and iron markets. That manufactured Hardware is going to be scarce during the early months of the new year and advances in many goods sure to follow.

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As a firm we have been making active preparations for an enlarged Hardware business. We have fortified an already large stock by purchasing liberal supplies for future delivery. We have confidence in the present values of iron and steel and finished products. We have engaged additional salesmen for both city and country; also have almost completed a large 1200-page catalogue, showing late up-to-date illustrations of new goods in cutlery, guns, builders' hardware, farming implements and house furnishing goods. As a result of the above we confidently hope and expect, to secure some of the good orders that we feel the merchants of the West and Northwest are at this time in a position to give.

We enter the New Year full of enthusiasm, feeling certain that our representatives will be able to take advantage of the bright prospects for the new year and secure their share of the prosperity our entire country is at present enjoying.

WELLS & NELLEGAR CO.

THE COLUMBUS TRADE.

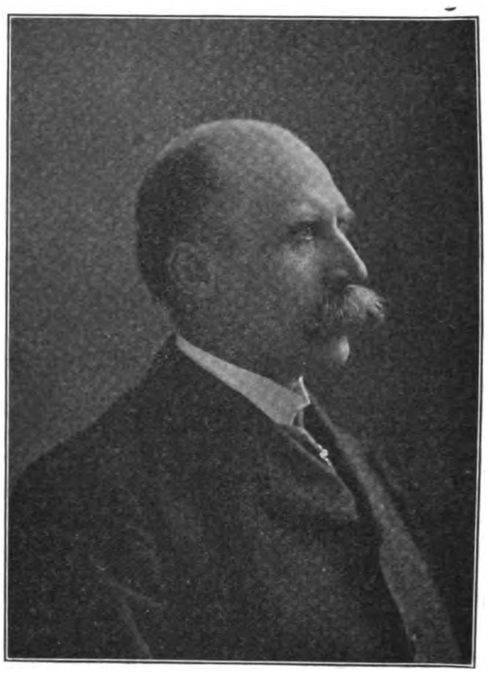
On looking over conditions of the year closing, we find more encouraging symptoms than discouraging. Trade has been very good all through the year and good orders booked for Spring shipment. Mail orders are numerous, indicating that dealers are not overstocked. Prices have held pretty firm throughout the year with a few exceptions. Cast and wrought iron products have advanced steadily, but by easy stages. Metals are all high, and it is explained in two ways; an unusual demand and a falling off in supply. The first reason is no doubt valid, but the latter is somewhat doubtful. This is also true of cotton products. The more cotton grown the higher the price. Cotton growers have turned manipulators. He seems to know a good thing when he sees it and is "cottoning" his nest. If there is danger of too large a crop, neglect it, corner it or as a last resort, burn it. Anything to keep the price up. Indications point to higher prices on Builders' Hardware for 1906. I believe there is reason for advances on some of the cheaper grades of goods, but doubt if there is necessity for any advance on the better grades. Hardware is a small item in the cost of a building, but judging by the way a builder shops around, you would conclude it was the largest item of cost in a building. This has been the banner year for building in Columbus. Sky scrapers are getting as thick as telephone poles. Several are already under contract for next year. With land selling as high as $3,000 per foot front it is necessary to go "higher up" and not so "wide out."

Our memorial hall is complete, and will be dedicated soon. It is a credit to our city and was badly needed.

Our dam is finished, but it was a dam slow job. Money is now filtering in our new filteration plant, but we hope it will soon be watered. Graft has been rampant in our country for no one knows how long. So far, the experts have found over one hundred thousand dollars that have gone wrong. Gratted fruit as a rule is good, but the kind of graft we have been up against is the kind that puckers and leaves a bad taste in your mouth. However, it grew until you could see it and swat it on the head, and as Uncle Hiram said, it has been "Swat." It was all done through ignorance, so the offenders would have the public believe. Some have already disgorged and the rest will no doubt have to. One of the offenders had the nerve to seek a government position, but President Roosevelt could not see the propriety of appointing a man who had made a mistake when there were others who could be found. It certainly meets the approval of the general public. Our city is infested with a lot of has been office holders who seem to think the public owes them a political job during their life. They value their services higher than the public does. This is a strange world. If a poor devil steals a ham to keep his family from starving or a bucket of coal to keep them from freezing, and is caught, he goes to the work house. If he steals over $35 worth he goes to the penitentiary; but public officials, insurance officials and others can steal or misappropriate (which in plain English is stealing) thousands or hundreds of thousands of dollars of the public's money, and all they have to do is to disgorge as little as the court compels them to. A thief is a thief whether he steals a ham or the public's money, and the same penalty should apply to both classes.

The outlook for next year is encouraging. Farmers have large crops and are finding a ready market at good prices. Manufacturers have all, and in many instances more than they can do. In conversation with one of our manufacturers to-day, he said that one of their big customers wanted to contract for material for five years ahead. Price to be based on present cost of pig iron with a proviso that if it advances or declines $2.00 per ton, the schedule is to be changed. The object of the customer is to be assured of material when he needs it. This certainly shows confidence in a demand for the finished product.

Unskilled labor has been well employed through the year. Our city has been practically free from labor troubles. I have been trying to imagine what will happen if Congress passes the Parcels Post Bill. Part of the year some R. F. D. trips are made on horse back, owing to bad roads. Ohio, like any other State, has a good many mud roads, and at times the bottom drops out. If Uncle Sam is going into the draying business, it will be well to wait for better roads. Imagine if you please, a mail carrier with a one-horse vehicle hauling manure forks, shovels, pumps, wheelbarrows, sheet iron stoves, boilers, express wagons, dry goods, groceries, hams, roosters or any other old thing. Wouldn't he have a dandy time? And how it would dig into Uncle Sam's pocket book. Advocates of the measure will say that these are ridiculous improbabilities. I say they are not, as one of the bills is drafted. None of the articles mentioned are out of the bounds of the "Henry" Bill, and most of them would come within the limit of the "Hearst" Bill. Think of delivering one pound, eight or ten miles in the country, for two cents; 30 pounds for ten cents, 60 pounds for fifteen cents, 100 pounds for twenty cents and 200 pounds for twenty-five cents. Now I am just six feet high and weigh less than two hundred pounds, so I could be sent by mail to San Francisco or any other part of the United States for twenty-five cents. The restrictions for unmailable matter are, poisons, explosives, inflamable substances or substances that exhale a bad odor. I believe I would pass inspection, so I don't see why I can't have a tag tied to me, with a twenty-five cent stamp attached and send me along with a jug of molasses, case of lard, bull pup, Billy goat or any other article not weighing over 200 pounds, and not more than six feet long. Before the bill passes, I hope some kind hearted Congressman will amend it so as to provide for feeding the animals both two and four legged. If I decide to go by mail, I can put a doughnut and a sack of peanuts into my pocket and get along all right. The Billy goat can eat anything from stove pipe to lace curtains, but think of the bull pup. I will bet my interest in Lawson's frenzied finance schemes that Uncle Sam will have more than eleven millions deficit next year, if either of the bills pass. I don't believe Congressmen can be hoodwinked by the promoters. At any rate I hope not. You can't get goods delivered a half dozen squares over good streets for the price the proposed bills ask the government to carry for thousands of miles by rail, and then any place up to ten miles over country roads. The men behind the gun are hoping to be able to distribute goods at almost no cost in order to reach trade they cannot reach in any other way. If Congress will pass a one-cent postage law, it will benefit everybody and increase the postal revenue, while the Parcels Post Bill would bankrupt anybody but Uncle Sam, and it would give him a hard jolt. I wish everybody a prosperous New Year.



J. H. SMITH.

THE SMITH BROS. HARDWARE CO.

J. H. SMITH.

A man should never be ashamed to own he has been in the wrong, which is but saying in other words, that he is wiser to-day than he was yesterday.—*Pope.*

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THE DAVENPORT TRADE.

The year 1905 has been peculiar to any former year within my memory, in this, that there has been less change in values and more changes in conditions and business methods. The market have been unusually steady and the departures from the old and trfied principles of distributing goods have been many, and evidently the end is not yet.

How the old and conservative dealers, whether wholesale or retail, are to meet these radical changes is a question difficult to answer. Shall we fight fire with fire? Must we depart from the principles given us in the "Sermon on the Mount" and again exact, as of old, an eye for an eye and a tooth for a tooth? Our people, from highest to lowest, from the richest to the poorest, although admitting they are enjoying the most phenomenal period of prosperity ever known in this or any other country, seem more and more inclined to be discontented, more ambitious for gain and have less regard for the way it is obtained, more exacting and tyrannical towards one another, more selfish, exhibiting less regard for the other fellow, apparently ignoring the Golden Rule and are less particular—not to say dishonest—than ever. The trend of the times is towards greater concentration of wealth and the power which follows. It has been said that pride goeth before a fall; if this is true, and I believe it is, there is to be, and possibly in the near future, the greatest acrobatic tumble ever known. In fact, who has ever seen such lofty tumbling from high places as has been witnessed during the present year; from palace to prison, from large checks to stripes most horrible to contemplate. As sure as there is a God in Israel, the proud but dishonest people may be sure their sins will find them out: but enough of preaching, notwithstanding the great need of it at the present time.



COL. J. R. NUTTING.

1906 promises much better things for the careful, economical and conservative element of society than 1905, which will have passed into history before this is in print. These promises are based upon the immense crops that have been harvested and carefully secured; the output of the mines and increasing transportation facilities. The crops are commanding satisfactory prices, ores are higher and rates of freight are lower. We are at peace with ourselves and all the world beside.

The Isthmian (Roosevelt) Canal is being constructed and will surely be finished soon. Other vast improvements are being made and many more contemplated. Locally, the Illinois & Mississippi—familiarly known as the Hennepin Canal—is rapidly approaching completion, connecting the Mississippi River at Davenport, with Lake Michigan and other great lakes and the St. Lawrence River as well as the Hudson through the Western Canal.

We are quite ready and willing to say good-bye to 1905 and to welcome with bright hopes 1906.

SICKLES, PRESTON & NUTTING.

THE OMAHA TRADE.

Omaha has done the largest business in 1905 that has ever been handled. All the jobbers have materially increased their sales and handled a fair estimate of the general increase according to the best reports would be 20 per cent. The Omaha Grain Exchange, which has been in existence only two years, will handle during the present year 35,000,000 bushels of grain and anticipates in 1906 to double that record. There are erected and in course of construction fifteen elevators with a capacity of 5,500,000 bushels and in 1905 Omaha stood second in the United States as a primary corn market. The condition of the farmers was never



W. S. WRIGHT.

better. The 1905 crop was larger, the price higher than has maintained for several years and general conditions could hardly be improved on. Naturally the hardware prospects will follow the crops and assure us for 1906 a satisfactory volume of business. At the present time conditions are such that in the West it is not possible to discover a cloud on the horizon or anything to indicate a break of present prosperity.

WRIGHT & WILHELMY CO.

THE PHILADELPHIA TRADE.

Philadelphia has but little reason to complain of the business of 1905, which from all accounts has been a record breaker, even going beyond 1904 which also made a new record.

All of the mills and factories have been steadily busy with the exception, perhaps, of some of the cotton Mills who have been sorely perplexed by reason of the uncertainty attached to the high price of cotton which has made manufacturing rather more exciting than profitable; this, however, is only an incident and the cotton manufacturers will doubtless soon accustom themselves to the new conditions. From all appearances the Holiday trade has been enormous, as the people seem to have money and have spent it freely.

Building has also been on a most expensive scale. The number of dwelling houses erected in Philadelphia during the year 1905 being some 9700 and this does not include Stores, Mills, Factories and Office Buildings. Labor was probably never more generally employed than it is to-day and at present there is no apparent reason why these conditions should not continue.

Agricultural conditions have also been quite satisfactory as farming products have brought high prices and while crops have not been abnormally large, the higher values have doubtless benefited the farmers greatly and the New Year opens with promise.

An extensive correspondence with manufacturers reveals a most surprising unanimity of optimistic opinions and there is a general belief that the present conditions are likely to remain for some time. One manufacturer alludes to the fact that prosperity makes high price money and high price goods, but, justly claims that cheap money almost invariably means hard times for every one and cheap money is no advantage if it cannot be obtained.

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As for the Hardware trade there are several questions of interest to be discussed during the coming year and perhaps one of the most interesting is the question of the proposed Parcels Post. Some recent rulings by the Post Office Department appear to indicate that this proposition meets with favor at Washington, but, we are quite sure that the retail dealers of the country not only in Hardware but in other lines will be almost a unit against it. The consumer may perhaps view the matter in another light, but, if he will be perfectly fair and ask himself how he would like to see the local retailer wiped out and whether he would wish to buy all of his goods by mail without seeing samples we think there would then be a different answer to the question, particularly if the consumer should ask where he would get the credit necessary to tide him



JAMES H. RITTER.

over a hard winter or a failure of crops. The importance and benefit of credit conferred by the retailers in carrying their customers have hardly been sufficiently appreciated, and yet if this matter of credit were eliminated and all trade was put on a cash basis, no one would be more quick to complain than those very consumers who are clamoring for a Parcels Post so they may be able to purchase direct by mail from distant Catalogue Houses. We trust this question of Parcels Post will receive the consideration it deserves and we believe that the interests of the country are best served where the consumer can inspect goods before buying them and he can only do this satisfactorily in purchasing from his local retailer.

If not too late we should like to take this opportunity of wishing all of your readers a Happy and Prosperous New Year, in which we trust HARDWARE may have a part.

Respectfully yours,

BIDDLE HARDWARE CO.

J. H. Ritter.

THE MISSOURI RETAIL HARDWARE ASSOCIATION.

The next annual meeting of the Retail Hardware Dealers' Association of Missouri will be held at Hannibal, Mo., February 20th and 21st.

UNDERHILL, CLINCH & COMPANY.

The wholesale Hardware business of Underhill, Clinch & Co., 94-96 Chambers Street, New York, was recently incorporated, this method being adopted by the Company to provide for a continuation of a successful business which would not be disturbed by the death or disability of any of the parties interested. The company dates back to the original establishment of a half century ago in 1856, and by the incorporation will suffer no change in the conduct of the business. The directors are F. E. Underhill, A. D. Clinch and G. T. Adams, and the continued growth and prosperity of the signally successful career of this well-known house, will be viewed with pleasure by its myriad of friends.

FIREARMS—FOR 1905 AND 1906.

We are indebted to our old correspondent C. F. M. for his views on the progressive trade about which he discourses.

The year just closed has been one of the most satisfactory ever experienced by the Firearms manufacturers of the United States taken as a whole. A few items are not quite as they should be, especially single barrel guns which are sold by manufacturer, jobber and retailer generally at less than cost, counting expense of doing business, and no change for the better in sight.

As I read the signs of the times, 1906 will be equally good, but there are indications of an over production. In common revolvers the members of the "pistol pool" could supply 50 per cent. more than the market will take. The demand is cut down at home by absurd state laws, many of which, when introduced were intended for graft, the member drafting the bill expecting to be "persuaded" to withdraw the same. Proper state regulation would be welcomed by all, but a majority of the bills introduced would work the opposite of what was intended.

Thirty years ago nearly all shotguns used in this country were imported, in 1905 it was the reverse, and the cheap Belgian article will soon be driven out of the market, as has been the Flobert, the home manufacturers producing lower priced goods every year and of a much better quality than the foreign article and the severe competition among the American makers threatens to soon make them non-profitable goods. Too many new factories starting up and the older ones rapidly expanding and the export field is decidedly limited for various reasons among which are:

The restrictions regarding the purchase and owning firearms in many countries like India and South Africa and the red tape thrown around the seller makes it almost prohibitory.

American makers are handicapped in competing with German and Belgian manufacturers, because of the difference in wages of about 5 to 1, i. e. a foreign gun maker does the same amount of work (but not as well) for 50c. as the American workman who gets $2.50.

Again the foreign manufacturer will make up a special pattern of 50 or 100 guns and make no additional charge therefore. Thus supplying the fads and fancies of every buyer in every country, while the home manufacturer cannot afford to do this except on quantity orders, that are greater than any foreigner will specify for.

In Repeating rifles two or three factories have had practically the whole world as their field, the foreigner in the past having cut little figure in repeating arms except for military purposes, but 1906 will see two new makers competing for their share of the business.

The single shot rifle trade has been largely in the hands of one large manufacturer but a dozen small makers have of late started up until the trade among the smaller ones is so cut up that some will certainly come to grief.

Ten years ago 150,000 Flobert rifles were imported into this country, in 1905 less than 10,000 and 1906 will not reach 6,000 while this country is doing a fair export trade on this class of arms, thus in one decade turning the balance in our favor from large inporters to reasonable exporters.

All in all 1906 promises very good for firearms manufacturers in general, the only trouble is that there are too many in the field and others blindly seeking to enter, which means the survival of the fittest, but those who are conservative and have an established reputation will find December 31st, 1906, showing the balance on the right side. C. F. M.

♣

THE GEORGE P. CLARK COMPANY, Windsor Locks, Conn., have presented us with three very interesting catalogues, one of which is a very full and complete catalogue of Hand, Platform and Special Trucks, Patent Rubber and Iron Wheel Truck Casters, Etc. They state that they have recently doubled the capacity of their plant, and are thoroughly equipped with the latest and most improved machinery for the production of everything in the line of trucks. They devote particular attention to the construction of Special Trucks for any purpose, and offer to furnish prompt estimate on receipt of sketch or description of what is wanted. They claim that all their manufactures are of best material and workmanship. The catalogue is profusely illustrated and contains a very carefully prepared Index of Style Numbers, also an Alphabetical Index. We are also in receipt of a neat little pamphlet entitled "Burden Bearers," which contains numerous illustrations of Specialties for Butchers, Rendering Houses and Soap Manufacturers, and a very interesting folder bringing to the attention of the trade a few Trucks that are especially adapted for use in Printing Establishments. If you desire further information in regard to these lines write to The George P. Clark Company, and same will be gladly and promptly sent.

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JAP-A-LAC

REGISTERED TRADE MARK

"WEARS LIKE IRON"

A QUESTION OF IDENTITY.

There seems to be a fallacy among some dealers that for them to push an advertised article will cause them to lose their identity in the locality. This is entirely erroneous. If you will take up your morning paper and read the advertisement of any one of your large stores, you will find that they give special prominence to advertised articles.

They do this because they realize that although everybody in their city who might possibly buy goods of them does not know them; they all know of the advertised article. They realize at the same time, that it is of much importance to proclaim the fact that they stock these advertised articles which are so well-known in their community. Whether a woman has ever been in John Smith's or John Jones' store makes no difference. If she wants to buy JAP-A-LAC or some other advertised article, she will go to whichever store keeps it, as soon as she knows they keep it. Neither Jones nor Smith lose identity in a case of this kind; they thus get an opportunity of making a *permanent customer* out of this woman.

Thousands of customers are diverted from one store to another every day in the year because of some particular article they can get in one store and not another. A store that keeps the articles which are most in demand, is therefore the largest gainer of this floating trade. We believe you are sharp enough to not let the trade float, if you once get hold of it. You can lose nothing by the experiment which we now suggest.

JAP-A-LAC is known by almost every magazine reader in your community. Put your JAP-A-LAC in your window, keep it near the front of the store, advertise the fact that you keep JAP-A-LAC, and see what will happen. By doing this you will identify yourself with the best known article of the kind made. You will secure a great many new customers. You will give no excuse to your old customers for going to some other store for JAP-A-LAC, and we think there will be no question of identity after you finish the experiment.

PUSH JAP-A-LAC

THE GLIDDEN VARNISH COMPANY,

MAKERS OF HIGH-GRADE VARNISHES FOR ALL PURPOSES

641 ROCKEFELLER BUILDING, CLEVELAND, OHIO.

HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

PATENTS EXPIRED DECEMBER 18, 1905.

394,570. SAW SWAGING DEVICE. Levi G. Harris, Cadillac, Mich.
394,590. LANTERN FRAME. Charlie I. Mitchell, Chicago, Ill.
394,605. LOCK HINGE. William P. Patton, Harrisburg, Pa.
394,604. NAIL DRIVING IMPLEMENT. John Patton, New York.
394,644. HOLDER FOR WINDOW SHADE BRACKETS. Abram B. Dunkle, Steelton, Pa.
394,646. WASHING MACHINE. Charles Harmons, Sheldon, Ill.
394,651. ADJUSTABLE SCREEN DOOR. William Hughes, Minerva, Ohio.
394,658. BROOM HANDLE. Hugh Moore, Mauch Chunk, Pa.
394,659. POTATO DIGGER. Josephus N. Mundell, Hart, Mich.
394,685. LATCH. Simon H. Fether, Pettysville, Ohio.
394,692. HOE. John M. Hefner, Marietta, Tex.
394,737. SHADE FIXTURE. Max Thiel, Philadelphia, Pa.
394,756. NAIL EXTRACTOR. George J. Capewell, Cheshire, Conn.
394,788. LOCK HINGE. Louis W. Nimschke, New York, N. Y.
394,913. WASHING MACHINE. W. J. Davidson, Ronald, Va.
394,934. CARPET STRETCHER AND TACKER. Henry B. Pitner, La Porte, Ind.
394,936. SASH FASTENER. John J. Reed, Lyons, Iowa.

PATENTS ISSUED DECEMBER 19, 1905.

807,454. SAW AND CHISEL GUMMER. Burt F. Froney, Jacobsville, Mich.
807,618. WRENCH. John H. Hobson, Mattoon, Ill.
807,643. CLAW OR TOOL FOR DRAWING NAILS OR SPIKES. George E. Ely, San Diego, Cal.
807,690. SAD IRON. William B. Shermann, Providence, R. I.
807,706. BED CLOTHES FASTENER. George A. Allen, Sterling, Ill.
807,742. WOODEN SPADE. Hermann F. T. Hopmann, Schloss, Fasoltsberg, near Gratz, Austria Hungary.
807,785. PADLOCK. Frank Soley, Philadelphia, Pa.
807,808. KNOB LOCK. Oliver C. Call, Springfield, Mass.
807,852. DOOR CHECK. Charles McGinnis, El Paso, Texas.
807,877. PADLOCK. Frank Soley, Philadelphia, Pa.
807,879. TOOL CONSTRUCTION. James M. Sullivan, Chicago, Ill.
807,886. WINDOW SHADE FIXTURE. George C. Vergason, Binghamton, N. Y.
807,900. WASHING MACHINE. Ernest L. Batley, Newark, N. J.
807,931. DOOR CHECK. Oscar Hull, Kaylor, Pa.
807,944. WINDOW FIXTURE. Nellie M. Landis, McKees Rocks, Pa.

PATENTS EXPIRED DECEMBER 25, 1905.

394,949. LATCH. Herman Ansher and Bruno F. Spranger, Aurora, Ill.
395,084. WASHING MACHINE. Louis Simon, Chicago, Ill.
395,103. FISHING SPOON. James Wood, Rochester, N. Y.
395,131. PORTABLE STOVE OR RANGE. Thos. A. Graff, Pittsburgh, Pa.
395,196. HINGE. W. Andrew, Cincinnati, Ohio.

PATENTS ISSUED DECEMBER 26, 1905.

808,123. CARPET STRETCHER AND TACKER. S. Tattrie and J. Schmidt, Lebanon, Ill.
808,124. STEP LADDER. J. S. Tilley, Watervliet, N. Y.
808,126. SPRING HINGE. C. S. Van Wagoner and LeDru R. Pomeroy, Cleveland, Ohio.
808,138. HINGE. A. R. Carroll, Joliet, Ill.
808,165. HINGE. I. N. Morford, McLean, Ill.
808,175. WASHING MACHINE. D. Stuck, Bay City, Mich.
808,185. CURTAIN FIXTURE. W. E. Batchelder, Lynn, Mass.
808,206. DIFFERENTIAL PLIERS. J. L. Knight, National Military Home, Kan.
808,245. WOOD BORING IMPLEMENT. J. Lund, San Francisco, Cal.
808,252. MOBILE STEP LADDER. J. S. Padon, West Plains, Mo.
808,250. WRENCH. B. F. Nedrow, Anacortes, Wash.
808,304. CLOTHES PIN. F. H. Perry, West Medford, Mass.
808,316. WEATHER STRIP. W. H. Taylor, Denver, Colo.
808,376. DOOR LATCH ATTACHMENT. J. S. Johnson, San Francisco, Cal.
808,380. WASHING MACHINE. T. E. Jones, Chicago, Ill.
808,400. WINDOW SCREEN. R. Parsons, Philadelphia, Pa.
808,414. SHADE FASTENER. F. Weilert, New York, N. Y.
808,428. SAD IRON. A. T. Beach, New York, N. Y.
808,434. LAWN MOWER SHARPENER. J. Chesbro, Oneonta, N. Y.
808,470. PUNCHING TOOL. T. McGrath, New York, N. Y.
808,603. WRENCH. J. T. Fetzer, Columbiana, Ohio.

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REVIEW OF THE MARKETS.

WIRE NAILS: For January and February delivery, the mills have been booking the greatest amount of orders from jobbers to date. The market is a strong one and there is undoubtedly a feeling in the trade that we shall hear of an advance in prices before long. Already the complaint is made that a shortage of cars delays shipment in a number of cases, which is augmented by a scarcity of steel as well. Quotations are as follows: f.o.b. Pittsburgh, plus actual freight to point of delivery, sixty days or 2 per cent. discount for cash in ten days. Car loads to jobbers, $1.80; car loads to retailers, $1.85.

New York.—With the exception of orders given for delivery during the next two months, the trade locally has been affected by the holiday demand for other goods, and the Wire Nail market has for immediate delivery been a slow one. Quotations for small lots from store continues at $2.05.

CUT NAILS: By restricting the output of Cut Nails to meet only the actual sales, manufacturers have prevented any heaping up of stock in the warehouses. The demand has been quite moderate as regards quantity. Quotations are as follows: f.o.b. Pittsburgh, for carload lots, $1.70 base; for less than carload lots, $1.75. For carload lots on dock New York, $1.85; for less than carload lot, $1.90. Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 10 cents advance on Steel Cut Nails.

New York.—The policy of restricting the supply to meet only the demands for immediate use prevails in this market. The quotations for small lots from store are based on $1.95 to $2.00 per keg.

BARB WIRE: With a demand that is moderately good, but the way of new business exceedingly light, the mills are busy on the delivery of orders previously contracted for, stock being accumulated for the anticipated heavy demand for Spring shipments. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in ten days:

	Painted.	Galv.
Jobbers, carload lots	$1.95	$2.25
Retailers, carload lots	2.10	2.30
Retailers, less than carload lots	2.10	2.40

SMOOTH FENCE WIRE: Fence manufacturers are very liberal in ordering and the heavy specifications that are received by the mills daily, show that the orders for Spring will be correspondingly large. Specifications on contracts come forward in a manner indicating stocks are low; and the outlook altogether is a good one indeed. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days. Jobbers in carload lots, $1.65. Retailers in carload lots, $1.70. The foregoing prices are for base numbers 6 to 9. Other numbers, plain and galvanized wire, take the usual advances.

HATCHETS: At the recent quarterly meeting of the Hatchet Association the old prices—represented by a discount of 50 per cent.—were reaffirmed, with the usual rebates to the different buyers as classified. The condition previously prevailing of restricting purchases to the associated manufacturers in order to obtain rebate, was withdrawn, so that purchasers may now buy where they please.

BUILDERS' HARDWARE: The leading manufacturers of Builders' Hardware have withdrawn prices on these goods existing prior to January 1, 1906, and have advanced prices approximately 10 per cent., there being some greater advances on some special goods. On contract goods the manufacturers announce that until February 1, 1906, orders will be accepted based on schedule estimates furnished manufacturers prior to January 1, 1906, provided that each order covers a complete specification for the goods and states the name and location of buildings for which the goods are intended. On and after February 1, 1906, all schedule estimates then outstanding will be abrogated and no further schedule orders will be accepted except on the basis of January 1, 1906, prices.

RUSSELL & ERWIN MANUFACTURING CO.: Russell & Erwin Manufacturing Company, New Britain and New York, has made a number of advances on staple lines. One circular advances Chisels, Drawing Knives and certain Auger Bits about 10 per cent. Another circular, covering five pages, relates to an advance of approximately 10 per cent. on Builders' Hardware under date of January 1, 1906. Japanned Tumbler Padlocks, Padlocks in sets, with Master Key, and Padlock Keys are also advanced 10 per cent. The company likewise has withdrawn prices on Builders' Hardware in force prior to January 1, 1906, and advanced the line on an average 10 per cent.

HENRY DISSTON & SONS: Under date January 1, 1906, Henry Disston & Sons, Philadelphia, issue a new discount sheet, in which a number of changes in discount are announced.

MACHINE BOLTS: The only change in Bolt prices made by the association at its monthly meeting recently was a 5 per cent. advance in Machine Bolts ⅜ x 4 and larger. The market on these sizes may now be represented by discounts of 65 to 65 and 5 per cent.

NUT LIST PRICES: A change in Nut list prices was made by the association, to go into effect January 1, as follows: The base sizes of H. P. Nuts, U. S. S. Square and Hexagon and C. P. Nuts, Plain and Chamfered Square and Hexagon, both U. S. S. and manufacturers' S., are all advanced 20 cents per 100 pounds. The base sizes H. P. Manufacturers' S. and H. P. Narrow Gauge are advanced 10 cents per 100 pounds. This applies to both Blank and Tapped Nuts.

The lists on Nuts for 1-inch and 1⅛ inch Bolts has been changed to read as follows:

	Blank.	Tapped.
United States Standard List, Square	$8.40	$ 8.80 per 100 lbs.
United States Standard List, Hexagon	9.90	10.50 per 100 lbs.
Manufacturers' Standard List, Square	8.30	8.70 per 100 lbs.
Manufacturers' Standard List, Hexagon	9.80	10.40 per 100 lbs.

COLD PUNCHED NUTS: The associated manufacturers have advanced the price of Cold Punched Nuts 10 cents per 100 on Square, Plain and C. and T. and 15 cents on Hexagon. The present market for fair retail buyers may be represented as follows:

	Off list.
Cold Punched Plain Square Nuts, blank or tapped	$4.90
Cold Punched Plain Hexagon Nuts, blank or tapped	5.30
Cold Punched C. & T. Square Nuts, blank or tapped	5.20
Cold Punched C. & T. Hexagon Nuts, blank or tapped	5.90

WROUGHT IRON WASHERS: A higher range of prices is now ruling on Wrought Iron Washers, a fair quotation on less than carload lots being 5.70 off list.

SHOT: An advance in the price of Shot is announced under date of the 21st ult., following being the present quotations. Terms, net cash, 30 days, or 2 per cent. discount for cash in 10 days:

	Per 25-lb. bag.
Drop Shot, sizes smaller than B	$1.80
Drop Shot, B and larger sizes	2.05
Buck and Chilled Shot	2.05
Dust Shot	2.25

On orders of ton lots and upwards, shipped at one time, 10 cents per bag of 25 pounds will be allowed.

ROPE: The following prices may be said to represent the market:

	Cents per pound.
Pure Manila, 7-16 and larger	12½
B Quality Manila	11½
Pure Sisal, 7-16 and larger	9½
No. 2 Sisal, 7-16 and larger	8

LINSEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.

In lots of less than 5 barrels..... 39 cents per gallon.
In lots of 5 barrels or more..... 38 cents per gallon.

The "American" brand for respective quantities, 2 cents per gallon less.

The five barrel price applies only to deliveries of that quantity at one time.

Double Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Regular Boiled Linseed Oil, 1 cent per gallon higher than Raw.
Calcutta Oil ..... 62 cents per gallon.

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FILES

Nicholson
Arcade
American



Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASPS

Kearney
& Foot
Eagle



J. B. Smith
"X-F"
Gold Medal

MANUFACTURED — BY — **NICHOLSON FILE CO., - Providence, R. I.**

THE SAN FRANCISCO TRADE.

Since my last news letter to HARDWARE, the day of peace on earth and good will toward men and the opening of 1906, has been observed with true American fervor, with especial grace and fervor because among other things their country has been instrumental in making peace and stopping the most fearful war of all the ages. And this is the annual time we Californians especially feel we are far separated from our kin and countrymen. Deserts broad and wide mountains divide us from them, and while the brief but lengthening day is here saluted at its beginning by the intense of flowers and bloom unsmitten by winter, they are shivering in the blast and cold, yet the day's cheer is upon all. In the abundance of our good feeling we wish that all the world were here, or that upon it were the same winterless bloom that garlands on Christmas and New Year and the balm that makes even poverty lighter and hardship less and the day's cheer brighter. But this sort of talk it not what I'm here for, so I'll proceed to say:

President H. C. Bennett of the California State Retail Hardware Association has written a New Year's letter to every non-member of the association throughout the State, thinking, presumably, that they are fully conversant with the object of the association. In this letter he says:

Association work commenced seven years ago by a body of Hardware merchants of the Sacramento Valley, meeting at Marysville, and formed the Pacific Retail Hardware Association. This was soon followed by the San Francisco association, and others later on, until to-day there are ten associations throughout California. Some four years ago the various associations saw that "in unity there is strength," and formed the present State association. The work accomplished and benefits derived show to all its members the wisdom of such a step.

Before the existence of our association the whole trade was a "go-as-you-please" affair. Goods were wholesaled at retail prices and conditions were such that the profits were lost to the retailer. This has now ceased, thanks to association work.

About the first thing taken up after we were formed was to try and get a profit on staples. Nails and wire were the first step. After retailers had been selling nails for twenty-five years at about cost a fair profit has since been maintained. The same can be said of wire, iron pipe, horseshoes, rope wagons, farm implements and many other lines handled by retailers. On each and every one of these items mentioned a fair share of the profit between the manufacturer and the consumer is now possible.

My opinion is that the share of the profits from the sale of any line mentioned would compensate the retailer a hundred times over every year the small amount he is called upon to pay his association. But I cannot go into every detail showing how in the past we have helped retailers, but I want to say that the wholesale dealers have always been more than pleased to meet our executive officers and adjust differences as they have arisen, which, without an association, often would be impossible. Among other things, we are working energetically to successfully combat catalogue house competition. So far, California Hardware merchants have not suffered like their Eastern brothers, but slowly and surely it is coming, and we are working harder each year to offset it.

And the parcels post bill (which allows carrying 15 pounds for 12 cents, and, if allowed to become a law would work great hardships to us in California) has had much attention from our association as well as all retail Hardware associations of the whole country, and solely by united efforts has it been prevented from becoming a law.

We keep our members by sending them market changes the same day they occur, on nails, rope, wire, pipe, horseshoes, iron, etc. This one feature alone is worth more than one's dues; and by joining us you have the privilege of insuring in any of the Hardware Mutual Insurance Companies, a saving to you on you insurance of about 35 per cent. And there are many other benefits. By joining your local association you become a member of the State Association, which is not ormed to help any particular part of the State or person, but all retail Hardware dealers in California, and I ask that all non-members think seriously of joining with us, now 600 strong.

C. H. Philpott has withdrawn from the management of both the Hardware firm of C. H. Philpott & Co., and the sporting goods house known as the Olympic Arms Company. The new manager is J. H. M. Thayer, who for many years was connected with Frye, Phipps & Co., of Boston, one of the largest Hardware jobbing houses in New England.

Hardware road men are responsible for the following interesting news notes: The Ritzville Trading Company has bought J. H. Newton's Hardware store at Cunningham, Wash.; Kunz & Kramer have succeeded Hughes & Kunz, Hardware, at Elmira, Wash.; Crosby & Grunwald have succeeded Crosby and Parkins, agricultural implements, Grangeville, Idaho; P. E. Wallin has succeeded the Hoverson-Kass Hardware Co. at Ferndale, Wash.; the American Falls Hardware Co. has opened a store at American Falls, Idaho; R. C. Dyer has purchased the Willis Hardware Company, Madera, Cal.; the S. H. Morse Hardware Co. has succeeded the Morse-Watkins Hardware Co. at Tacoma; the West Coast Stamping Co. has been incorporated at Tacoma for $100,000, to manufacture tinware; A. B. Kepner will open a Hardware store this month at Eugene, Ore., and January 15 Brenson & Marx will start a Hardware store at Coeur d'Alene, Idaho. INDUSTRIAL PRESS ASSOCIATION.

IMPROVED CARPENTERS' TOOLS

STANLEY RULE & LEVEL CO

A TOOL THAT'S STAMPED STANLEY IS THE BEST OF IT'S KIND

SOLD BY ALL HARDWARE DEALERS

NEW BRITAIN, CONN., U.S.A.

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HOW WISS SHEARS ARE MADE

Perhaps some of the operations necessary to make a pair of good shears may interest you.

Most of the shears made in the United States are "steel laid," that is they are made of a piece of malleable iron moulded to fit the hand, to which a plate of high grade crucible steel is welded. The process of making shears out of steel and iron combined was made possible by Seth Boyden, of Newark, N. J., who



WELDING.

in 1829, produced iron castings, now called malleable iron, to which very high grade steel can be welded.

This American process of making shears is recognized as the very best, especially when applied to shears which are required for heavy work, such as cutting cloth and fabrics of all kinds.



HARDENING.

To-day in England, and for that matter throughout the entire world, you will find a pair of American shears in every tailor shop, or wherever shears are needed for heavy work. Sheffield, England, for centuries was looked upon as the home of good cutlery. To-day J. Wiss & Sons Co. supply the leading cutlers



GRINDING.

in Sheffield with genuine American shears, bearing the trade mark:

J. WISS & SONS, NEWARK, N. J., U. S A.

They take the malleable iron blade and attach to it a steel plate. After both have been heated to a certain temperature they are placed under a very powerful antomatic hammer which welds the two parts into one solid mass. The surplus metal is then removed under special dies, giving the blades of the shear their correct shape.

The screw holes are next drilled. Although this may seem a trivial operation, still it is necessary that these holes be perfected to the *thousandth part of an inch*, or else the shear will never work satisfactorily.

The next process is that of hardening, which requires great skill and care. This is done by heating each blade to a fixed degree and then plunging it into a tank of fresh running water. This is one of the most difficult operations in shear making. One of their greatest secrets is the process by which each blade is hardened absolutely like every other, so that when two blades



ASSEMBLING.

are put together one will not be harder than the other; otherwise the harder blade will cut into the softer one, spoiling its edge until it looks like a saw.

They now have a blade hardened as hard as glass—so hard that it would break if struck lightly. Then comes the tempering process, which consists of plunging the blade into a secret solution—which gives the blade the exact toughness required. Their methods are such that they have absolute uniformity each and every time. After this operation each Wiss blade is closely inspected before further work is done to it—making it possible for them to say every Wiss shear is perfectly tempered.

The hardening and tempering process has left the blades warped and crooked, and now they must be "peened" (that is, straightened) into shape. This operation necessitates marvelous skill and accuracy. The blade is placed on an anvil and



PEENING.

given thousands of light taps with a small hammer to get it in proper shape. The least misjudgment and the blade is ruined.

The blade is still a very crude affair, but in the grinding room it loses its rough appearance on grind stones varying in size from fifteen inches to six feet in diameter.

Until this stage the parts have been treated separately, but now they are paired and screwed together, and the handles and blades are put in perfect shape and form.

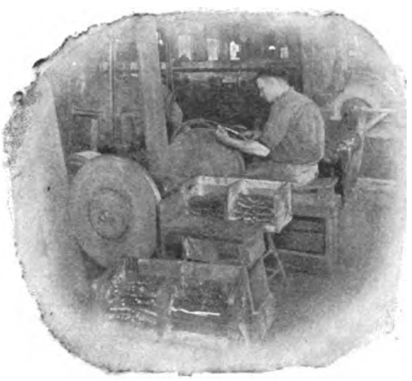
They now have a complete pair of shears still to be polished, then nickel plated or japanned, and then finished.

To make absolutely sure that no defect of any kind has been overlooked by department inspectors, a complete and final test is

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made. Should the slightest imperfection be discovered that shear is instantly discarded, and no shear or scissors that fails to successfully pass every inspection is ever sold with the name "Wiss" stamped on it.

They make over 450 different kinds of shears and scissors—all the way from the dainty little embroidery scissors three inches



POLISHING.

long to the largest tailor shears. They make different shears for each special purpose—for the household, for tailors, for barbers, for buttonhole makers, for candy makers, for paperhangers, for bankers to have on their desks and clip their coupons, for



FINISHING.

horse clipping, for dental use, for tinsmiths, for grape cultivators, for orange growers, for nurserymen, for general pruning, for glove makers, and in fact for every use for which shears and scissors are needed.

HOLD THEIR BANQUET.

Officers and Traveling Men of Bissell Carpet Sweeper Company Meet.

The annual banquet of the Bissell Carpet Sweeper Company to its traveling representatives took place on the evening of December 28th at the Hotel Pantlind in Grand Rapids, Mich., and was one of the finest and most enjoyable ever given by this company.

To the strains of sweet music the banqueters entered the dining hall at 6.30. Twenty-four were seated at the tables, and it can be said of the menu, that it represented the highest type of the culinary art. At the side of each plate was a handsome knife, beautifully engraved with the monogram of the guest, which was given to the men as a little souvenir from the company. The decorations, though simple, were highly artistic, and exemplified the taste for which the Pantlind is famous.

R. E. Shanahan, general manager of the company, acted as toastmaster, and after a feature of his address that brought out a happy vein of merriment and good humor was the reading of what purported to be extracts from letters from the company to the different salesmen, leaving it for the men to guess who the salesman was addressed, the only cue to this being the character of the letter, dealing as it might with some peculiarity or prom-



R. E. SHANAHAN.

inent characteristic of the man it was intended to indicate. Happy informal talks were made by several present, and the universal feeling expressed was that the company was not doing business to-day who treated its employees with greater respect, with a greater spirit of brotherhood, than the Bissell. Some of its men have represented this company on the road for twenty-five years. The Bissell company is no less distinguished for the liberality of its policy towards its employes than for the high character of its representatives on the road, as no finer body of men are to be found than those selling the Bissell sweeper.

A peculiarly pleasant feature of the banquet was the presentation of a handsome silver loving cup to Mr. Pantlind as a testimonial from the Bissell company, and its representatives of their deep appreciation for all the courtesies he had extended to them during the many years the company's men have been stopping at his hotel.

Mr. Shanahan made an earnest presentation speech, and Mr. Pantlind, though much affected, made a happy response.

The evening's festivities closed with a fine exihibition of the magic art by Mr. Adams.

(Concluded on Page 46.)

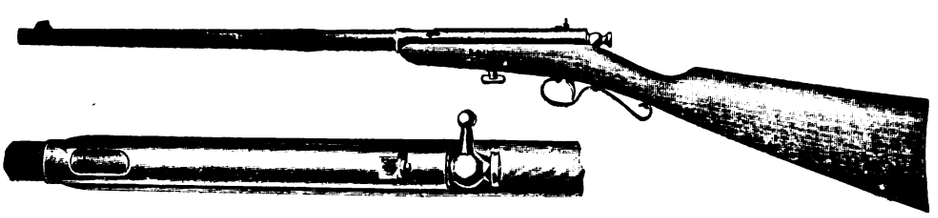
Hamilton Rifles

Have a name for absolute safety, accuracy and strength of shooting.

MODEL NO. 23 is of the **Bolt Action** type. It is unique. Combines greatest strength with least weight.

"Take Down"

Chambered for .22 Caliber Short or long Rim Fire Cartridges



Prices:
Model 23, $3 00
Model 19, $2.00
Model 15, $1. 50

Our Guarantee

protects you against any imperfection in any Hamilton Rifle. Let's put you next to our proposition. Write to-day.

HAMILTON RIFLE CO., Plymouth, Mich.

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A Happy and Prosperous New Year

TO ALL FRIENDS OF THE

Star Safety Razor

BEST IN THE WORLD

PRICE $1.50

Kampfe Bros. protect the dealer's profits. license the sale and use of Star Safety Razors and Supplies only when sold to the public at a price not less than the retail prices as printed in our catalogue.

Kampfe Brothers are ORIGINATORS, not Imitators. The phenomenal success of the Star Safety Razor has caused imitators and infringers to spring up like mushrooms. As a flock of sheep will follow the bell sheep, so have the copying inventors followed Kampfe Brothers, without knowing the secret of the leaders' success, "EXPERIENCE combined with PRACTICABILITY," and as a result—A PERFECT TOOL.

Our business has been built up entirely through the merit of the Star Safety Razor. The user of the Star is our best advertiser and is constantly commending it to others.

A Sample Tribute from Thousands of Testimonials

COLORADO SPRINGS, COLO., March 10th, 1905.

KAMPFE BROTHERS, New York City.

Dear Sir:—I am sending in this mail my fifteen year old Star Safety with two blades to be honed and adjusted. I enclose herewith 50c. and 4c. postage.

For a short time after Christmas a present of a.....safety that required "no honing or stropping" tempted me away from the Star, but if you will kindly fix up the "old reliable" and return it soon, I will not be tempted any more. Very sincerely yours,

19 E. San Miguel St. CHAS. B. MOORE.



The Star Blade is hand-forged in the old fashion way; will hold an edge and make shaving a pleasure.

Write us for latest catalogues and quotations to agents.

STAR SAFETY RAZORS MOVE all the TIME and INVARIABLY SATISFIES the CUSTOMER

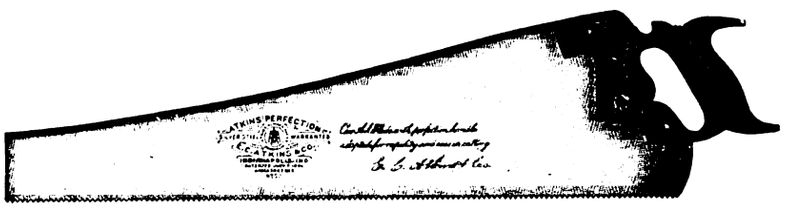
KAMPFE BROTHERS

8-12 READE STREET **MANUFACTURERS** **NEW YORK, U. S. A.**

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Your Responsibility

In the relation of seller to user is an important one. Your customer is probably your neighbor and friend and he looks to you for goods that are right. He expects you to give him his money's worth. When you handle



the **Atkins Celebrated Silver Steel Saws** you feel secure in the knowledge that you are selling the finest goods it is possible to obtain in the Saw line. Are you selling them? If not, NOW is a good time to make a change for the better.

Write for Catalog and Discounts.

E. C. ATKINS & CO.

LEADING SAW & TOOL MANUFACTURERS

EASTERN BRANCH:
64 READE ST., NEW YORK CITY.

INDIANAPOLIS, IND.

(Continued from Page 44.)

The following were present: R. E. Shanahan, secretary and general manager of the company; T. W. Williams, vice-president; F. M. Deane, assistant treasurer; J. W. Shanahan, superintendent; M. R. Bissell, Jr., W. E. Gill, C. H. Bass, J. J. Van Leuven, C. B. Howard, E. H. Hudson, C. C. Woodruff, J. S. Knox, G. H. Robinson, T. M. Roche, J. H. Porter, L. F. Bauer, C. A. Withey, J. M. Bennett, J. Wilbur Warner, J. A. Collins, E. H. Finnegan, George W. Thayer, F. H. Califf, W. B. Waggoner.

PATENTED ELECTRIC EXPLODERS AND OTHER BLASTING SUPPLIES.

The Star Electric Fuse Works of Wilkes-Barre, Pa., which is a branch of a large German concern, and is manufacturing the patent match-head exploders and fuses for about two years, have during the last summer taken the first place among exploders and fuse manufacturers in the United States. Star Exploders manufactured by this concern have been used on a great number of big grading jobs and on several submarine works, and have given excellent satisfaction.

As two of the most remarkable blasts which have ever been fired, we would like to mention the big submarine blasts at the United States Navy Yard, Portsmouth, N. H., which was fired on the 22nd of July. On this blast 900 Star Submarine Exploders were fired as one shot, blowing up 50 tons of dynamite and making a great success in removing Henderson Point.

The biggest dry blast on record, which was fired August 22nd on the Pennsylvania Railroad work in Lancaster County, was also fired with Star Exploders. There were 1600 exploders fired as one shot, blowing up 225 tons of explosives, and removing 240,000 cubic yards of solid rock.

Anyone who has done blasting will realize what it means to fire *as one shot* 1600 exploders, especially when they are between 40 and 100 feet long, as those used by the Penna. R. R. Co. in Lancaster County.

Through these two successful blasts mentioned, Star Electric Fuse works has come to the front and has shown what they can do better than others because of the patented match-head construction. The secret is that the patents of the Star Electric Fuse Works permit making the match separate from the wires and therefore enable this company to test and guarantee the absolute even resistance of the platinum wire bridges, which is a necessity if a large number of shots is to be fired at a time. The Star exploders are in appearance exactly like others.

The readers of HARDWARE will certainly be most interested in this new exploder, because on the strength of above mentioned immense results, an easy sale will be obtained of the goods manufactured by the Star Electric Fuse Works.

This concern also puts an improved Pushdown Battery on the market which has great advantages over the other makes. We wish to mention that the case is practically moisture-proof, that one of the pole screws is insulated in a hard rubber box, and that other improvements are provided which insure good work of the batteries under any conditions. The price of these batteries is not higher than other makes, but the improvements are such that we would recommend each Hardware dealer to keep a stock of these improved batteries on hand.

Other Blasting Supplies manufactured by the Star Electric Fuse Works are Tape Fuse, Gutta Percha Fuse, Blasting Caps, Testing Instruments, etc. which have the reputation of giving excellent satisfaction at prices certainly no higher than other makes.

Twenty years experience are standing behind the German concern and are a guarantee for the reliablity of the goods they manufacture.

At the St. Louis Exposition in 1904, the highest prize for Electric Fuses and Apparatus was awarded to the Star Electric Fuse Works of Wilkes-Barre.

TOO MANY ELECTRICIANS.

"For the past half-century," says *The Record and Guide,* "it has been common enough to hear of the overcrowded state of every profession, with, however, the salving statement that there is always room 1or the best men at the top. In the architectural profession the same story is told, and even the comparatively new profession of electrical engineering is similarly branded. Technical colleges all over the country are turning out embryo electrical engineers by the thousand every year. A large part of the student's time has been given to the study of dynamo design, although the chances are that very few indeed will ever need to remember a single formula they learnt, and fewer still could design a satisfactory dynamo for any given output. It does not seem to be recognized that the real dynamo designers form a very small portion to the total number of electrical engineers; and now that fair sizes of motors and dynamos are fairly standardized the proportion will be smaller still in the future. Again a technical graduate would, without hesitation, undertake to design an electrical railroad system complete from the power house to the cars yet he would fail to get out an arrangement for driving a pump or a machinery tool by motor. It is said, truly said, that you cannot teach a man experience. But it is equally true that an engineer with a long experience in the practice of his profession will prove a more helpful teacher to engineering students than one whose experience does not extend beyond the four walls of the college laboratory. This fact is well recognized in America, where professors are chosen for their practical experience as much as for their academic careers. Even, however, if our technical college training were perfect, it appears to be the fact that the supply of electrical engineers has overtaken the demand, and they are now a glut on the market. An advertisement for an experienced man, at a salary far too low for the experience demanded, will call forth replies from scores, even hundreds of men with excellent credentials, prepared to go to the ends of the earth in order to earn a bare living. It is difficult to suggest a remedy for this state of things. It is not as though electrical engineering were the only overcrowded profession; all branches of engineering are in the same case, as are also the medical and legal professions. The supply of technically-trained men now far exceeds the demand, and the salaries obtainable for responsible positions are very often far less than those of the workmen occupying subordinate positions.

✤

If a man has a right to be proud of anything—it is of a good action done as it ought to be, without any base interest lurking at the bottom of it.—*Sterne.*

✤

To be happy, the passion must be cheerful and gay, not gloomy and melancholy. A propensity to hope and joy is real riches; one to fear and sorrow, real poverty.—*Hume.*

✤

The most manifest sign of wisdom is continued cheerfulness; her estate is like that of things in the regions above the moon, always clear and serene.—*Montaigne.*

✤

The great art of life is to play for much, and stake little.—*Johnson.*

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The bicycle business this year has been the largest since the decline of the craze. Next year the demand will be even greater. This present growing demand is not for the freakish or the cheaply-constructed vehicles which flooded the market in the boom days. It is for wheels of proven merit.

Pierce Spring Forks in conjunction with the Cushion Frame gives the highest luxury to be obtained in cycling. These two constructions work together in entire harmony and neither one is complete without the other. Examine this in the Pierce 1906 catalogue which will be furnished upon application.



Pierce Cycles

have maintained their high standard of mechanical excellence from the beginning. Every change has been for the benefit of the rider. The cushion frame, spring forks and coaster brake of the 1906 Pierce give it precedence over all others. Consider now the advisability of a Pierce agency.

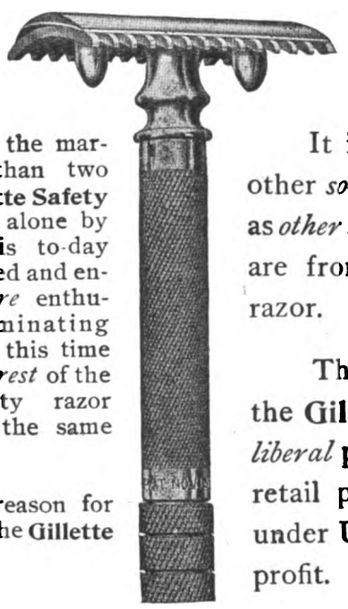
The Geo. N. Pierce Company

Buffalo N. Y.

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The Gillette Safety Razor--

Has the FIRST, and only NEW idea in RAZOR BLADES for OVER FOUR HUNDRED YEARS



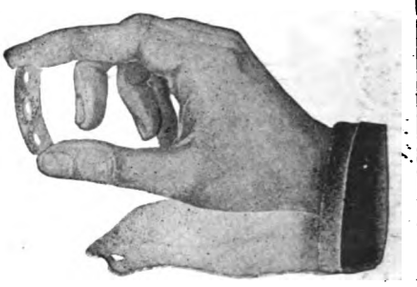
Exact Size Complete Razor.

Although on the market for less than two years, the **Gillette Safety Razor,** judging alone by actual sales, is to-day used, appreciated and endorsed by *more* enthusiastic, discriminating shavers during this time than *all* of *the rest* of the so-called safety razor purchasers in the same period.

There is a reason for the success of the **Gillette Safety Razor.**

It is as *different* from other *so-called* safety razors as *other so-called* safety razors are from the old-fashioned razor.

The dealer who handles the **Gillette Razor** makes *liberal* profits, for the fixed retail price of $5.00 for a set *is*, and *will* be *maintained* under U. S. Patent laws, thus assuring every dealer a full profit.



The blades are as thin as paper, as hard as flint, as tough and flexible as whalebone.

The Gillette Safety Razor is made by *automatic machinery insuring perfection* and *uniformity* in every detail and a never varying quality which is so often found in the old-fashioned hand-make razors and blades.

The Gillette's Advantages

Our manufacturing facilities have been increased recently to meet the enormous and growing demand for the **Gillette Razor,** and this demand proves that it will certainly pay YOU to investigate at once the many advantages that are now offered in handling this phenomenal shaving device which is the talk of the civilized world.

Remember -- The Gillette while having *many imitations*, has no direct competitor, *is in a class by itself*, is here to stay, and its patents will be fully protected and all infringements on its rights will be prosecuted.

TWELVE BLADES.



TWENTY-FOUR SHARP EDGES

A Paying Proposition

No shaving proposition to-day offers you the inducements that the Gillette does.

Write to-day for further particulars and do not allow yourself to be persuaded to do otherwise by other *so-called* safety razors that have been put on the market, due solely to the phenomenal success of the **Gillette Safety Razor.**

Gillette Sales Co., 1104 TIMES BUILDING, BROADWAY, NEW YORK CITY.

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Are You A Gillette Safety Razor Dealer?

Then you will receive the benefit of the enormous advertising plans that are now being worked out, embracing Magazine publicity, Signboards, extensive catalog distribution, and in fact, *every known* and *up-to-date* method in the science of advertising.

By our publicity methods we are interesting and appealing to *millions* of shavers *every* month.

We are *spending more money* in *making known* the unique advantages of the **Gillette Safety Razor** than is being spent by all the combined, *so-called* safety razor manufacturers in the country, which benefits every Gillette dealer.

That this advertising is producing the desired results is a fact which we will prove to every **Gillette** dealer to his entire satisfaction.

If you are not selling the GILLETTE SAFETY RAZOR, Get into line, for once in it, means you are there to stay.



The "Gillette" cannot be put together in any way bu the right way, and when so put together the blade is concaved and both edges are in the right position in their relation to the guards to be used with absolute safety.



Exact Size Set, Complete.

Greater Profits--- Greater Satisfaction

There are not only greater profits in handling this razor, but greater satisfaction because the **Gillette Safety Razor** is fully guaranteed, is backed by *responsible* and strong financial interests, and the razor itself is already endorsed by several hundred thousand users who are voicing its merits throughout the civilized world.

You see **Gillette** advertisements everywhere, and up-to-date dealers are joining our ranks every day.

Do not delay, but write us *at once* and let us show you evidence of such a nature that will make you regret the delay which for some reason unknown to us, has resulted in your name not being on our list of dealers.

ADDRESS TO DAY.

Gillette Sales Company,

1104 TIMES BUILDING BROADWAY, NEW YORK CITY.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Bartlett, Tex.—Ed. Rowntree has engaged in the Hardware business.

Fremont, Neb.—The Holloway Hardware Co. has been incorporated with the following incorporators: George W. E. Dorsey, Louis F. Holloway, Edward Benton, Henry B. Treat and Charles F. Dodge.

Granger, Wash.—J. H. Abbott has engaged in the Hardware business.

Jefferson City, Mo.—Monett Hardware Co. has been incorporated with $5,000 capital. Incorporators—S. W. Pierce, D. C. Marbut, W. O. Batson, A. T. Bramer and others.

Laurel, Miss.—Laurel Hardware Co. has been incorporated with a capital stock of $30,000. Incorporators: F. M. Meek, W. H. Chambliss and others.

New York, N. Y.—Underhill, Clinch & Co. has been incorporated to deal in Hardware. Capital, $135,000. Directors, G. T. Adams, J. M. Gilmore and J. P. Elder.

Okalona, La.—Parchman Brothers Hardware Co. has been incorporated with a capital stock of $30,000. C. Y. Parchman and others are the incorporators.

Omaha, Neb.—A. L. Skinner Co. has been incorporated with capital stock of $10,000, to deal in agricultural implements, Hardware, etc. The incorporators are George N. Peck, John Hoss and Albert L. Skinner.

Oxford Junction, Ia.—Floyd Newcomb has recently opened a Hardware store.

Port Chester, N. Y.—Ericsson-Eddy Co. has been incorporated with $25,000 capital. Directors—E. A. Ericsson, H. A. Eddy and W. A. Williamson.

Raleigh, N. C.—The Murray Hardware Company has been incorporated to do a general wholesale and retail Hardware business. Capital stock, $10,000. Incorporators, A. M. Brittain, J. V. Brittain, L. W. Brittain, G. S. Harson, and C. A. Webb.

Raymond, Wash.—Wilson & Robinson have opened a new Hardware store.

San Angelo, Tex.—Hagelstein Hardware Co. has been incorporated. Capital stock, $20,000. The incorporators are Henry Hagelstein, S. A. Hodges and E. L. Hagelstein.

Saxton, Pa.—The Saxton Hardware and Handle Co. has been incorporated with $10,000 capital stock.

St. Louis, Mo.—Brueggemann Hardware Co. has been incorporated with $15,000 capital. Incorporators are; Wm. H. Brueggemann, Oscar O. Schlobohmand, M. A. Brueggemann.

Thomas, Okla.—Thomas Hardware Co. has been incorporated with $6,000 capital. Incorporators—H. Smith, G. H. Evans and G. A. Shaw.

Yonkers, N. Y.—Leander K. Wood has started up a Hardware store which has been stocked with a full line of Hardware for builders, mechanics and housekeepers.

Changes and Improvements.

Benton, Ia.—S. Short has purchased the Hardware business of D. V. Earley.

Birmingham, Ala.—The More & Handley Hardware Co. is erecting a new building to replace the structure recently destroyed by fire.

Buffalo, Mo.—The Davison-Butler Hardware Co. has succeeded to the business of the Davison-Edgar Hardware Co.

Burlington, Ia.—Nichols & Rankin Co. has sold their branch store in Raritan, Ill. to Perry Cooper.

Castlewood, S. D.—T. Mellor & Son have been succeeded in the Hardware business by H. S. Mellor.

Colville, Wash.—The Hunt Hardware Co. has succeeded to the business of E. H. Heifner.

Crab Orchard, Neb.—Murphy & Cavanaugh have sold their Hardware business to Deulen & Redmond.

De Kalb, Mo.—W. W. Whittington has purchased the business of the Cogdell Hardware & Implement Co.

Duluth, Minn.—The capital stock of the Marshall-Wells Hardware Co. has been increased $300,000, which makes the company now the third largest Hardware house in the United States. The capital stock is now $2,400,000.

Estancia, N. M.—L. Hughes has purchased the interest of P. E. Dunlavey in the Hardware firm of Dunlavey and Garnett.

Everly, Ia.—M. M. Wilkins has sold his Hardware store to F. W. Jenks.

Godley, Tex.—S. H. Ray has succeeded to the Hardware business of Sylvester & Ray.

Harrington, Kan.—A. E. Kneeland has disposed of his business to the Harrington Hardware Co., which continues at the old stand.

Italy, Tex.—Bracken & Hillebrand have sold their interest in the Italy Hardware & Furniture Co. to Mr. Cheatham.

Kirion, Kan.—C. P. Barber has sold his Hardware business to Gray & Stagg.

Lexington, Ky.—Allen G. Prewitt and Oliver Howell have purchased the Hardware and implement business of Blount, Nunnelley & Priest and will take possession at once. The deal involves $15,000.

Lincoln, Mo.—Hunt Bros. have been succeeded in the Hardware business by Jos. Hunt.

Maywood, Mo.—Gerkie Bros. have succeeded to the Hardware and implement business of Gerkie Bros. & Quest.

Mobile, Ala.—The capital stock of the Young Hardware Co. has been increased from $75,000 to $150,000.

Mt. Pleasant, Mich.—The Foster Furniture & Hardware Co. has erected a new three-story block on the site of their old building which was destroyed by fire.

Oakland, Ia.—F Jones has purchased the Hardware and implement business of T. E. Huff.

Paradise, Tex.—T. J. Morton has been succeeded in the Hardware and furniture business by Morton & Wood.

Parkersburg, W. Va.—The Chancellor Hardware Co. is erecting a large brick building.

Platte City, Mo.—J. M. Elgin has sold his Hardware business to Ben Hamm.

Reading, Pa.—Hoff Bros., Hardware dealers, have occupied their remodelled buildings, the improvements in which have made a practically new structure. The store room has been enlarged, and now has a frontage of 30 feet and a depth of 150 feet. It is well lighted, and from the first floor to ceiling the height is 15 feet.

Shenandoah, Ia.—Rankin & Botre have purchased the Hardware business of J. A. Schwarzentraub.

Spokane, Wash.—The Holley-Mason Hardware Co. is erecting a new building at a cost of approximately $150,000. The building will have a frontage of 142 feet on one street and a depth of 150 feet on another, and will be six stories high. There is also nearing completion an annex to this main structure, which is two stories high and measures 100x142 feet. The total floor space in both buildings will be 168,000 square feet.

Springfield, Me.—C. E. Trevitt has purchased the Hardware store of J. T. Murray & Son.

Fires.

Gardner, Mass.—A fire in the J. W. Davis Hardware store did damage estimated at over $24,000. Loss fully covered by insurance.

Gardner, Me.—The Vannah Hardware Co. was badly damaged by fire recently, the loss being well covered by insurance.

Houston, Tex.—The stock and building of the Bering-Cortes Hardware Co., were destroyed by fire recently, with a loss of about $60,000, of which a little more than half was covered by insurance. Plans are being drawn for a new fire proof building, which will be four or five stories high and equipped with all the latest appointments.

Hunnewell, Kan.—Fire recently destroyed the building and stock of the Ross Ellery Hardware store.

Massena, Ia.—John H. Yarger has sustained a fire loss in his Hardware and general store amounting to $2,500. Insurance, $1,000.

Moultrie, Ga.—Farmers' Hardware Supply Co. was recently damaged by fire to the extent of $2,000. Loss almost entirely covered by insurance.

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THE VITAL PART

of any razor strop is the quality of the leather fibre. If too coarse it will give the finest razor a saw edge and draw its temper—if too loose and open grained it will mat down to a glassy uneven surface that rounds the edge.

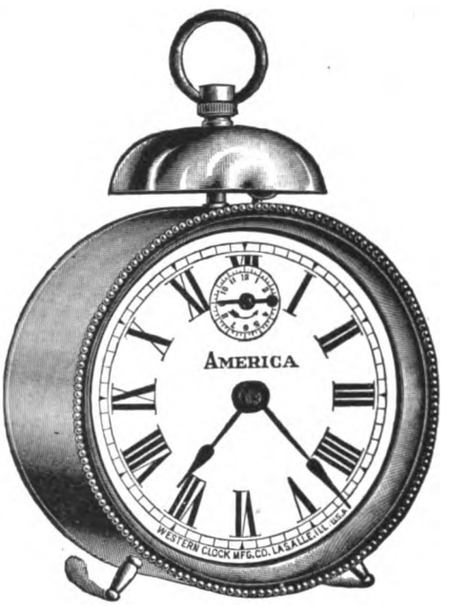
GIBFORD'S RED—E—FOR USE RAZOR STROPS

are made of the finest horse hide and calf skin for the sharpening and finishing strops and they must pass a rigid examination as to grain and strength of the leather fibre before they are sent to the factory where they are put through the patented process of treatment, which brings out that quality that gives the smooth, keen shaving edge to a razor.

Your razor counter isn't complete without RED-E-FOR USE razor strops. Try a sample dozen. Your jobber sells them.

GIBFORD MFG. CO.
ADRIAN, MICH.

The America Alarm



Gives you an opportunity to offer a clock, accurate, efficient, guaranteed, at a remarkably low price and is sold at a figure that leaves you plenty of room for profits. Your jobber has the "America."

The Western Clock Mfg. Co.
La Salle, Ill.

NEW YORK
51 Maiden Lane

CHICAGO
131 Wabash Ave.

BISSELL'S
"CYCO" BEARING



CUT NO. 359 FURNISHED FREE TO DEALERS UPON REQUEST.

Is the sweeper of quality, reputation, and acknowledged superiority. Every one knows something about the Bissell sweeper, and that's why it sells itself. You don't have to waste valuable time trying to convince customers that the Bissell is the best sweeper on the market, for they know it.

Over 9,000,000 homes scattered throughout the world, are swept by the Bissell, and twenty-four different nations recognize it as the best sweeper made. Bissell's "Cyco" Bearing Sweeper is clearly distinctive and beyond comparison in points of mechanism, finish, saleability and profit paying qualities to the dealer. It is the ONLY sweeper ever placed on the market under a sound, sincere system of fixed retail prices, that guarantees to the dealer a good profit.

BISSELL CARPET SWEEPER CO., GRAND RAPIDS, MICH.

(Largest sweeper makers in the world. Established 1876.)

Branches: New York, 25 Warren St.; London, 38 Wilson St., Finsbury Sq; Toronto, 18 Pearl St., Paris, 42 Rue des Vinaigriers.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Albany, N. Y.—Burdick & Son, manufacturers of stove specialties, metal receptacles, signs, printing inks, paints, and varnish, have been incorporated. Capital $200,000. Directors—Howard Hendrickson, W. A. Hendrickson, and J. E. Carhart, Albany.

Atlanta, Ga.—The Atlanta Refrigerator Mfg. Co. has been incorporated with $50,000, for the purpose of engaging in the manufacture, purchase and sale of refrigerators, locks, hinges and other similar devices and articles used in connection with such manufacture and sale. The incorporators are E. S. Mumford, Frederick A. Hickson and R. W. Courts.

Belleville, Ill.—Oakland Foundry Co. has been incorporated to manufacture stoves and gray iron castings. Capital $15,000, incorporators: Henry Ehret, Hugo Ehret and Edward Ehert.

Boston, Mass.—Brosnihan Wrench Co. has been incorporated to deal in Hardware, wrenches, etc., capital $20,000. President, Geo. F. Romponi; treasurer, F. A. Ewell.

Buffalo, N. Y.—American Facility Co. has been incorporated to manufacture kitchen utensils, Hardware, etc. Incorporators: John F. Nagel, W. H. Bruce, M. Meinhold and G. H. Goodman.

Cortland, N. Y.—Baker Gear Co., has been incorporated with the following officers: President, Frank Baker; Vice-president, E. H. Hastings; Secretary and Treasurer, James R. Morrison. The plant will be located in the Phœnix Hardware Mfg. Co.'s building. Capital stock is $70,000.

Ellwood City.—McCrory Wire & Nail Co. has been incorporated. Capital, $50,000. Directors, John McCrory, James A. McCrory and A. M. Jones.

Evansville, Ind.—The John Young Hoe and Tool Company has been incorporated; capital stock $25,000; directors, John F. Young, John Wyttenbach, Joseph B Honningford.

Jersey City, N. J.—Perco Regulator Co. has been incorporated to manufacture stoves, furnaces, boilers and real estate, stocks, bonds, etc.; capital $100,000. Incorporators: Elisha S. Caldwell, Isaac S. Lambert and Charles R. Colby.

New Orleans, La.—The Elite Broom Mfg. Co. has been incorporated with $10,000 capital stock. The board of directors and officers are: Emile Perrilliat, president; Louis T. Dugazon, vice-president; A. A. Clavarie, secretary-treasurer, and Auguste Guesnard.

New York, N. Y.—The Empire Specialty Tool Company has been incorporated. Capital $100,000; directors: E. D. Woods, G. A. Larizke, New York; W. A. Hyle, Syracuse.

New York, N. Y.—The Onondaga Whisk Broom Works has been incorporated. Capital, $5,000; directors: W. A. Shepard, C. B. Fowler, W. R. Dorman.

New York, N. Y.—U. J. Ulery Co. has been incorporated to manufacture cutlery, razor strops, etc.; capital, $30,000. Incorporators: U. J. Ulery, A. Stolz, E. G. Kaufman, W. R. Greene, G. Z. Myers.

Pleasantville, N. Y.—Cornell Lumber Co. has been incorporated to manufacture Hardware. Capital, $30,000. Directors, Stephen Wood Cornell, Albert See, William Cornell.

Port Chester, N. Y.—Ericsson-Eddy Co. has been incorporated to manufacture Hardware. Capital, $25,000. Incorporators: E. A. Ericsson, H. A. Eddy, W. A. Williamson.

Rockport, Mass.—Cape Ann Tool Co. has been incorporated with $16,000 capital stock. Incorporators: Wm. R. Hastings, J. F. Hawkridge and J. J. Dean.

Seattle, Wash.—Washington stove Works have been incorporated with $100,000 capital. Incorporators: T. A. Buckley, W. H. Whipple and Wm. Kingsley.

Shelbyville, Ind.—The Vandergrift-Conger Wrench factory has been incorporated.

St. Louis, Mo.—The Acme Handle Co. has been incorporated with $15,000 capital stock. Incorporators—W. D Geggers, L. G. Blackmer, James Milne and J. E. Fuffield.

Texarkana, Tex.—The Post Pipe Co. has been incorporated with a capital of $125,000 to build, equip and operate a sewer pipe manufacturing plant. The officers of the company will be: L. W. Post, president; L. R. Blackmer, vice-president; J. T. Wallace 2d vice-president; G. R. Payne, secretary and treasurer; and M. P. Post, superintendent.

Wheeling, W. Va.—The Wheeling Enameled Iron Company has been formed by C. W. Franzheim, president of the Wheeling Potteries Company; W. A. Isett, George W. Franzheim, George Blackham and other prominent manufacturers and business men. The company will manufacture heavy enameled iron ware. The company has taken over the plant of the Wheeling Heating and Ventilating Company at Elm Grove, a suburb of Wheeling. C. W. Franzheim is president of the new concern; M. Isett, vice-president; G. W. Franzheim, secretary, and Mr. Blackham, general manager.

Changes and Improvements.

Bridgeport, Conn.—The Bullard Machine Tool Co. has increased its capital stock from $250,000 to $500,000.

Detroit, Mich.—The Art Stove Co. is erecting a new six-story brick warehouse. The structure when completed will be capable of accommodating 30,000 stoves. It is to be about 100 feet long by 90 feet wide. This latest addition to the Art Stove Co.'s plant is one of several material ones made within the last six or seven years. In that time the main plant has been enlarged, the foundry room materially increased, and fine new engines installed, the whole of the improvements far more than doubling the capacity of the plant.

Dixon, Ill.—The Clipper Lawnmower Co. is building a new factory.

Freeport, Ill.—The Arcade Mfg. Co. has purchased property for the enlargement of the plant in order to meet the brisk demand for their Hardware products.

Louisville, Ky.—Louisville Tin & Stove Co. has acquired a site 158x210 feet for the purpose of erecting a brick building of five stories and about 100x200 feet in extent. The price paid for the two lots comprising the site was about $11,000 and the plant will cost about $50,000. The location affords the company access to convenient railroad tracks and affords ample space.

Milwaukee, Wis.—The Gender & Paeschke Mfg Co. is erecting an addition 80x210 feet for the accomodation of its growing enamel ware business.

Newark, N. J.—J. O. Wiss & Sons Co. are erecting a four-story addition to meet the increasing demand for Wiss shears and scissors.

New Britain, Conn.—The Stanley Works is about to erect a new machine shop.

Nyack, N. Y.—The John Wennstrom's Sons Co., manufacturers of mechanical tools and electrical appliances, is erecting a new building which will be about 100 feet in length.

Springfield, Mo.—The Wood-Evertz Stove Co.'s plant has recently been doubled in its capacity by the building of a one-story brick addition to the main building. It is 30x150 feet and cost the sum of $5,000 including the equipment. In order to successfully compete with other large manufacturing plants of a similar nature, the capital stock was recently increased from $50,000 to $100,000.

Syracuse, N. Y.—A four-story extension, 80x120 feet, has recently been completed by the Syracuse Chilled Plow Company.

Syracuse, N. Y.—The Schillinger Stove Co. has recently purchased of James E. Newell and Levi S. Chapman their business block for a consideration of $21,000 to be used as a show building.

Waterbury, Conn.—The Plume & Atwood Mfg. Co. is erecting an addition to its brass goods plant.

Worcester, Mass.—The Coes Wrench Co. is building an addition 42x50 feet to its knife shop. It will be one story with a monitor roof, and will be used for a grinding room by I oring Coes & Co., incorporated. It will be equiped with $8,000 worth of new special machinery, part of which will be built in the company's machine shop.

Fires.

Lebanon, N. H.—The Marston Rake Co.'s factory was recently destroyed by fire. Loss, $5,000, mostly covered by insurance.

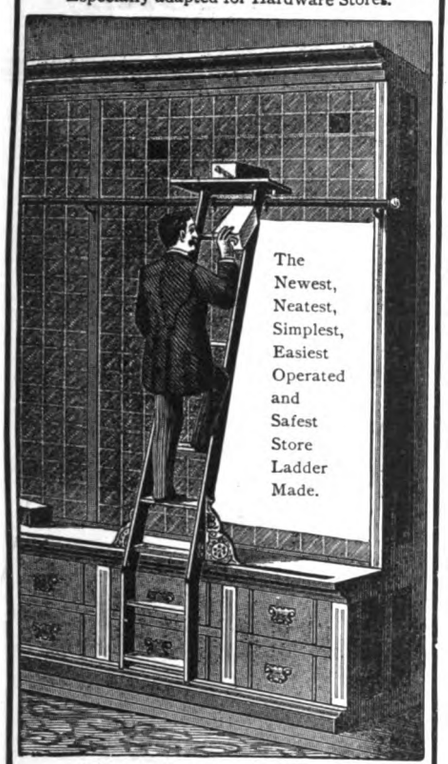
Trenton, N. J.—The Trenton Hardware Mfg. Co. has been destroyed by fire—the second plant within a year. The loss aggregates $25,000.

Petersburg, Ind.—Fire has destroyed the William H. Limp Hardware store and the Read & Snyder Hardware store. Limp loss, $11,000; Read & Snyder, $15,000.

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ATTORNEYS-AT-LAW.
WASHINGTON, D.C.
St. Paul Building, NEW YORK.

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The BICYCLE STEP LADDER.
Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO .ILL.

DEALERS
should insist on their jobbers supplying them with **Pelouze Family Scales** having the **New Silver Finished Dials.**

Capacity 24 pounds by ounces.

The best and handsomest finished scales on the market. While superior in many ways to other makes, prices are as low.
Send for complete Catalogue G; 40 styles: Counter, Family, Market, Candy and Postal Scales, Ice Scales, Spring Balances, etc.

Order through your jobber.

Insist on **Pelouze Scales** with **Silver Finish Dial.**

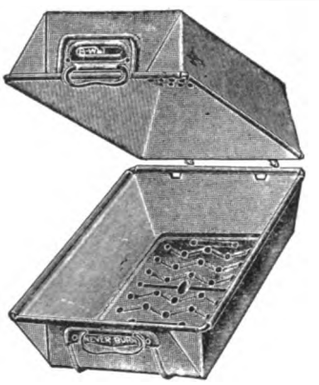
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"NEVER-BURN"
TRADE MARK

Has steel rods beneath which raise it from the oven floor—give an air space for ventilation—prevent burning
The rods take all the wear—make the Never-Burn roaster outlast others

Made in Cleveland Ohio by The Bronson-Walton Co
New York John H Graham & Co



BOX STRAPPING OF ALL KINDS
BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
STANDARD METAL STRAP CO., 336-342 E. 38 St., New York

WE WANT A SHOW
To Prove To You
How Our Goods Move

DEALERS' TRIAL ORDER No. D 1

2½ gallons Ad-el-ite One-Coat Dull Finishes, all shades, assorted sizes.
3 gallons Ad el-ite Paint and Varnish Remover, assorted sizes.
1 pound Oriental Floor and Crack Filler, assorted sizes.
Hangers, circulars, and samples for distribution and display.
Net price to dealers, $15.14
Net profit to dealers, 7.06

DEALERS' TRIAL ORDER No. D 2

12 gallons Ad-el-ite One-Coat Dull Finishes, all shades, assorted sizes.
12 gallons Ad-el-ite Paint and Varnish Remover, assorted sizes.
Hangers, circulars and samples for distribution and display.
Net price to dealers, $35.80
Net profit to dealers, 24.00

HOW DO WE KNOW THE AD-EL-ITES WILL SELL?

BECAUSE
1. They are constantly advertised and known everywhere.
2. They *always* give satisfaction. Others do not.
3. They are economical, easily applied and give results that leave nothing to be desired.
4. All inquiries are referred to the dealer. Lots of advertising matter is supplied him. Direct co-operation is tendered him.
5. *And you can recommend these goods.*

Send for Samples.

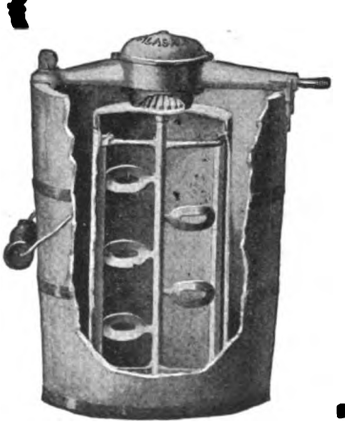
ADAMS & ELTING CO.
CHICAGO
The Ad-el-ite People.

ALASKA

FREEZERS

Are the only Freezers with the **Perpetual Motion Aerating Spoon Dasher** as shown in cut.

Look at it—the spoon-shaped floats, open in centre like mixing spoons—the double wood scrapers—water-proof tub—galvanized hoops that stay on—heavily tinned can—make Alaska Freezers worth more and worth while to carry in stock.



Our Prices will surprise you.

Before placing your orders for 1906 write us—write to-day.

Mention HARDWARE

ALASKA FREEZER CO.
Winchenden, Mass.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Homer, N. Y.—The Baker Gear Company, recently incorporated, is to soon establish a plant here, taking part of the Phœnix Hardware Mfg. Company's plant. The stockholders are Frank Baker, James R. Morrison and John E. Walrath of Syracuse, and E. H. Hastings and son, Robert Hastings of Homer. The capital stock is $70,000. The articles to be manufactured at first are a patent steering gear for automobiles and other automobile attachments patented by Mr. Baker, who, it is expected, will move to Homer and act as manager of the company. The Phœnix Company will manufacture the gears, etc., until the gear company have time to get their own shops in running order.

Portland, Me.—The Snow-Webster Automobile Co. has been incorporated for the pupose of manufacturing, dealing in, exporting and importing all kinds of vehicles operated by steam, gasoline, electric or other power, etc., with $10,000 capital stock. The officers are: President, Frank S. Webster of Newton, Mass.; treasurer, Louis A. Webster of Newton, Mass.

Rome, Ga.—The Rome Sporting Goods Co. has been incorporated to conduct a retail store and repair shop.

Stryker, O.—The Stryker Boat, Ore & Lumber Co., has been incorporated with $50,000 capital stock.

Toledo, O.—The Toledo Interlocked Co. has been incorporated at $150,000 to manufacture a line of sporting goods, among which will be bowling balls. Joseph M. Grasser, secretary and treasurer of the concern, has invented and had patented a process for making such balls from wood fiber. The balls are made almost as hard as granite, it being impossible to hack them with an axe without greatly dulling the instrument. Edward J. Marshall, president of the company, and Harold Frazer, vice-president, with Theodore F. MacMannus and George Raab, comprise the board of directors.

Traverse City, Mich.—The Traverse City Motor Boat Co. has been incorporated for manufacturing purposes. The company has an authorized capital stock of $10,000.

Worcester, Mass.—Hurst sporting goods company has been incorporated. President, Albert E. Hurst; treasurer, Charles S. Hurst; clerk, Arthur C. Twombly; capital stock, $10,000.

Changes.

Binghamton, N. Y.—W. C. Lippe is about to move his business to Elmira Heights and will erect a motor cycle factory there as his present facilities are being outgrown.

Boston, Mass.—The enlargement of the William Read and Sons store on Washington street makes one of the largest and most desirable sporting goods houses in the city. This firm carries a complete line of athletic and sporting goods.

Chicago, Ill.—James L. Van Uxem has terminated an honorable business career, in the sporting goods line, extending over a period of 35 years, by selling out his entire stock, fixtures and good will to the Bullard & Gormley Co., 78-80 Randolph street.

New York, N. Y.—Frank L. Slazenger is about to remove from his present quarters at 6 East 15th St. to 8 West 28th St., where he will have better accomodations for conducting his rapidly increasing business. The new location is very convenient, being readily accessible by surface, elevated and subway roads.

Norwich, Conn.—The Thames Arms Co. has changed owners, its former officers retiring from the company and the following board elected to represent the new concern: President, D. R. Harvey, Boston; vice-president, Edwin C. Harrington, Worcester; secretary and treasurer, George F. Brooks, Worcester; additional director George W. Harvey, Boston. The Harveys are officers of the Iver Johnson Sporting Goods Co., Boston, while Brooks and Harrington represent the Harrington & Richardson Arms Co.

Toledo, O.—The Dominion Automobile Co., organized last summer and backed by McKenzie and Mann and other leading Canadian financiers, will take over the selling end of the automobile branch of the Canada Cycle and Motor Co. The latter company will continue to manufacture, but all their output of automobiles will be handled by the Dominion Co., which has secured the Canadian agencies for many European and American manufacturers and will locate branch agencies at Montreal, Ottawa, Winnipeg and Hamilton.

Toledo, Ohio.—The Union Fire Arms Company has fully decided to build an addition to its present plant that will more than double its capacity. The volume of business for the past year has made it necessary that the plant be enlarged, and with this purpose in view, the company has purchased a lot, 210 feet long and 60 feet wide, on which will be erected the additional building, which will add more than 25,000 square feet of floor space to about 20,000 square feet now occupied.

York, Pa.—Y. P. Swartz has recently moved into a new building, more centrally located than the old and with about four times the amount of floor space, and can now claim to have the finest exclusive sporting goods store in the state, exclusive of Philadelphia and Pittsburgh. Mr. Swartz dropped out of the retail bicycle trade some three years since, though he continued wholesale cycle sundries. With his present ample room, and in view of the renewed interest in bicycles, he will again enter the retail field.

Fires and Explosions.

Birmington, Ala.—The Birmingham Gun & Key Co. recently suffered an $800 loss by fire.

Boyle, Ala.—An explosion in the mixing house of the Du Pont Powder Works resulted in the loss of five lives.

Emporium, Pa.—The Keystone Powder Co.'s mixing house exploded, killing nine persons. The building was totally destroyed.

Falls Junction, O.—There was an explosion recently in the Austin Cartridge Company's plant which wrecked the works.

Niagara Falls, N. Y.—The sporting goods store of J. & G. Rae recently sustained a loss of about $25,000 by fire.

St. Cloud, Minn.—The gunmaking and repairing shop of John Hedlund was recently destroyed by fire.

Washington, D. C.—The New York Cycle Co. has recently sustained a $2,000 loss by fire.

Miscellaneous.

E. M. Moss, proprietor of a bicycle and sporting goods establishment at Hopkinsville, Ky., has filed a petition in bankruptcy; liabilities $3,600, resources claimed to aggregate $5,000.

Several French inventors are working at the levocyclette, or bicycle, in which levers are substituted for cranks; and Dr. Matthien, of the French Touring Club, considers that the hill-climbing machine of the future will be one with practical combination of pedalling by direct propulsion, to permit of mounting the steepest gradient slowly, and a loose wheel, to permit of descending rapidly with the body at rest.

The dates announced for the National Motor Boat and Sportsman's Show are Febuary 20 to March 8, inclusive, to be held, as in other years, at Madison Square Garden, New York City. There are indications that this will be the best show of the kind ever held in this country, applications for space having been made by nearly all the former exhibitors and many new ones as well.

The Lobdell & Bailey Mfg. Co., of Onaway, Mich., not only produces a large share of the wooden bicycle rims used in the United States, but has a branch factory in France, some twenty miles from Paris. Four years ago the company supplied six per cent of the rims used in France, and at the present time the company is supplying 56 per cent. A French manufacturing company pays so small a real estate tax that it is insignificant; he is taxed only on his profits and then the tax is a moderate one, so that manufacturing is encouraged throughout the French republic. The company has been supplying Germany with bicycle rims from the French factory; the wood for these rims being shipped from Onaway, Mich., in suitable sizes. Their German trade is now increasing steadily and the company is contemplating removing some American machinery to that country and setting up a factory.

The sporting goods firm of Kerr, Rolph & Co., Baltimore, Md., has dissolved by mutual consent of the partners, John S. Kerr, William Parvis Rolph and James Archer Spellman. The first mentioned partner has associated with himself Allen C. Chase and Walter T. Harvey, and will continue the business under the old firm name.

SOMETHING DOING
in BICYCLES and MOTOR CYCLES for Hardware Dealers.
See Pages 47 and 64

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The "FOLLETT"
NUMBERING MACHINE
PRICE $5.00
STYLE OF IMPRINT
123456

Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

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240-2 W. 23d St., New York City.

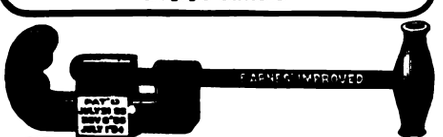
THE SCHWERDTLE STAMP CO.,
ENGLS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MA. PLATES-CHECKS
BRIDGEPORT, CONN.

Barrett Glass Cutters



Best in quality. Unsurpassed as sellers. Get prices from W. L. Barrett, Bristol, Conn.

GENUINE
BARNES' PIPE CUTTERS
get around the question of profits in pipe cutters.



The reputation they sustain for excellence makes them quick sellers.
Write us for catalog and prices.
BARNES TOOL COMPANY
New Haven, Conn.



Model "1905"

Still Another New Revolver

"H. & R. DOUBLE ACTION MODEL 1905"

Small Frame, 32 CALIBER, 5 Shot.

Following the announcement of our Model "1904" we are now ready to supply this new revolver, conforming closely in frame and stock to the lines of our well known "H. & R. Premier."

Catalog on Request.

Harrington & Richardson Arms Co.
Worcestor, Mass., U. S. A.
MAKERS OF H. & R. SINGLE GUNS.



GET BUSY

That is the one secret of success in the Hardware trade. The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill

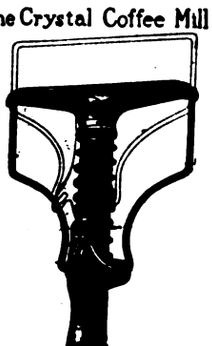
THE CRYSTAL COFFEE MILL with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.



The Jewel Coffee Mill

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.



The Gem Mop Head.

THE FAMOUS GEM is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

THE EIGHT SPACE SPICE CABINET is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.



Eight Space Spice Cabinet

Write for Our Latest Catalog

ARCADE MANUFACTURING CO.
Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.

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BUFFALO
WIRE WORKS CO.
FORMERLY SCHEELER'S SONS
WIRE CLOTH
WIRE GOODS
Artistic Metal Works.
SEND FOR CATALOGUE.
BUFFALO, N.Y.
U.S.A.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines*

ATTENTION'

A WELL known English firm seek lo priced novelties for sale to ironmongers and the electrical trades. Promptest payments. Highest bank references. Ful. particulars to Patent Plug Co., Ltd., Carteret St., Westminster, London, S. W., England.

For Sale.

FOR SALE.—Hardware stock in Western Pennsylvania, town of 4,500 population on the main line of Pennsylvania Railroad, 2½ hours from Pittsburgh. Established ten years. Industries, principally mining, brickworks and railroad center. Junction for branch railroad, tapping one of the biggest Bituminous coal districts in Pennsylvania. Stock will invoice approximately $4,000. For further information, address "Sell," care of HARDWARE.

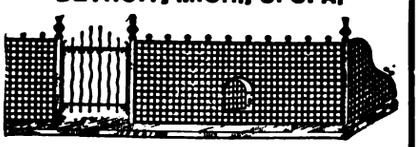
Superintendent Wanted.

SUPERINTENDENT WANTED. First class man to take full management of Furnace and Stove plant. Would prefer if he would take a financial interest in the business, which will bear the closest investigation. Address Room "C", Confederation Life Building, Toronto, Ont., Canada.

Stove Manufacturers.

STOVE MANUFACTURERS. If you intend opening up a branch in Canada for the manufacture of stoves, it will be to your interest to communicate G. L., Room "C", Confederation Life Building, Toronto, Ont., Canada.

J. E. BOLLES IRON AND WIRE WORKS
DETROIT, MICH., U. S. A.

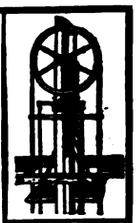


Bank and Office Railings, Grilles, Elevator Cabs and Enclosures, Porch Railings, Window Guards, Electro Bronze Work, Ornamental Iron and Wire Work of all Descriptions.

Shipments made to all parts of the world. State your wants and SEND FOR CATALOGUE 20H

PARKS & PARKS
TROY, N.Y.
MANUFACTURERS OF
HARDWARE AND HOUSEHOLD SPECIALTIES

Improved Quick and Easy Rising Steam, Electric and Hand Power
ELEVATORS
Send for Circulars.
Kimball Bros. Co.,
1013 Ninth St., Council Bluffs, Ia.
KIMBALL ELEVATOR CO., 120 Cedar St., New York.
39 Vincent St., Cleveland, O.

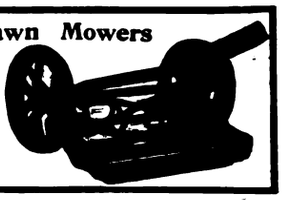


Columbia
Can Opener
It never slips nor tears. A high-grade can opener at a low price—10 cts. retail. Discount most liberal to the trade. Send for it.
A. F. Meisselbach & Bro
30 PROSPECT STREET
NEWARK, N. J.

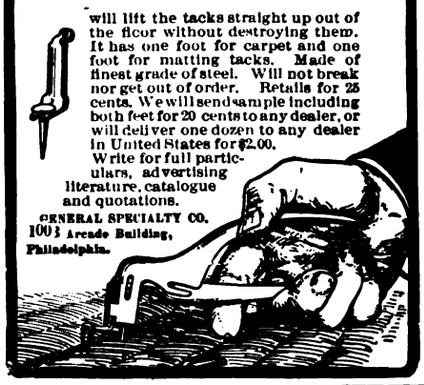


Robert Murray.
24 Duane St.,
New York City.
General Hardware
Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

"Globe" Lawn Mowers
Our catalog tells all about them. Best mowers at any price.
GLOBE LAWN MOWER CO.
Reading, Pa.



There's Money In It
The dealer who handles the Bi-Ped Tack Puller is sure of a ready seller. There's a great demand everywhere for this most helpful household article. Anyone can see at a glance how useful it is. A slight pressure on the handle of the
Bi-Ped Tack Puller
will lift the tacks straight up out of the floor without destroying them. It has one foot for carpet and one foot for matting tacks. Made of finest grade of steel. Will not break nor get out of order. Retails for 25 cents. We will send sample including both feet for 20 cents to any dealer, or will deliver one dozen to any dealer in United States for $2.00. Write for full particulars, advertising literature, catalogue and quotations.
GENERAL SPECIALTY CO.
1003 Arcade Building, Philadelphia.

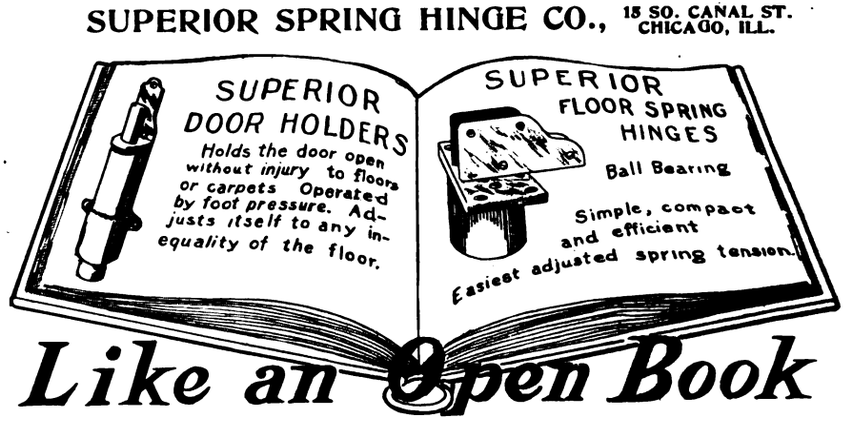


MANCHESTER, England—Agent established 25 years is desirous of representing Manufacturers of articles suitable for the Hardware Trade (Whole connection only). First Class references. Will be over to New York in February to complete arrangements. Address "D700" W. H. Smith & Son, Advertising Agents, Blackfriars, Manchester, England.

For Sale.

FOR SALE. A retail Hardware stock in one of the best cities on the Pacific Coast. Business is well established and has the choicest location in the city. New lines of railroad are building into this city, making it the most desirable business point on the coast. Population 75,000. Amount required $25,000. Address Pacific, care of HARDWARE.

SUPERIOR SPRING HINGE CO., 15 SO. CANAL ST. CHICAGO, ILL.



Like an Open Book

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A Wave of Enthusiasm

Has been created by the Greatest Little Barber in the shaving world—**The Zinn Automatic Razor.**

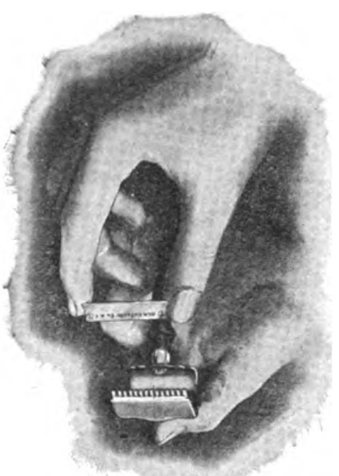
Portland, Ore., Dec. 28, '05
Messrs. The Gem Cutlery Co.,
34 Reade St,, New York.
Gentlemen:—Your "Zinn" Razor is all right. I have been shaving with it every day since I received it and am well pleased with the work. I thought that I had just the right razor when I bought the advertised two-edge Safety, but I must confess that the "Zinn" is away ahead and is so well poised that it makes shaving a luxury.
Yours truly,
A. C. Going, Pres.
The Loewenberg & Going Co.

This testimonial is only one of thousands—conclusive proof that the Zinn is all we claim for it.



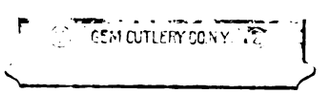
The ZINN
Automatic Razor

Is the Razor with the Always Keen Blades. Twenty-four of them—so thin that 200 of them are only an inch thick! So hard that they cut glass; so sharp that no whiskers are too tough for the Zinn.



The Zinn effects a great saving in shaving--that's why it has made friends fast and--fast friends.

Show a Customer a Zinn Blade



He will buy a Zinn Razor

No Honing! No Stropping! No Dissatisfaction!

That's why its sales are so phenomenal and your profits, Mr. Dealer, so quick and sure—the very reason why you should

Share in ZINN PROFITS in 1906



We are advertising it everywhere. We furnish you with advertising literature.

We protect you against cut prices.

Send for our 1906 proposition to-day—

Don't wait till to-morrow!



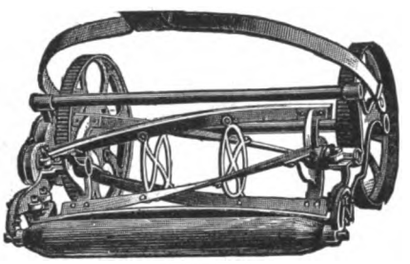
Gem Cutlery Co., 34 Reade St., New York

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The 4 Big Lawn Mowers

Our Style A Is the Only ALL STEEL MOWER MADE

It has 10 inch wheel, 4-blade cylinder, train of 3 gears, double ratchet, making both wheels drivers. Three others—Style E, K and C—belong to the same combination.



STYLE A

In each, the revolving cutters are without bar in centre have large, long bearings, and are the most satisfactory Lawn Mowers to sell. We have others shown in 1906 Catalogue. You ought to have a copy and see how complete our line is!

The Philadelphia Lawn Mower Co.

3101-09 Chestnut St., Philadelphia, Pa., U. S. A.



DON'T MOVE

You can increase the size of your store without increasing your rent by installing one or more

Milbradt Rolling Step Ladders

They make it easy to utilize the space between the top shelf and the ceiling for extra shelvings and boxings.

Milbradt Ladders are made to order from measurements covering the conditions peculiar to each store.

They combine great strength, easy and noiseless operation and handsome finish at a cost that is as low as the price for ready made ladders.

Style No. 4 (shown in outline), a ladder for use on shelving with very narrow or no base. The swinging arms hold the ladder in the position most convenient for climbing. These arms may be swung up allowing the ladder to hang close to the shelves when not in use. Rubber rollers are attached to these arms and run against the base. This is a most convenient ladder for use in narrow aisles or in stock and store rooms.

Our latest catalog illustrates 14 other standard styles adapted to every form of shelving. It will be mailed on request.

THE EBBING MANUFACTURING CO.

400 N. 8th St. - ST. LOUIS, MO.



A Shovel Catalog Worth Having

If you want shovels of firstclass Quality, Style and Finish, our prices will interest you.

"Never-Break"
"National"
"Buckeye"
"Mohawk"

Good, Strong, Durable Shovels. Plainback and Hollowback.

THE AVERY STAMPING CO.
Cleveland, Ohio.

Mfrs. "Never-Break" Steel Cooking Utensils.

Look

through our advertising pages. They tell you of your wants. Always mention HARDWARE when writing to our advertisers.



The Profit Is Yours

"NICE" and "Yellow Seal" Liquid Wood Fillers

are so well established, their superior qualities so generally recognized by all Painters and other large users, that it is indeed a short sighted Dealer who fails to carry them in stock.

You Can Command The Filler Trade

of your section with these brands on your shelves and on every sale not only realize a good profit but secure a pleased customer. Write us.

EUGENE E. NICE,
PHILADELPHIA.

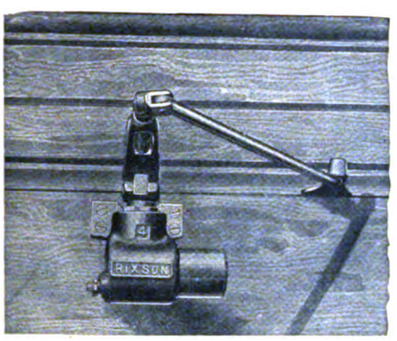
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Henry Pearl & Sons Co., 74 Murray Street, New York

Sole Agents for

The Improved NORTON Air Door Check and Spring.

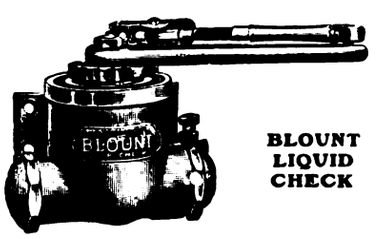
WINN'S BALL BEARING DOOR HOLDER AND RIXSON DOUBLE ACTING DOOR CHECK.



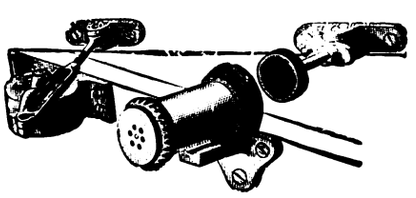
DOUBLE ACTING RIXSON DOOR CHECK



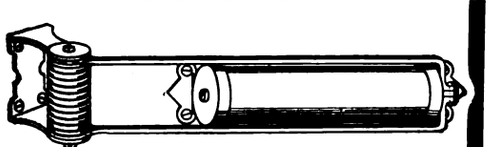
Coil Springs for all makes.
DOOR CHECKS AND SPRINGS



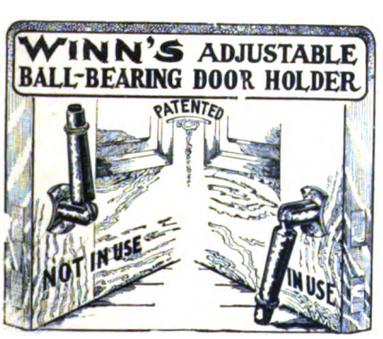
BLOUNT LIQUID CHECK



ECLIPSE CHECK



NORTON GATE CHECK



NORTON DOOR CHECK
For Round or Gothic Doors

A compression spring operates it. No refilling nor coil to break. The

NORTON DOOR CHECK

opens easier, checks stronger, because a stronger coil and lighter leather is used, doing away with heavy friction common in the old pattern.

NORTON DOOR CHECK AND SPRING

Cheaper than any other Check. Brings a better price because of higher list and extreme low discount.

NORTON DOOR CHECK

is placed where other Door Checks can't be used; when there is only one inch space between wall and door when door is opened.

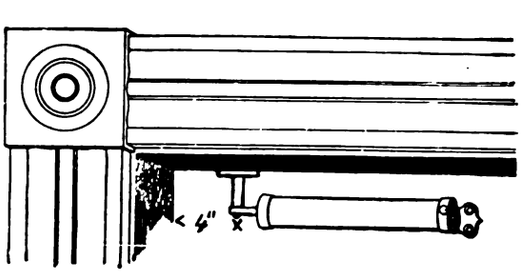
NORTON DOOR CHECK

is set far out on casing; controls door from centre; works it more easily than other checks.

We are **Wholesale and Retail Dealers** in all kinds of Door Checks and Springs, Door Holders and Spring Hinges.

Sole Agents for WINN'S Ball Bearing Door Holder; Rixson Double Acting Door Check.

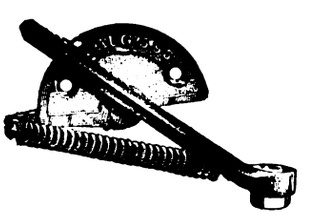
Manufacturers of the highest grade coil springs for all makes of checks and springs. We have the best equipped plant for repairing all kinds of Door Checks, Springs and Spring Hinges.



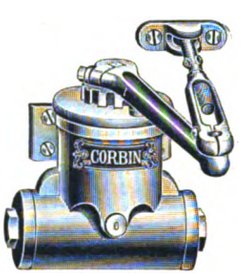
NORTON STORM CHECK



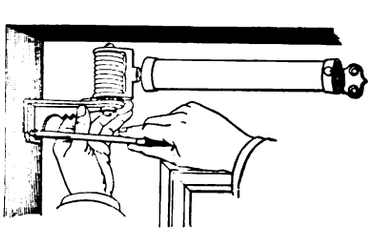
NORTON DOOR CHECK



BROHARD DOORHOLDER



CORBIN CHECK



NORTON SCREEN CHECK



BOMMER SPRING HINGE

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WELDLESS CHAIN.

LARGEST MANUFACTURERS IN THE WORLD OF

DOG CHAINS
COW CHAINS
SASH CHAIN
COIL CHAIN
WELL CHAINS
HALTER CHAINS
KENNEL CHAINS
PICKET CHAINS
JOCKEY CHAINS
BREAST CHAINS
STAKE CHAINS
HOIST CHAINS
BIT CHAINS
TRACE CHAINS
HYDRANT CHAINS
WAGON CHAINS
FURNACE CHAINS
PADLOCK CHAINS
FENDER CHAINS
TRANSOM CHAINS
RAILROAD CHAINS
SPREADER CHAINS
LOG BINDER CHAINS
AGR. IMPLEMENT CHAINS
BOILER DOOR CHAINS
ETC., ETC.

ONEIDA COMMUNITY, Ltd.
ONEIDA,
N. Y.

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WISS

"STIELWELD" SHEARS



The Process

Over five hundred distinct operations are required to make the Wiss "Stielweld" Shears. This illustration shows a blade ready for the first "Stielweld" process—our own process—which is largely responsible for the wonderful cutting edge of the Wiss shear.

This hand points to the tough frame which enables the Wiss "Stielweld" Shears to stand the hardest of strains without breaking.

This hand points to a piece of the finest crucible steel, which welded to the frame gives a cutting surface of such perfect temper that it is possible for the Wiss shears to stay sharp longer than any other.

These two parts are forged into one—forever one. They can never be separated. Both are there to do their work—the backing giving strength and toughness; the steel its marvelous cutting quality.

This is one of the unique processes which have made Wiss "Stielweld" Shears most famous and given them a large sale throughout the whole world, even in Sheffield, the home of English cutlery.

On the blade beside the screw is stamped this trade mark

J. WISS & SONS NEWARK N.J. U.S.A.

It identifies the genuine and the best shears made—wherever bought

If "Wiss" is not there, don't take chances—go to another store.

The Result

This shows how a Wiss "Stielweld" blade looks after it has been shaped, tempered, ground and polished ready to go into the hands of the "adjuster."

He sees to it that the blades *match* to a hair's breadth, that they cut *clean* from heel to point, and are so joined that they never work loose.

That's why tailors and dressmakers everywhere prefer Wiss "Stielweld" Shears—that never disappoint, never pinch or chew the cloth, no matter whether you are cutting the thinnest of silks or the heaviest woolens.

If tailors and dressmakers who live by their shears adopt the "Wiss" as standard, they are a safe purchase by *you* for your use.

For over fifty years we have made Wiss Shears and Scissors the best that brains and money can put together, so that

WE GUARANTEE every article bearing our trade mark to be perfect in workmanship. If unsatisfactory for any reason, your dealer will exchange it or we will.

The name "Wiss" on the blade is your guide.

Please Send To-day for Our Free Book "Pointed Sharpness"

which illustrates and describes the process of making shears and scissors—gives pictures and prices on 150 styles, from a dainty pair of embroidery scissors up to the largest tailor shears.

Your dealer probably sells the Wiss (most *good* dealers do), but if he does not, do not accept an imitation—send us his name and try another store.

J. WISS & SONS CO., 13-39 Littleton Avenue, NEWARK, N. J., U. S. A.

Proof of a Wiss Advertisement for February

During the coming year the Wiss line will be extensively advertised in the best and largest publications in the country as follows:

Ladies' Home Journal
Delineator
Woman's Home Companion
Ladies' World
McCall's Magazine
Harper's Bazaar
Good Housekeeping
Munsey's

These publications are read by over Twenty-five Million people every month. If you put in your stock the Wiss line of Shears, Scissors, Razors, Tinner Snips, Pruning Shears, etc., you will have the help of our advertising. Wiss goods are the best made, and Wiss prices no higher than you are paying for the average shear.

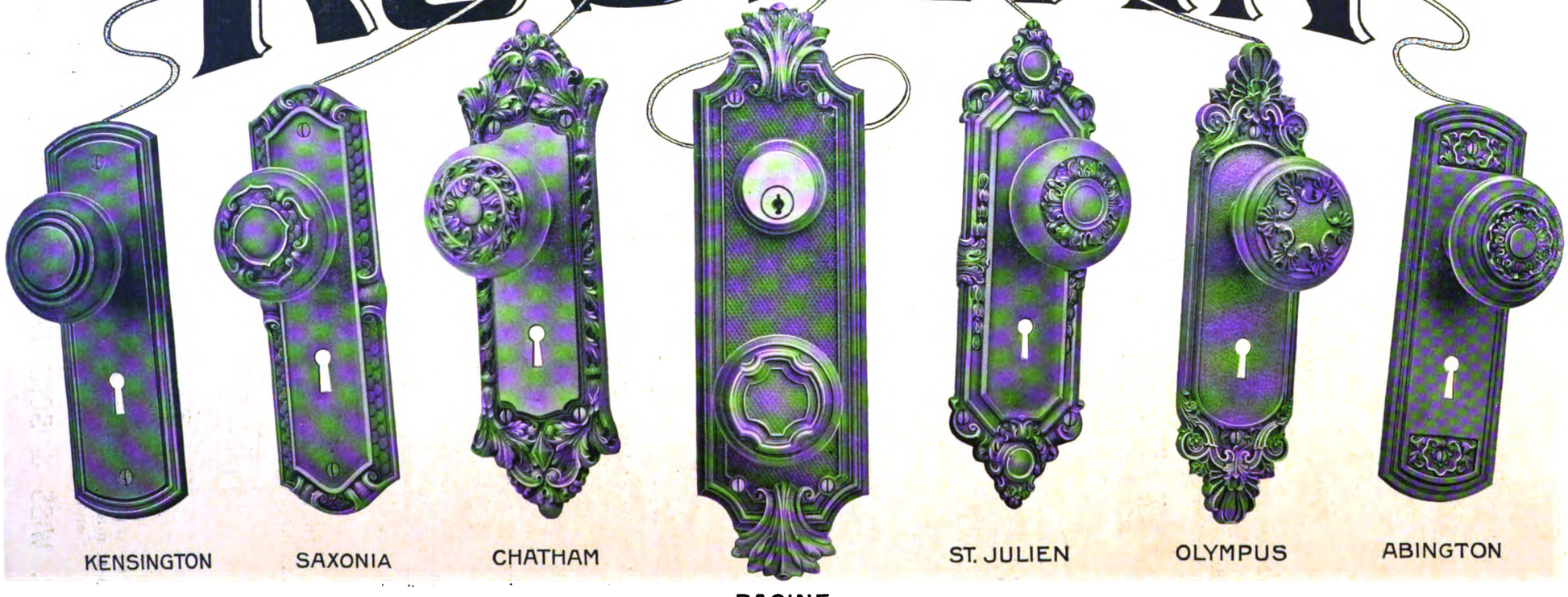
Send for our catalogue, prices and Individual Advertising Plan. Write to-day.

J. WISS & SONS CO., 19-49 Littleton Ave., Newark, N. J., U. S. A.

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NEW DESIGNS FOR 1906

RUSSWIN



Made by RUSSELL and ERWIN MANUFACTURING COMPANY, NEW BRITAIN, CONN.

NEW YORK CHICAGO SAN FRANCISCO PHILADELPHIA BALTIMORE LONDON, ENG.

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A Few Words About Padlocks



Fig. 1

¶ The statement that "appearances are deceptive" is particularly true of a Padlock. Its merits depend chiefly on its interior construction—not on external appearance.

¶ For example, our Yale-Standard line of Padlocks, of which two sizes (Figures 1 and 2) are here shown, has been extensively imitated. This imitation has been *external* only and for the purpose of making them *sell.*



Fig. 2

¶ How different the *internal* construction is, is shown by the two illustrations. Figure 3 is a section of an *imitation* of the Yale-Standard Padlock and Figure 4 a section of the *genuine.* Note the points of difference: In the genuine the bolt is guarded by *four* double-acting lever tumblers; in the imitation the key-way is *open—no tumblers at all* —and only a single ward. A novice can pick the imitation with a wire.

¶ The working parts of the genuine are enclosed in a sturdy case which affords maximum resistance to violence; the imitation has a case of light construction which naturally does not offer much resistance to force. ¶ For *highest* security the Yale Pin-Tumbler Padlock No. 850 should be used, or the No. 851 if wanted in series controlled by a master key, this lock representing the highest grade of workmanship and security. ¶ The next in quality are the *Yale-Standard Padlocks*, the line of which is extensive, ranging from 1 to 3 inches in size. These also are of solid bronze and possess high security. (*See description above.*)

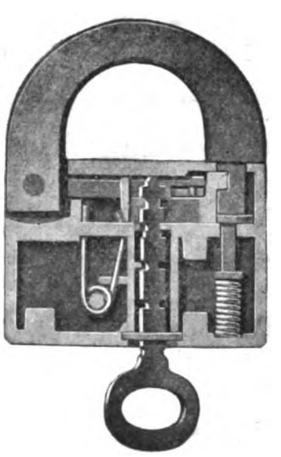


Fig. 3.

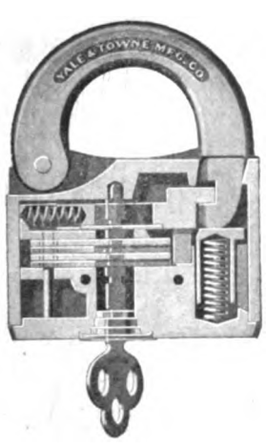


Fig. 4

Every Padlock in the Yale & Towne line is honestly good of its kind. The line includes padlocks ranging in retail price from 10c. to $2.00, but all are designed with equal care, are made of the proper material and have the best security of which their character and cost admit.

Write for further information and ask us for some ideas that will help to sell padlocks.

The Yale & Towne Mfg. Company

9 Murray Street, New York

Branch Offices: Chicago, Boston, Philadelphia, San Francisco

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LOT'S WIFE TURNED

THEN STAYED THERE FOREVER

Most easters do the same thing.

EXCEPTING

THE FAULTLESS



THE CASTER THAT
NEVER REFUSES TO TURN

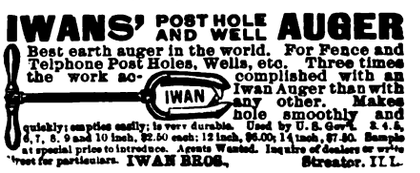
HIGHEST AWARD OVER ALL, WORLD'S FAIR 1904 for Wood, Iron and Brass Beds and all kinds of furniture, with Wood, Iron, Brass, Leather and Insulator (Glass) Wheels.

FAULTLESS CASTER CO.,
NEBRASKA CITY, NEB.

We Help You Sell

The Iwan Post Hole Auger
and Other Goods of Our Manufacture

This advertisement is being carried in 50 of the best agricultural journals this winter and spring and is bringing us many inquiries.



We refer ALL inquiries to the hardware merchants, giving you notice and an opportunity to sell Mr. Farmer the best post hole auger on earth, and besides bringing him to your store, enabling you to sell him other goods.

The Iwan Auger Gives You More Profit Than Any Two or Three Augers or Diggers of Inferior Quality

You'll be surprised how much demand there is for a *really good* post hole auger, if you take up the sale of this popular tool, and now is the time to try it.

For Sale By the Jobbing Trade

IWAN BROTHERS
Manufacturers of Hardware Specialties
STREATOR, ILLINOIS

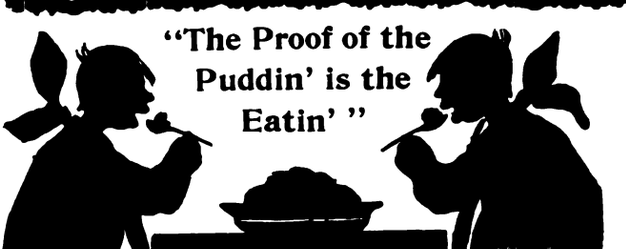
If You Want to Ride
A "Winner" Ride a

Thoroughbred



The **Thoroughbred Motor Cycle** is famous for its achievements. There is no question about this for it has a long list of victories on track and road which proclaim it the speediest, sturdiest and most satisfactory Motor Cycle. If interested, address

READING STANDARD CYCLE MFG. CO.
READING, PA.



Same exactly with our New Patent Five-Slice Incandescent

Wire Cone Toaster

for Gas or Gasoline Stoves.

Toast made on it tells a convincing tale of its excellence.



Has convex bottom. Fits all stoves.
Its grooved edge catches the crumbs.
Open top toasts the fifth slice.
Or heats plate, tea or coffee pot.
Toasts five slices in two minutes.
It is a remarkable seller.
Send for prices to-day.

HARKINS & WILLIS,
Ann Arbor, Mich.

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SCREEN DOORS AND WINDOW SCREENS

Announcement to the Retail Trade.

The Continental Company has purchased the product of the following well known factories:

The Wabash Screen Door Co.,
The Owosso Manufacturing Co.,
Porter Screen Manufacturing Co.,
Philadelphia Screen Mfg. Co.,
The A. J. Phillips Co.,
The Queen Anne Screen Mfg. Co.,
Schumacher & Leighley, Hartville, Ohio.
Cortland Door & Window Screen Co., Cortland, N. Y.
Horseheads Screen Door Co., Horseheads, N. Y.
Bachman Bros,, Reigelsville, Pa.
American Screen Door Co., Adrian, Mich.
American Screen Door Co., Ironton, Mo.
Hart Manufacturing Co., Greenville, Ohio.
Columbia Manufacturing Co., Antigo, Wis.

Only the largest and best equipped factories will be operated this season. These goods may be had through the Jobbing Trade throughout the United States.

Prices are considerably higher than last year, for the reason that the goods were then sold at an actual loss and also because the advance in lumber has been so severe. It is true that wire cloth is enough cheaper to making a saving of thirty cents per dozen doors, but lumber has advanced enough to make the extra *cost* this year exceed $1.25 per doz., and it is still advancing, *and is practically unobtainable.*

Retailers are safe in buying at present prices, they will not go down while the present lumber situation continues. Retailers should not delay placing specifications with their Jobbers until after distribution cars have gone forward from the factories; these distribution cars save a great deal of freight.

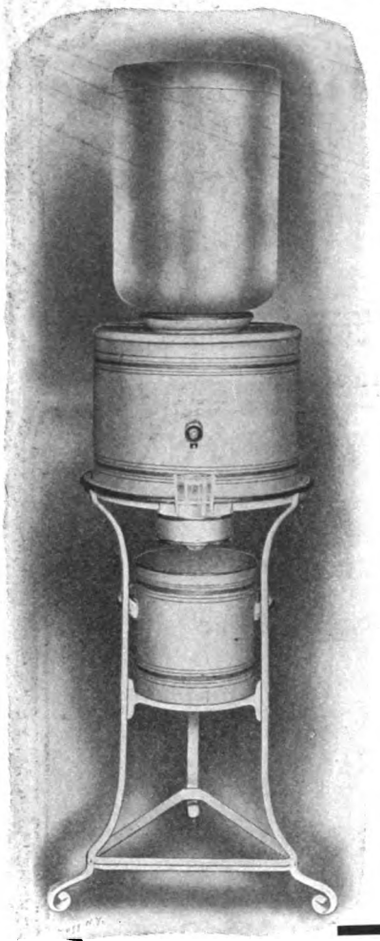
The present prices are not high as compared with the prices of other goods,—they are high only as compared with the ruinous prices of a year or so back.

Consumers are not going without Screens because they cost a few cents more. Mechanics and farmers were never in better shape to buy goods. Retailers should investigate and act promptly.

THE CONTINENTAL CO.,
1120 PENOBSCOT BUILDING
DETROIT, MICH.

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Rose Water Coolers



Having greatly increased our facilities, we are now willing to offer

Rose Water Coolers

for sale through Hardware Dealers.

Merit and price have made their demand enormous.

Send for circular and prices to-day

Rose Mfg. Co.
505-13 W. 50th St.,
NEW YORK



LAWN MOWERS

We offer to the trade our Lawn Mowers for the Season of 1906, made of thoroughly good material and superior workmanship. This has been our record for thirty-seven years and we are careful to maintain it in every particular.

OUR PRICES WILL INTEREST YOU

We manufacture Lawn Mowers adapted for every market, and inquiries for Export will have our special attention. Write us for catalogue.

CHADBORN & COLDWELL MFG. CO.
NEWBURGH, N. Y.

LOOK

for the new things advertised in this issue. It will pay you in Dollars and Cents.

LOOK

for the things, old and reliable the sale of which has filled the tills of Hardwaremen.

LOOK

each ad in the face. It is a salesman. If you doubt his words, write to the firm he represents. If you believe him — write anyway.

ALWAYS MENTION

"HARDWARE" for having "put you wise."

1,500,000

WAYNE WASHERS SOLD Up to the Present Time

And increasing at the rate of 300 per day.—What more evidence do you want to convince you that Wayne Washers are the best to sell?

WE Know it's a "WINNER"

Because it possesses everything to make it a "WINNER"

FIRST—It has fewer parts in its construction than any other rotary, and Every one knows the fewer parts there are in the construction of any machine, the easier it will work and the less liability there is to wear and get out of order.



WAYNE WASHERS
Klean Klothes

The appearance of the "WINNER" is different than any other machine upon the market. The tub is finished in the natural wood, with green bronze hoops, green enamel hand wheel, and the gearing in gold bronze; the combination making the most beautiful appearing machine upon the market. We are also using a special preparation in connection with the finishing of our tub—which holds the varnish to the surface and retains the lustre for all time. You will not find this finish on any other washing machine made.

We also use the detachable stave leg, which does away with the necessity of throwing away the entire machine in case the leg becomes broken.

Simplicity—Quality—Appearance—Good Value for your Money, are all possessions of the "WINNER". Order a sample from our jobber or direct from us, and we will leave the rest to you and the "WINNER".

WAYNE MANUFACTURING CO., St. Louis, Mo.

The Great SERAN Door Spring



One size closes any door gently and firmly or holds it open. Simple, durable, cheap. Sold by leading Hardwaremen. Write to-day.

The Middletown Mfg. Co.
Middletown, Ohio

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Made in fifty-four different Shapes, and Coarse, Medium and Fine Grits.

INDIA OIL STONES

ARE

Hard, Sharp and Quick



India Oil Stones are found in the tool chests of all up-to-date workmen.

And are sold under the following guarantee:

"If this article should prove in any respect unsatisfactory, we agree to exchange or refund the full price paid for same."

"THE KIND YOU CAN RELY UPON."



MANUFACTURED BY

Norton Emery Wheel Co.

WORCESTER, MASS.

Sales Under the Exclusive Management of

The PIKE MFG. CO.

PIKE, N. H.

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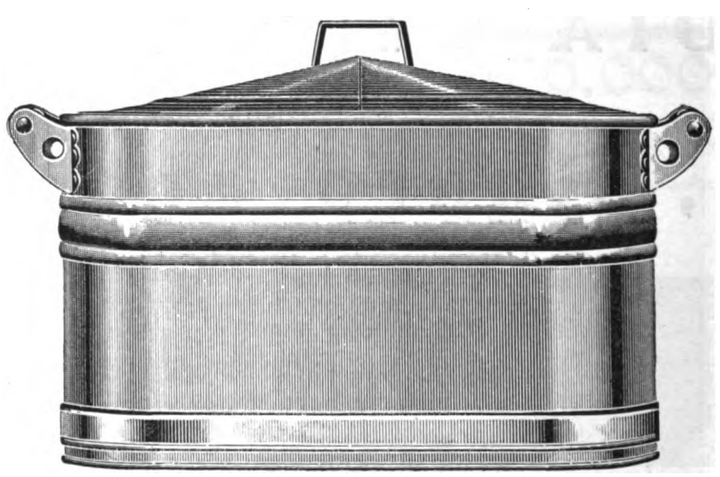
It's the one word which describes best

REED'S MONARCH
Hand Made Wash Boilers

WHY: One-half inch higher and Three inches larger in Circumference than the ordinary wash boiler. 5A Tissue Lined Tin plate 2X to 5X used in construction. 16-oz. to 20-oz. Cold Rolled Copper Bottoms. 2X Raised Pieced Cover with Rim

ANTI-RUST METAL

double-seamed to the body, half inch above copper bottom which is a positive protection to the boiler against Rust, and is guaranteed to last as long as the 16- and 20-oz. copper bottom stands the fire. Like the rest of our line of Anti-Rusting Tinware, Made to wear well in Hard usage.



Are You Handling Them?

If not write us before placing orders elsewhere for next year. The Quality of

REED'S Anti-Rusting Tin-ware

is so high, the demand for it is so great, and the profits to you, Mr. Dealer, so good, it will pay you to write us at Once.

REED MANUFACTURING CO.,
NEWARK, NEW YORK.

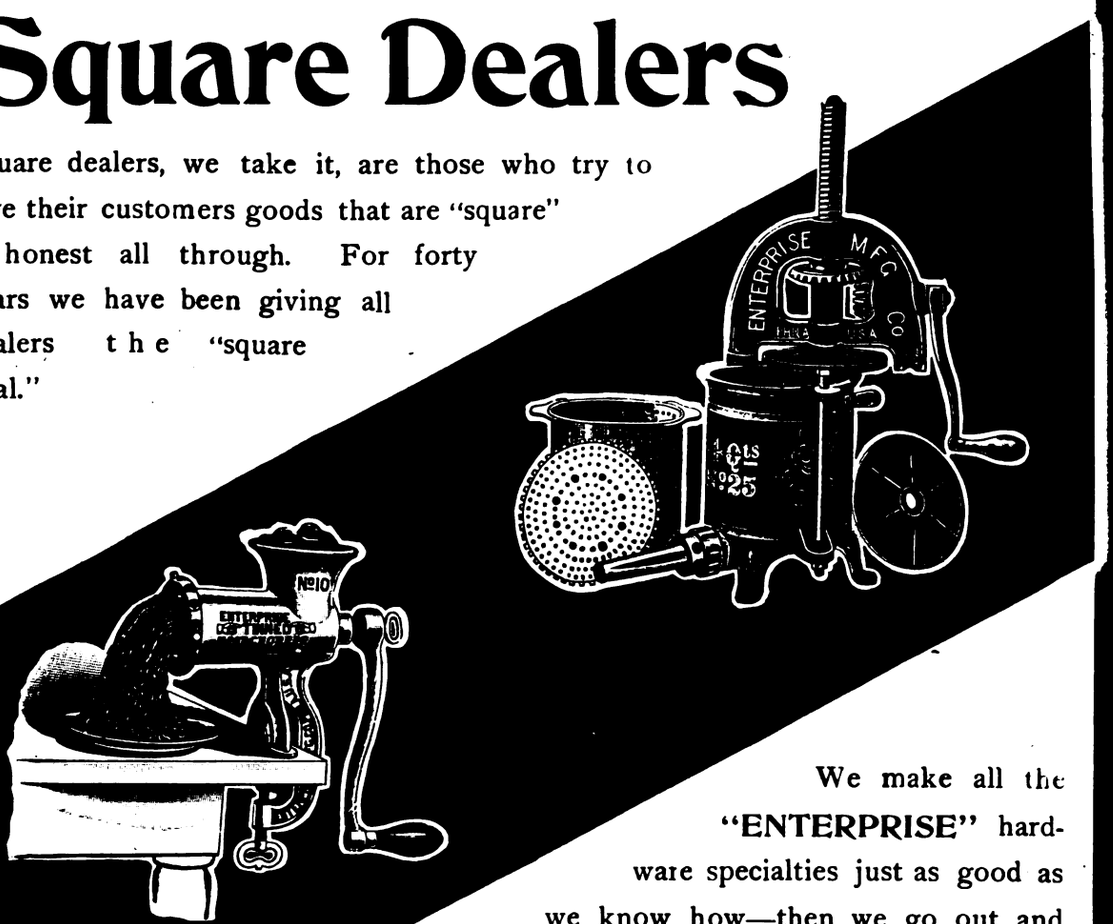
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A Square Deal

— FOR —

Square Dealers

Square dealers, we take it, are those who try to give their customers goods that are "square" — honest all through. For forty years we have been giving all dealers the "square deal."



We make all the "ENTERPRISE" hardware specialties just as good as we know how—then we go out and tell the public, of all the world, about their merits. Square Dealers *distribute* them — they are already *sold*. Just ahead is the big demand for

"ENTERPRISE"

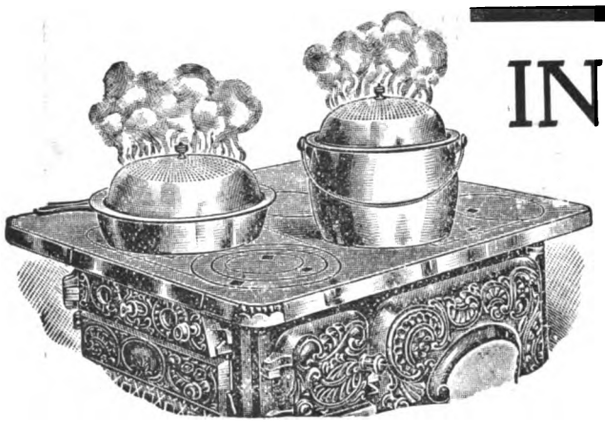
Meat and Food Choppers and "ENTERPRISE" Sausage Stuffers, Lard and Fruit Presses. They are being widely advertised now to the public. Write for our literature about them, including our new catalogue of all the "ENTERPRISE" specialties. Get ready for the biggest season you have ever seen on "ENTERPRISE" goods. We are ready. Get your share.

Increase your sale of "Enterprise" Meat and Food Choppers by using our new booklet: "The Cook, Her Critic and—". We will send you a supply of these on request.

The Enterprise Manufacturing Co. of Pa.

New York Office, 10 Warren St. **Philadelphia, U. S. A.** **San Francisco Office, 105 Front St.**

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INDISPENSABLE

KITCHEN UTENSIL

1,000,000 in daily use

GUARANTEED TO GIVE ENTIRE

Satisfaction

NO KITCHEN is complete unless equipped with our patented frying-pan lid. Any device which saves blacking stoves and washing grease from surrounding objects, which prevents nauseous odors, which renders the food when fried crisp and appetizing, and which reduces to a minimum the indigestible qualities of fried foods appeals at once to the thrifty housewife. And our article does all these things on principles so simple as to be almost incredible. One house alone sells thousands of them a month. Sizes to fit any ordinary frying-pan. Especially attractive *as a 10c. leader.*

KITCHEN SPECIALTY MFG. CO., Elm & Reed St., Reading, Pa.



Big Money for Dealers

in Metal Ceilings, Side-Walls and Tiling for use in Stores, Factories, Homes, and every kind of a building, old or new—if you sell NORTHROP Steel Ceilings and Walls.

Northrop Steel Ceilings and Walls

are not only the *finest made* at any price, but they are also the *best known* line because *the most extensively advertised* line.

Our big Magazine Advertising Campaign for 1906 starts with the January issues and appears in the leading Magazines reaching *over three million readers* every month—and inquiries are always referred to the nearest Dealer.

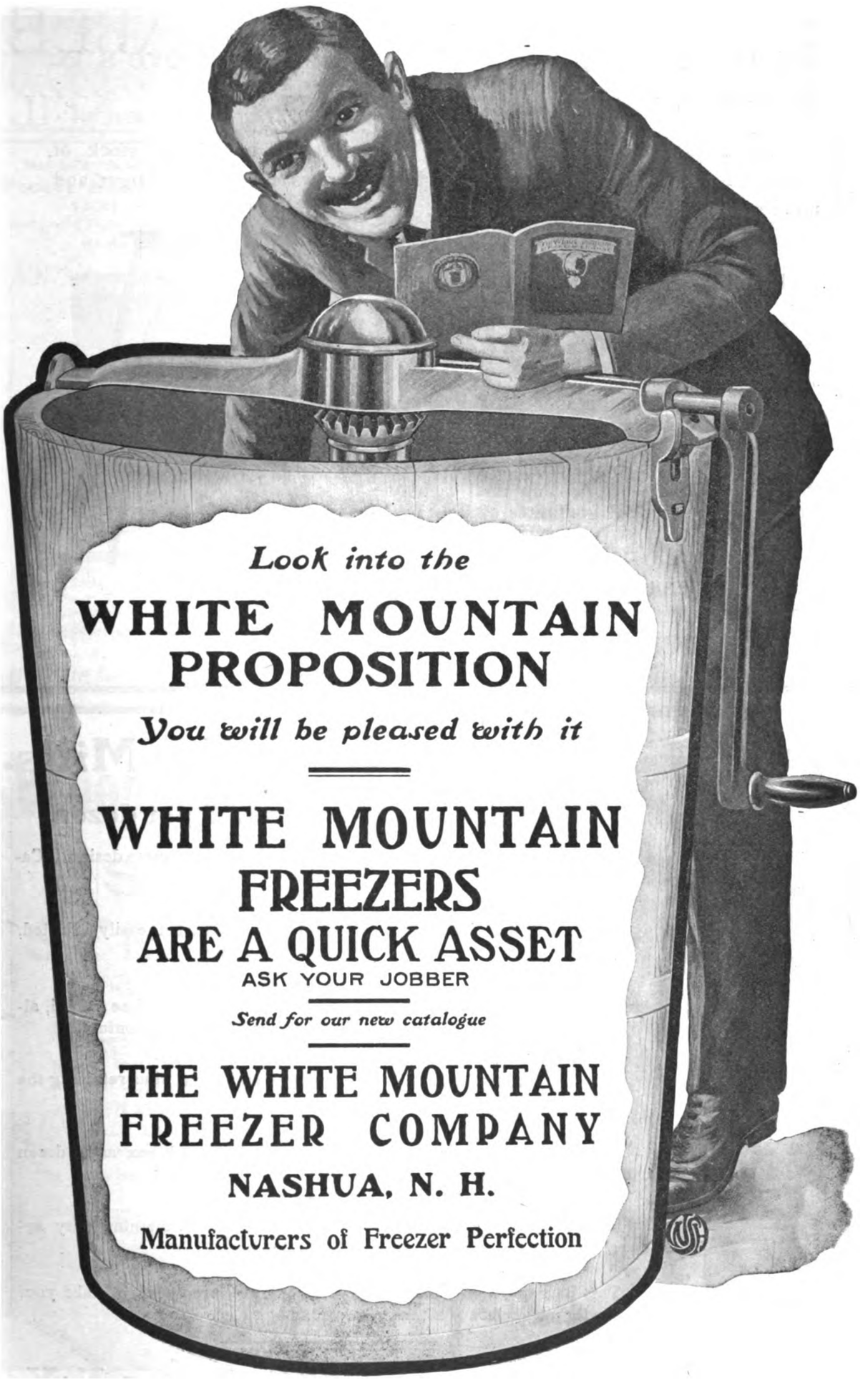
We also help each Dealer *personally and individually*, as no other Manufacturer does.

Write for Catalog and Price-List and our Booklet "How we Help the Dealer," which explains, in detail, the big profit in selling this line of goods either as a special Department or as a side line, and *how we help* the Dealer sell.

Northrop, Coburn & Dodge Co.
36 Cherry Street
New York



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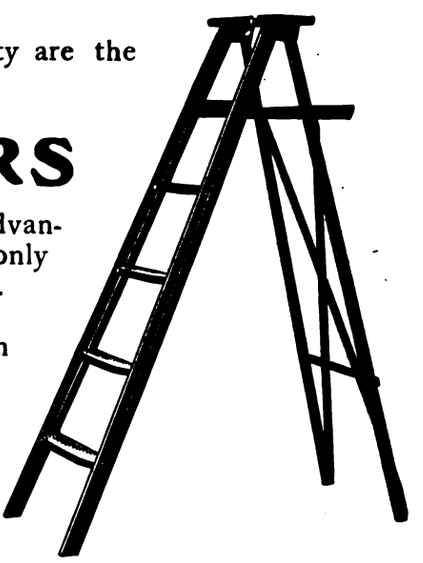
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Back of every big ladder trade there's a cause--a reason for its success.

Push, salesmanship and advertising can move an undesirable stock of ladders—for a time, but a prosperous trade that grows each month larger and more profitable must be based on quality.

Strength, Stability, Lightness and Durability are the qualities that make

UDELL LADDERS



such satisfactory trade builders. There's not an advantage lacking in Udell Ladders to make them only "just as good as other kinds." They are the best.

Udell Ladders combine the best material with the most skilled workmanship and each one is backed by the "Udell" guarantee of satisfaction.

THE UDELL WORKS
Indianapolis, Ind.
Manufacturers of Woodenware for the Housefurnishing Dept.



A Bargain in Coffee Mills.

Our No. 5 Special at $2.25 per dozen.

A Strikingly Handsome Mill, Canister of Japanese design. Capacity one pound.

Grinding Parts, simple in construction, easily adjusted, adjustment maintained by tension spring.

A Large Cup, securely fastened hangs close to Mill, allowing no waste. **Cup graduated** by tablespoonfuls.

This Mill is Practically Air Tight, thus retaining the full strength of the Coffee.

Mills are Packed each separately in cardboard box and 1 dozen in strong new case.

A Limited Quantity only at this price. Something very appropriate for fall and winter **Bargain Days.**

This Bargain is only one of several we are prepared to make you. Write for particulars of others.

W. H. Glenny & Co., Spec. Mfg. Dept. Rochester, N. Y.

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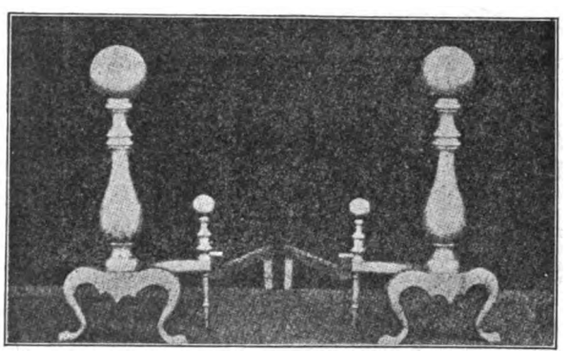
Goodell-Pratt Company
GREENFIELD, MASS., U.S.A.
HACK SAWS
FAMOUS FOR TEMPER AND CUT
HAND AND MACHINE BLADES OF ALL STANDARD LENGTHS AND WEIGHTS.
Catalogue Free
HIGHEST QUALITY FAST CUTTING LONG WEARING

No. 602 "NAPANOCH"
Pocket Knife Tool Kit
$2.25 Each
Most Useful Pocket Knife Combination
WARRANTED



Made in America by Skilled American Mechanics.
Each tool attached to the Pocket Knife or detached in a second.

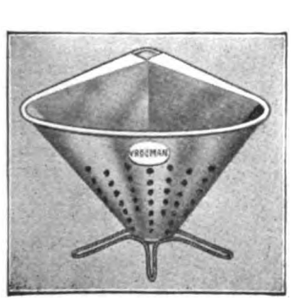
Leather Pocket Book 4¾x3¼ Inches
Contains Pocket Knife, File, Saw, Chisel, Screw Driver and Reamer
Send for Circulars and Prices.
U. J. ULERY
9C Warren St., New York City.



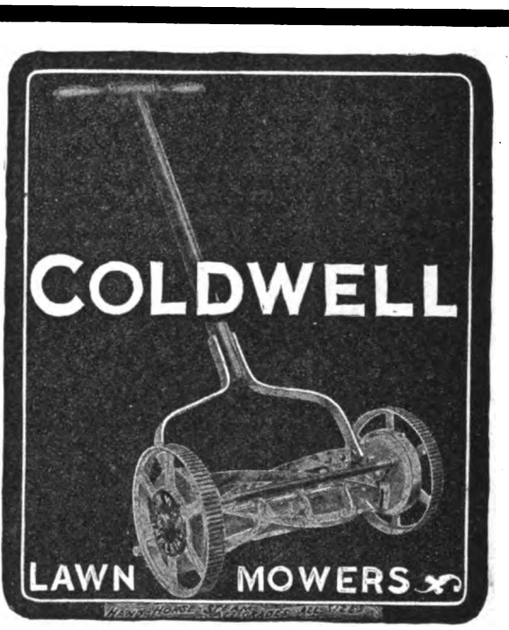
YOU HAVE NEVER investigated the merits of our goods.
Do you know that our line of
Rostand Fire Place Fixtures
is so complete, the designs so varied and handsome that their very appearance makes them quick sellers? A single trial order will prove it. Send for catalog H and discounts.
The Restand Mfg. Co., Milford, Conn.

Vrooman's PATENT SANITARY
SINK STRAINER
THE FAVORITE ONE

VITREOUS ENAMELED STEEL
NEAT AND VERY ATTRACTIVE
FIVE COLORS—TWO SIZES—
TEN KINDS—ENAMELED
WILL LAST A LIFETIME
JAPANNED—PLAIN TIN—TWO SIZES
Its Utility and Superiority are well known.



ORDER TO-DAY
FROM YOUR JOBBER
OR FROM
F. H. & E. B. Vrooman
325 Dearborn St.
CHICAGO, ILL.

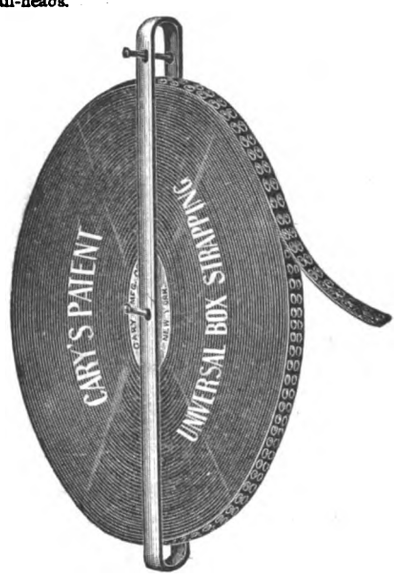


COLDWELL LAWN MOWERS
Hand, Horse, Motor Power
1906
Catalogue Now Ready
COLDWELL LAWN MOWER CO.
NEWBURGH, N. Y.

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CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

EVERYBODY--EVERYWHERE
IS CALLING FOR
"Ever-Ready" Safety Razors

The only $5.00 retail proposition on the market to-day that gives the customer a run for his money and allows the retailer a profit that is worth his while. **"Ever-Ready" sets contain twenty-four keen, perfect blades**--a dozen more than any other similar priced razor. "Ever-Ready" blades are as thin as paper and yet can be rehoned and resharpened at will—another incomparable feature.

Advertised at $5.00--
BIG PROFITS TO RETAILERS

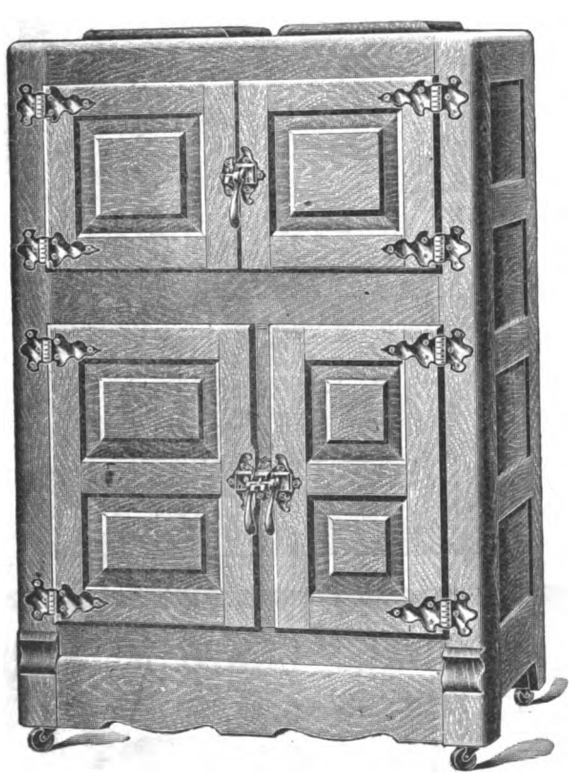
Get in your order to-day—through your nearest jobber or direct to the makers. If you're unacquainted and want to see first—make a postal request for samples and we'll do the rest.



Reichard & Scheuber Mfg. Co.
66 Duane St., New York City

Makers of Yankee Safety Razors—Yankee Sets—Stropping Machines and Radio Magno Razors.

REFRIGERATORS - STOVE BOARDS



COOPER & McKEE
113 to 121 Lorimer Street, BROOKLYN, N. Y.
Catalogue sent on application.

DON'T FAIL
TO MENTION "HARDWARE"
WHEN WRITING
TO
THESE ADVERTISERS.

PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, in barrels, ₱ gal	39c
Linseed, City, boiled, in bbls, " "	41c
Out of Town, on spot, ₱ gal	37c
Calcutta, raw, in barrels, ₱ gal	62c
Lard, prime city, ₱ gal	63@64c
Lard extra, No. 1	49@52c
Lard, No. 1	38@40c

Paints and Colors

Barytes, Foreign floated, ₱ ton	$17.50@19.00
Barytes, American floated, ₱ ton	$18.00@19.00
White Lead, American, dry, in bbls., ₱ lb	6½c
White Lead, American, in oil, in lots of less than 500 lbs., ₱ lb. net	7½c
In lots of 500 lbs. and over, ₱ lb	7c
White Lead Eng., in oil, ₱ lb	8½@9½c
Zinc, American dry, ₱ lb	4½@5c

Putty, Commercial—₱ 100 lb

In bladders	$1.65	@1.85
In bbls. or tubes	1.20	@1.40
In 1 lb. to 5 lb cans	2.60	@2.90
In 12½ to 50 lb cans	1.45	@1.85

Spirits Turpentine

In regular bbls	65@65½c
In machine bbls	65½@66c

Dry Colors

	₱ Lb
Blue, Chinese	30@35
Blue, Prussian	29@30
Blue, Ultramarine	5@15c
Sienna, Italian, burnt & powdered	3@6½c
Sienna, Italian, raw & powdered	3@6½c
Umber, Turkey, burnt	2½@3½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	5@7½c
Green, Paris, in kegs	12½@14½c
Indian, Red, American	3@3½c
Indian, Red, English	4½@5½c

Colors in Oil

Black Ivory, best	16@20c
Blue, Chinese	29@35c
Blue, Prussian	27@30c
Blue, Ultramarine	14½@15c
Sienna, burnt	5@9½c
Sienna, raw	3@6½c
Umber, burnt	11½@12c
Umber, raw	11½@12c

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B ..... 52@55c
G. D ..... per M 34@35c
F. L ..... per M 40@42c
G. E ..... per M 48@50c
Musket ..... per M 62@68c

PRIMERS—

Berdan Primers $2.00 per M ..... 20&20%
B.L. Caps (Sturtevant Shells) $2.00 per M 20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
22 C. F., $5.50 ..... 10&5%
32 C. F., $7.00 ..... 10&5%
22 cal., Rim, $1.50 ..... 10&5%
32 cal., Rim, $2.75 ..... 10&5%
B. B. Caps. Con. Ball, swgd $1.90
B. B. Caps, Round Ball $1.49
Cent. Fire 25%
Target and Sporting Rifle ..... 15&5%
Primed Shells and Bullets ..... 15&10%
Rim Fire Sporting 50%
Rim Fire Military ..... 15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all ganges ..... 60&10%
Climax, Club, Rival, 10 and 12 gge. 65&10%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gange ..... 25&10%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gange ..... 20&5%
Climax, Union, League, New Rival, 10 and 12 gauge ..... 25&5%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list) ..... 20&5%
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge ..... 33⅓&5%

SHELLS, LOADED—

Black Powder 40%
Smokeless Powder, medium grade ..... 40&5%
Smokeless Powder, high grade ..... 40&10&10

SHOT—

Drop, up to B 25 lb bag $1.70
Drop, B and larger, per 25 lb bag 1.95
Buck, 25 lb bag 1.95
Chilled, 25 lb bag 1.95
Dust Shot, 25 lb bag 2.25

GUN WADS—₱ 1000—

B. E., 11 up ..... $ 60
B. E., 9 and 10 70
B. E., 8 80
B. E., 7 80
P. E., 11 up 1.00
P. E., 9 and 10 ..... 1.25
P. E., 8 ..... 1.50
P. E., 7 ..... 1.50
} 15%
Ely's B. E., 11 and larger ..... $1.70@$175
Ely's P. E., 12 to 20 ..... $3.00@$3.25

Animal Pokes

Iowa Farming Tools. ₱ doz.
Hawkeye $3.25
Western 4.00

Anti-Rattlers

Fernald, Quick Shift, ₱ doz. pair, net .. $2.00
Burton's, ₱ doz. pair, Nos. 2 and 5 ..... 50c
Per doz. pair, No. 1 ..... 75c
Per doz. pair, No. 4 ..... 1.00
Kohler's. ₱ Gro.
Daisy, No. 4 ..... Net. $5.00
Perfect, No. 2 ..... Net. 7.20
Bolt Holder, No. 1 ..... Net. 9.00

Anvils

American "Horse-Shoe" 9¼c
Arm and Hammer ..... 8¾@8¾c
Eagle Anvils, ₱ lb, net ..... 7@7¼c
Peter Wright's 10½c
Trenton ..... 9 to 9¼c
Columbian, all steel, ₱ lb, net 9c

ANVIL AND VISE COMBINED—

Millers Falls (with drill) ..... $18.00, 15&10%

Augers and Auger Bits

Boring Machine Snells 70%
Com. Auger Bits ..... 75@75&5%
Forstner Pat. Bits 25%
Ford Auger Bit Co:
Auger Bits ..... 40@40&5%
Car Bits ..... 40@40&5%
Machine Bits ..... 40@40&5%
C. E. Jennings & Co.:
D'ble Spur pattern car, No. 30.. 40&7½&10%
Nobles Double Spur, No. 32 ..... 55&10%
No. 10, Extension Lip ..... 25&10%
Car Bits, No. 10 ..... 25&10%
Car Bits, No. 30 ..... 40&7½&10%
Ring Augers ..... 66⅔&10%
Jennings' Pattern ..... 50&10%&60%
Snell's Auger and Car Bits 60%
Extra 60%
No. 1 ..... 60&10%
Russell Jennings' Augers and Bits ..... 25&10&2½%

HOLLOW AUGERS—

Ames ..... 35&10%
Bonney's Adjustable ..... $5.50@6.00
Hibbard's Adjustable ..... Net prices
Ives ..... 25&10%
Millers Falls, Goodell ..... 15&7½&10%
Universal, each $4.50 ..... 20%

EXPANSIVE BITS—

C. E. Jennings & Co., Steers' Pat ... 33⅓&10%
Clark's small, $18 ..... 50&10%
Clark's large, $36 ..... 50&10%
Ives' Model, ₱ doz. $60 ..... 50%

DOUBLE CUT GIMLET BITS—

Common, net ..... $3.00@$3.25
German Pattern, net ..... $4.60@5.75
Mayhew's Diamond ₱ doz. $1.25 ..... 40%
C. E. Jennings & Co ..... 45&10%
Ladds ..... 60&10%
Mayhew's ..... 40&10%
Snell's Bell Hangers 60%

TWIST DRILLS—

Bit Stock ..... 60&10%60, 10&10
Taper and Straight Shank ..... 60&10%60, 10&5
SHIP AUGERS AND BITS—
Ford Auger Bit Co ..... 33⅓&5%
L'Hommedieu's 15%
Snell's 40%
Watrous' ..... 55&5%

Awl and Auger Handles

See Handles

Awls

Per Gro.
Handled Brad ..... $2.75@3.00
Handled Scratch ..... $3.50@4.00
Patent Peg ..... 31@34c
Sewing, Cem ..... 88@$1.00
Shouldered Peg ..... 65@70c
Shouldered Brad ..... 63@66c
Socket Scratch ₱ doz $1.00
Stanley Rule and Level Handled Brad 45%

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ₱ doz. $7.50; No. 20, ₱ Doz. $10 ..... 60&10%
Brad Sets:
No. 42, $10.50; No. 43, $12.50 ..... 70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7 ..... 50%
Ice Awls 55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18 .... 15&10%
C. E. Jennings & Co's. Adj. Tool Hdls .. 33⅓%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18 ..... 30%

Axes

Single Bit, base weights:
First Quality $6.75
Second Quality $6.25
Double Bit, base weights:
First Quality $9.00
Second Quality 8.50
Ice, Bradley's 30%
Bradley's wide bit, net $10.50
Long Island, net $9.25

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc 50%
Broad and Bbl ..... 40&10%
Boy's Axes 50%
D Simmons & Co.:
Broad ..... 50&5%
Shingling and claw ..... 50&5%
Lath, Hunters', etc ..... 50&5%
Picks and Mattocks 50%
Peck Edge Tool Co.:
Hatchets, shingling, etc 50%
Broad and Bb'l ..... 40&10%
Boy's Axes and Hatchets 50%

Axle Grease

Dixon's "Everlasting" Graphite:
1 lb cans (36 in case) ..... 15 ea.
2 " " ..... 25 "
10 " firkins (6 in case) ..... $1.20 "
25 " " ..... 2.75 "
50 " kegs ..... 5.00 "
100 " " ..... 9.00 "
200 " half bbls ..... 8½¢lb
575-600 lb " ..... 8½¢lb
Snow Flake:
One-quart cans, ₱ doz. . . . $ 2.00
Two-quart cans ₱ doz. . . . 3.20
One-gallon cans, ₱ doz. . . . 6.00
Five-gallon cans, ₱ doz. . . . 24.00
Quarter bbls. (15 gals.), ₱ gal. . 45
One-half bbls. ₱ gal. 40
Bbls., ₱ gal. 35
Discount 10%

Balances, Spring

Chatillon's:
Light, class A ..... 40&10%
Circular Balances, class C 50%
Ice Balances, class B 50%
Straight Balances, Class A1 and A2 .. 40%
Class D. E. F 30%
Class G 20%

Balances, Sash

Caldwell's 50%
Pullman's ..... 50&10&60

Beef Shavers

Enterprise:
Japanned, each, $8.00 ..... 25@30%
Tinned, each, $10.50 ..... 25@30%

Bells

HAND—
Hand Bells, polished brass ..... 60@60&10%
Pure bell metal 60%
Silver chime ..... 33⅓@35%
White metal 60%
DOOR—
Trip, Gem ..... 50&10%
Gong, Abbe's 45%
Gong, Yankee 55%
New Departure:
Rotary ..... 50@10%
Push 50%

COW—

Common wrought ..... 75%@75&10%
Kentucky ..... 70@70&10%
Kentucky, Sargent's list 70%
Texas Star 50%
Western, Sargent's list ..... 70@70&10%

Bellows

Blacksmiths' ..... 65&10@70%
Hand ..... 25&10%
Moulders' ..... 25&10%

Belting Rubber

Boston Belting Co:
"Boston" 50%
"Imperial," seamless stitched 45%
Niagara 60%
New Jresey Car Spring & Rubber Co:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50 ..... 50%
Seymour Smith & Sons ..... 25&10%
Miller's Falls ..... 15&10%
Weston's 40

Binder Twine

Per Pound
Sisal 10c
Standard 10c
Standard Manila 11c
Manila 12c
Pure Manila 13c

Bit Holders.

Angular 45%
Extension:
Barber's, ₱ doz. $15.00 ..... 45@50%
Ives' ₱ doz. $30.00 ..... 60&10%

Blind Adjusters

Columbian 33⅓%
Domestic, ₱ doz. $3.00 ..... 33⅓%
Excelsior, ₱ doz. $10.00 ..... 50&10&2%
North's 10%
Zimmerman's ..... 50@50&10%

Blind Fastenings and Tenons

Security Gravity, ₱ gr $9.00
Zimmerman's ..... 50@50&10%

Blocks, Tackle

Eddy's ..... 50&10@60%
Hartz' Steel ..... 40&10@50&5%
Iron Strapped, Japanned Sheaves .. 70&10%
Iron Strapped, Lig Vitae Sheaves 60%
Rope Strapped, Japanned Sheaves ... 65&10%
L. V. Sheaves 40%
Lanes:
Junior, Self Sustaining 30%
Pat. Automatic 30%
Perfect Safety 30%
Stowell, Novelty Block ..... 50&10%

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c ..... 60&10%
Cast Iron Chain ..... 60&10%
Cast Iron Shutter Bolts ..... 60&10%
Ives' Patent Door Bolts 60%
Wrought Barrel ..... 80@80&10%
Wrought Barrel Bolts, Griffin's ..... 75&10%
Wrought Square ..... 70@70&10%
Wrt Shutter, St'rnd list ... 50&10%@50&10&5%
Wrought Spring, Sargent's ..... 70&10@75%

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ⅝x6 and smaller 75%
Larger and longer ..... 65&5%
Phila. Eagle, $3.00 list May 24, '99. ..... 80%
Bolt ends, list Feb. 14, '95 ..... 65&10%
Bolt ends, with C and T nuts ..... 65&5%
Machine, ⅝x4 and smaller 75%
Machine, larger and longer ..... 65&10%

TIRE—

American Screw Co:
Bay State, plain, list Dec. 28, '99 .... 72½%
Bay State, fluted 72½%
Eagle Phila 82½%
Norway, Phila 80%
Common ..... 75&10@80%
Norway, Phila 80%
Portchester, Norway 80%
Phila 80%

STOVE AND PLOW—

Plow ..... 60&10&10&70%
Stove ..... 85@85&10%

MISCELLANEOUS—

Sink 80%

Bone Mills

Enterprise ..... 25@30%
Stearns 40%

Borers, Tap

Enterprise ..... 20@25%
Each $1.25, $1.65, $2.50
Nos 1 2 3
C. E. Jennings & Co.:
No. 6 ..... 80&10%
No. 10 ..... 25&10%
Common ring ..... 20&10%
Ives ..... 25&10%

Boring Machines

WITHOUT AUGERS—

Upright. Angular.
Jennings' ..... 85&5%
Miller's Falls ..... $7.50, 15&10%
Snell's, Rice's Pat $2.50, $2.75
Ajax 40%
Phillips ..... $4.00 net

Bow Pins

Hotchkiss ..... 60&10%

Boxes, Mail

Heller's ..... 40&5%

Box Hooks

Humason & Beckley's ..... 60&10&10%

Box Openers

Humason's ..... ₱ doz. net $5.00
Bemis & Call's 65%

Box Scrapers

Bradley's 20%

Box Strapping

Cary Mfg. Co's., in case lots:
"Universal" ..... 25&20%
Standard Metal Strap Co's.:
Eclipse ..... 20&10&10&5%

Braces

Barbers' ..... 50&10&10@60&10%
Barbers' Ratchet ..... 60@60&10%
Common Ball American ..... 60@60&10%
Ives':
Barbers' ..... 60&5%
Barbers' Ratchet ..... 60@60&10%
New Haven Novelty 70%
New Haven Ratchet ..... 60&10%
Spofford ..... 60&5%
C. E. Jennings & Co.:
No. 108@114½ ..... 50&5&10%
No. 208½@214½ ..... 50&5&10%
Lancaster Mach. & Knife Works 50%
Gen. Spofford's 60%

Brackets

Griffin's Folding ..... 70&10%
Griffin's Pressed Steel 80%
Bradley's Patent, full cases ..... 80&10&10%
Bradley's, in broken cases ..... 80&10%

Bracket Saw Frames

Miller's Falls Co ..... 25&10%

Bracket Sets

Miller's Falls Co ..... 33⅓&10%

Bright Wire Goods

Standard list, June 24, 1903 ..... 90&25

Bull Rings

Humason, Beckley & Co's 80%
Rea's 2½ in. net, ₱ doz $1.50
Sargent's 80%
Seymour Smith & Sons 60%

Bull Punches

Humason & Beckley's, ₱ doz. net $8.05

Butchers' Cleavers

Bradley's 40%
Foster Bros., flat heads 30%
Foster Bros., round heads 30%
Lancaster Mach. & Knife Works .... 33⅓&40%
L. & I. J. White 30%
Plumb's 33⅓%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star ..... 15@15&10%
C. E. Jennings & Co ..... 30&10%

Butter and Cheese Triers

Ordinary Black Handle 25%
Humason & Beckley's 40%

Butt and Rabbet Gauges

Stanley's ..... 25&10%

Butts

BRASS—

Wrought Brass, list September, 1898 .... 15%

CAST IRON—

Fast Joint, broad ..... 40&10@50%
Fast Joint, narrow ..... 40&10&50%
Loose Joint ..... 70&5&75%
Loose Joint, Japanned ..... 70&5&75%
Loose Joint, Jap. with Acorns .... 70&5&75%
Loose Pin ..... 70&5&75%
Mayer's Hinges ..... 70&70&5%
Parliament Butts ..... 70@70&5%

WROUGHT STEEL—

Table and back flaps 75%
Narrow and broad 75%
Inside Blind 75%
Loose Pin 75%
Loose Pin, Ball and Steeple Tip 85%
Japanned, Ball Tip Butts ..... 79&10%
Bronzed Wrt. Nar. and Inside Blind Butts ..... 55&10%
Ex 10&10@10&10&10%

Calipers

Bemis & Call:
Wing 60%
Double 65%
Inside and outside 65%
Straight leg 65%
Call's Pattern, inside 55%

Can Openers

American ..... ₱ gross, $1.75@$2.0
Goodell's Acme ..... ₱ gross, 6.00
Hopper's ..... ₱ gross, 15.00
No. 5, Iron handle ..... ₱ gross, $2.00@2.25
Phœnix 40%
Sardine Scissors ..... 75&10%
Sardine Scissors, forged steel .. ₱ doz., $4.50
Sprague, Nos. 1, $2.00; 2, 2.25; 3, 2.50 .. 75&10%
Universal, ₱ doz 50%

Cartridges

See Ammunition.

Casters

Bed ..... 70@70&10%
French or Philadelphia Iron wheel 75%
Plate ..... 60@60&10%
Payson's Furniture ..... 70&10&10%
Payson's Truck ..... 70&10%
Standard, Ball Bearing 45%

Cattle Leaders

Humason, Beckley & Co's 70%
Sargent's ..... 70&10%
Welton's ..... 70&10%

Chain

American Coil, Straight Link:
Inch ₱ 100 Lbs.
5-16 ..... $3.60
⅜ 5.80
7-16 ..... 4.85
½ 4.10
9-16 ..... 3.85
⅝ 3.35
¾ 3.80
⅞ 3.75
1 ..... 3.60
⅛ to 1 ..... 3.55
1¼ to 1½ 3.70
Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain ..... 35&5%

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Chains

Galvanized Pump chain, ₱ lb.....4¼@4¾c
Ger. coil, list July 24, '97...60&10@60&10&10%
Ger. Halter chain, list July 24, '97.60&10&10%
Jack chain, Iron.....60&10@60&10&5%
Jack chain, Brass.....60&10@60&10&10%
Oneida Wire Dog chains.....45@50&5%
Trace Wagon and Fancy Chains:
New list.....60@60&10%
Bridgeport Trace chains.....65%
Stake chains.....65%
Heel chains.....80%

COW TIES—
American.....45@50%
Niagara.....45&5@50&10&5%
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....50%
Sisal.....30&10%

Chain Guards

Aluminum S. & N. Co.....50%

Carpet Stretchers

Montrose' "Excelsior," ₱ doz., $6.00....20%
Ballard's.....83⅓%
Cast iron, Steel points, ₱ doz.....80c
Sockets, ₱ doz.....$1.75

Carpet Sweepers

	₱ Doz.
Bissell's Cyco Bearing:	
"Parlor Queen"	$30.00
"Elite"	29.00
"Boudoir"	27.00
"American Queen"	27.00
"Ideal"	25.00
"Gold Medal"	24.00
"Premier"	24.00
"Superior"	24.00
"Prize"	24.00
"Welcome"	24.00
"Grand Rapids," nickel	24.00
"Grand Rapids," Japan	22.00
"Standard," nickel	22.00
"Standard," Japan	20.00
"Crown Jewel," nickel	21.00
"Crown Jewel," Japan	19.00
"Crystal"	36.00
"Grand," length of case, 17 inches	36.00
"Club," length of case, 24 inches	54.00
"Hall," length of case, 28 inches	60.00
"Junior," nickel, length of case 12½ inches	22.00
"Junior," Japan, length of case 12½ inches	20.00
"Misses"	9.00
Sterling Carpet Sweepers:	
Model A, Nickel trimmings	25.00
" B, Japd. "	21.00
" " Nickel "	23.00
" C, " "	21.50
" D, Japd. "	19.50

Carpet and Rug Beaters

	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10, Wire, Glavanized	1.50	18.00

Cherry Stoners

Enterprise.....25%@30%
Goodell's Family, net ₱ doz.....$5.00
Rollman's, net., ₱ doz.....6.00

Chisels

SOCKET FRAMING & FIRMER—
Standard Makes.....70&10@75%
L. & I. J. White.....30@30&5%
C. E. Jennings & Co., No. 70.....25&10%
Jennings & Griffin Mfg. Co.....65&2&10%

TANGED & MISCELLANEOUS—
W. & S. Butchers'.....$4.75@$5.00to£
C. E. Jennings & Co.....25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels.....25&10%
Tanged Gouges.....25&10%
Tanged Firmers.....83⅓&10%
Tanged Gouges.....83⅓%
L. & I. J. White.....25&5%

COLD CHISELS—
Good quality, ₱ lb.....13&16c
Snell's best C. S.....50&10%
Cronk's.....50%

Cleaners, Sidewalk

	₱ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers

HORSE—
Chicago Flexible Shaft Co's.:

	Each.	
Lightning Belt Clipping Mach.	$15.00	15%
New '98, Chicago	8.75	15%
1902 Chicago	10.75	15%
Twentieth Century	5.00	20%

Coach Oil

Snow Flake.		
One-pint cans, ₱ doz.	$ 3.00	30%
One-quart cans, ₱ doz.	4.80	20
One-gallon cans, ₱ doz.	15.00	33⅓
Five-gallon cans, ₱ doz.	66.00	

Cocks, Brass

Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks....70&10@75%

Coffee Mills

Box and Side.....50&10@60%
Enterprise Mfg. Co.....25@30%
Lane Bros. Co.....30%

Compasses, Dividers, &c

Athol Calipers and Dividers.....40%
Bemis & Call Co's.:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers....75@75&10%

Coopers' Tools

Bradley's:
Hoop Drivers.....25%
Rivet Sets.....20%
Cold Chisels.....20&5%
Punches.....15%
Vises.....15%
Inshaves.....20%
Barton's.....20&20&3%
L. & I. J. White.....20&20&5
Sandusky Tool Co.....25&10@30&10%

Corkscrews

Detroit Cork Screw Co.....83⅓%
Humason & Beckley Mfg. Co.....50&10%
Samson, ₱ doz.....$10.00

Corn Hooks

	₱ Doz.
Kretzinger Cut-Easy	net $3.00

Corn Knives and Cutters

Bradley's.....net
Wadsworth's.....net $1.5(

Countersinks

Mayhew's Diamond.....40@45%
Smith's.....25%
Snell's.....40%
Wheeler's Patent.....50%

Cow Ties

See Chain.

Crayons

Sargent's List.....20%
Dixon's: ₱ Gro.
Eclipse.....7 in., $3.75; 9 in., $4.38
Emerald.....5.00
Oriole.....5.0(
Rainbow.....3.12
Solid.....7.50
Tailors, black, $5.62; red and blue....9.00

Curry Combs

Kohler's.....40%
The Metal Stamping Co.....40%
Southington Cutlery Co's.....25&10%

Cutlery

Foster's Pocket.....30%

Diggers

See Post Hole, etc.

Dividers

See Compasses, Dividers, etc.

Dog Collars

Walter B. Stevens & Son:
Brass.....40%
Embossed Gilt.....30&10%
Leather.....40%
Union Hd'wre Co., new list.....50@50&10%

Door Checks

Bardsley's.....40%
Columbia.....50&10%
Eclipse.....60&10%
Home.....50&10%
Pullman's Screen, ₱ doz. net.....$4.50

Door Holders

Empire.....50%
Superior.....83⅓%

Door Springs

Columbian Steel.....20%
" Faultless.....50%
Gem (Coil), list Oct. '95.....20%
Pullman, Perfect.....25%
Pullman Coil.....25%
Star (Coil), list Oct. '95.....30%
Torrey's Rod, 39 in., ₱ doz. net..$1.10 @ $1.25
" " 48 in., " " " 3.50
Victor, Coil.....50&10&10%
Chicago Coil Springs.....40&10%
Reliance Coil Springs.....40&10%

Drain Cleaners

Iwan's Adjustable.....55%
Iwan's Stationary.....45%

Drawer Pulls

Drawer Pulls, Griffin Mfg. Co., list..75&10%
Sargent's list.....60

Drawing Knives

Standard Makes.....70&10@75%
Adjustable Handle.....25@25&10%
Bradley's.....40&5%
Jennings & Griffin.....60%
" .....16⅔&10%
Watrous.....20&5@25%
L. & I. J. White.....

Drills and Drill Stocks

Automatic Boring Tools, Goodell's 40&5@40&10%
Blacksmiths'.....60%
Breast, Goodell's.....25@30%
Breast, Miller's Falls, each $3.00.....15&10%
Stearns' bench.....80%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $12.00.....83⅓%

TWIST DRILLS—
See Augers and Bits.

Egg Beaters

	₱ Doz.	₱ Gro.
Holt-Lyon Co.:		
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz., $6.60	1.15	13.00
No. 1, Tinned	1.40	16.80
No. B, Japanned, hotel size.	1.85	22.00
No. 6, Japanned, Dasher flared	1.55	19.80
No. 2, Tinned, hotel size	2.00	24.00
Taplin Mfg. Co.:		₱ Gro.
No. 60 Improved Dover		$ 6.0
No. 75 Improved Dover		6.5
No. 100 Improved Dover		7.0
No. 102 Improved Dover, Tinned		8.5
No. 150 Improved Dover, Hotel		15.0
No. 152 Improved Dover, Hotel T'd.		17.0
No. 200 Improved Dover, Tumbler.		8.0
No. 202 Imp'd Dover, Tumbler T'd.		9.5
No. 300 Imp'd Dover Mammoth ₱ doz		2.0

Escutcheons

Wood.....25%

Farriers' Knives

	₱ Doz.
"Challenge"	$3.00
Popes	3.00
Wilkinson's, net	3.00
Wostenholm's	3.25

Faucets

Iron Petroleum.....70@70&10%
John Sommer's "Peerless," Tin Key....40%
"Boss," Tin Key.....50%
"Victor," Metal Key.....50&10
"Duplex," Metal Key.....60%
"I. X. L.," Corked Lined.....50%
"Reliable," Cork Lined.....50&10%
"O. K." Cork Lined.....50%
"Chicago," Cork Lined.....60%
"Perfection," Cedar.....40%
"No Brand," Cedar.....50%

SELF MEASURING—
Enterprise ₱ doz. $36.00.....40&10%
Lane's.....$40.10&2%

Files

DOMESTIC—
New list, Nov. 1, 1899:
American.....75&10@75&10&10%
Arcade.....75&10@75&10&10%
J. Barton Smith.....75&10@75&10&10%
Disston's.....75%
Disston's Superfine.....50%
Eagle.....75&10@75&10&10
Great Western.....75&10@75&10&10%
Kearney & Foot.....75&10@75&10&10%
McClellan.....75&10@75&10&10%
Nicholson.....70&10@75&5%
Nicholson's X. F. Files.....40@40&10%
Royal.....80@80&10%

IMPORTED—
Stub's.....Stub's list, 30@33⅓%

Filters

Acorn.....50%
Fulper's Natural Stone.....$8.50@$18.50
Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list.....60@60&10%
Kirby & Limerick, low list (50c. base)...10%

Fishing Tackle

	₱ Doz.
Bishop's.	
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:
Great American.....60&20%

Freezers, Ice Cream

"Alaska":					
Qts.	1	2	3	4	6
Net	$1.15	$1.35	$1.60	$1.95	$2.60
"North Star:"					
Net	$1.25	$1.45	$1.75	$2.25	

Fruit, Wine & Jelly Presses

Enterprise.....20@25%

Fry Pans

Standard list.....75&10%

No.	1	2	3	4
₱ doz.	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8
₱ doz.	$6.00	$7.00	$8.00	$9.00

Gauges

Bemis & Call's Steel.....50%
Clapboard.....25&10%
Disston's Mortise.....70%
Marking Mortise, etc.....60%
Stanley's.....35%
Starrett's Surface, Center and Scratch.....25&10%
Wire, Morses.....25%
Wire, P. S. & W., low list.....33⅓%

Gimlets

"Diamond" Gimlets, ₱ gro.....$4.00@$4.25
Double Cut.....40&10 & 50%
Metal Head.....50&10%
Wood Head.....50%

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40&10%

Glue Pots

See Hollow Ware.

Graters

Enterprise.....25@30%

Graphite, Lubricating

Dixon's Pure Flake:
682— 1 lb. cans.....20c. ea
683— 5 lb. screw top tin cans.....85c. ea
684— 10 lb. screw top tin cans.....$1.60 ea
644— 25 lb. boxes.....15c. lb
645— 50 lb. boxes.....14½c. lb
646—100 lb. kegs.....14c. lb
647—350 lb. barrels.....12c. lb

Grindstone Fixtures

Cronk's.....50%
Forest City.....30@30&10%
Sargent's Patent.....30&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....60&10%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₱ doz.....$6.50

Halters

Covert Mfg. Co.:
Jute Rope Halters.....50%
Sisal Rope.....30&10%
Web Halters.....35&5%

Hammers

HANDLED HAMMERS—
Cheney's:
Adze Eye and Plain.....40&10&10%
Blacksmiths and Riveting.....50&10%
Machinists and Engineers.....60&5%
Magnetic tack, Nos. 1, 2, 3, $1.25 $1.50 $1.75.....50%
Maydole's.....33⅓&5@40&10%
Sargent's new list.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....33⅓&7½%
Engineers and B. & Hand.....50&12½%
Quaker City Hammers.....40&5%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS & SLEDGES—
Under 5 lb 50c lb.....30&5%
5 to 5 lb 40c lb.....30&5%
Over 5 lb 30c lb.....30&10&5%
Wilkinson's Smiths.....9½c@10c ₱ lb

Hammock Ropes

Covert Mfg. Co.:
Jute.....40&5%
Sisal.....30%

Hand Cultivators

Ulrich Mfg. Co.:
Osborne's, ₱ doz.....$15.00

Handles

WOOD—
Auger, assorted, ₱ gro.....$2.75
Auger, large, ₱ gro.....3.25
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 32½.....40%
Axe, Pick, etc.....60&5%@60&10%
Bliss Mfg. Co.:
Chisel, Brad Awl, File, Auger, Soldering Iron } 25@33⅓
Brad Awl, ₱ gro.....$1.75@$2.00
Chisel, Worcester, leather capped, ₱ doz. net.....$1.50
File, assorted, ₱ gro.....$1.40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro. $2.25@$2.75
Hammer, Hatchet.....60&10%
Hoe, Rake and Fork.....45@50
Rollis Hdw. Co. Hafts, $9.00.....40&10%
"Simplicity" File Hdls, ₱ gro....$ 30&1.50
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D Handle.....30%
Shovel and Spade, Long Handles...40&5@50%

CROSS-CUT SAW HANDLES—
Atkins.....40&5%
Champion.....45@45&10%
Disston's.....50%

Hangers, Barn Door

Old Pattern.....60&10%
New England.....65⅔@70
Chicago Spring Butt Co.:
Fraction.....25%
Oscillating.....25%
Big Twin.....25%
Lane's:
Covered.....60&2%
Hinge Pattern, net.....$6.00 ₱ doz.
Standard.....60&5%
Special, No. 25.....$3.50
" " 30.....5.20
" " 40.....5.00
" " 20.....6.25
Track for same, ₱ 100 ft. net.....3.75
Cronk's:
Nos. 1, 1½, 2 and 3.....60&10%
Nos. 11, 12.....70%
Nos. 22, 21½, 22.....60%
Nos. 32, 50.....60&20%
No. 44.....60%
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr...60&10%
Myers' Stay-on.....60&5%
Wilcox's New Century.....30&10&10%

Hangers, Garment

Pullman's.....₱ gro. net $3.00

Hangers, Parlor Door, Etc

Lane's:
Standard.....net $3.20
Ball Bearing....." 4.15
No. 105....." 3.55
New Model....." 2.85
New Champion....." 2.25

Hardware Shelving

OAK CABINETS—
J. D. Warren Mfg. Co.:
No. B 488, 40 drawers, no partitions, run. ft., $3.60; net each.....$30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.38; net each.....36.47
No. 1658, 64 drawers, no partitions, run. ft., $5.52; net each.....54.28

OAK BASES—
No. 1700, open base with center shelf, run. ft., $1.85; net each.....15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each.....18.75
No. 1708, with two adjustable center shelves, run. ft., $2.75; net each.....22.92

NAIL BIN BASES—
No. 1732, 12 spaces, 150 lbs. each, run. ft., $2.71; net each.....22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each.....25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each.....30.68

Hasps and Staples

Cronk's.....50%
McKinney's "Perfect", $1.10 ₱ doz.....50%
Wrought.....90@90&10%
Wrought, Stanley.....80%
Wrought, Griffin.....80%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:
Myers Unloader, double steel track..$7.00
Myers Unloader, wood track..... 7.00
Comb. Car, Double steel T..... 7.00
Comb. Car, wood track..... 7.00
Rev. Car, Double steel track..... 7.00
Rev. Car, wood track..... 7.00
Myers Unloader, cable..... 7.00
Myers Unloader, single rail..... 7.00
Sure Grip Sling Car, steel or wood track.....12.02
Dbl. Rail steel track, complete, ₱ ft. —
Single Rail steel track, complete, ₱ ft .20
D. H. Fork steel, regular, each..... 1.60
Nellis Fork, each..... 3.00
Double Grapple Fork, each..... 7.00
Sprouts, Shear Fork, each..... 1.50
Walker Fork, each..... 2.50
Common 6 in. wood sheave pulley, Fig. 433, ₱ doz..... 3.20
Faultless steel frame K. P. pulley, Fig. 435, ₱ doz..... 4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 485, ₱ doz..... 3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz..... 4.50
Reed Wood Frame pulley with hook, Fig. 434, ₱ doz..... 4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz..... 3.50
Floor pulley, wood sheave, Fig. 486, ₱ doz..... 4.50
Hanging Hooks for double steel track, ₱ doz..... 1.40
Hanging Hooks for single steel track, ₱ doz..... 1.40
Hanging Hooks for wood track, 10 in., ₱ doz..... 1.00
16 in., ₱ doz..... 1.30
Floor Hooks, ¾ in., ₱ doz..... 1.40
Malleable Rafter brackets, ₱ doz..... .70
Wrought Rafter brackets, ₱ doz..... .70
Rope Hitch, ₱ doz..... 3.20
Discount on above 50%

Hay and Straw Knives

Auburn Hay, com. and spear point..40&10%
Iwan's Hay, sickle edge, ₱ doz., net...$9.50
Iwan's Hay, imp. serrated, ₱ doz., net.10.00
Kohler's Hay, sickle edge, ₱ doz., net.10.00
Auburn Straw.....40&10%
Weymouth, pat.....65&5%
Wadsworth's.....40&5%

Hedge Trimmers

Wadsworth's:
No. 1, ₱ doz., net.....$6.00
No. 2, ₱ doz., net.....6.00

Hinges

WROUGHT IRON HINGES—

Screw Hook and Strap	6 to 12 in., ₱ lb	3½c
	14 to 20 in., ₱ lb	3¼c
	22 to 36 in., ₱ lb	3¼c

STRAP AND T HINGES—
New list, Dec. 20, 1904:
Light Strap Hinges.....70%
Heavy Strap Hinges.....75&5%
Light T Hinges.....65%
Heavy T Hinges.....60%
Extra Heavy T Hinges.....70&10%
Hinge Hasps.....50%
Corrugated Heavy Strap.....70&5%
Corrugated Ex. Heavy T.....70&10%
Extra 10%

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SPRING HINGES—

Bommer Brothers:
Bommer Spring Hinges 40%
Bommer B. B. Floor Hinges 40%
Bardsley's Patent Checking 15%
Chicago Spring Butt Co.:
Chicago Spring Butts 25%
Triple End Spring Butts 50%
Chicago Ball Bearing Floor Hinge 50%
Garden City Fire Engine House Hinge 25%
Chicago Saloon Door Hinge 25%
Columbian:
Steel Hinges 60%
Floor Hinges 60%
American ..... 30&5%
Gem 30%
Oxford ..... 30&5%
Acme, Steel 35%
" Brass 25%
Niles Mfg. Co 30%
Superior:
Floor Hinges 33⅓

GATE HINGES—

Clark's, Nos. 1, 2, 3 ..... 50&10@60&10%
N. E., ₱ doz., $7.80 ..... 60%
N. E., Reversible, ₱ doz., $5.60 ..... 60%
N. Y. State, ₱ doz., $4.90 ..... 60%
Western, ₱ doz., $4.20 ..... 60%

BLIND HINGES—

Parker ..... 70&10@70&10&10%
Sargent's, Nos. 1, 3, 5, 11, 15 ..... 75%
W. H. Co's., No. 2 Mortise Gravity 60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.20 ₱ doz. sets ..... 30&10%

Hitching Cords

Covert Mfg. Co ..... 45&2%
Hitchers Stall 35%

Hollow Ware

ENAMELED—

Lalance & Grosjean Mfg. Co. list Nov. 1, '01: 40%
Agate Nickel Steel Ware ..... 50&20%
Pearl Agate Ware ..... 50&20%
Blue and White Ware ..... 60&15%
All White Ware ..... 50&20%
Regal Steel Ware ..... 60&10%
Peerless Ware ..... 70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895 ..... 40&10%
Iron Clad:
Peppered Ware, high list 70%
Mottled Ware, high list 75%

STOVE HOLLOW WARE—

Blacklock:
Ground ..... 55@60&10%
Plain or Unground ..... 60@65&10%
Country Ware ₱ 100 lbs. net ..... $2.75@$3.00
Enameled Ware ..... 50@55&10%

WHITE ENAMELED WARE—

Maslin Kettles 70%
Tinned Boilers and Saucepans 40%
Enameled 50%

GLUE POTS—

Tinned 35%
Enameled 40%

SILVER-PLATED HOLLOW WARE—

4 mo. or 5% cash in 30 days.
Hartford Silver Plate Co ..... 40&5%
Holmes & Edwards Silver Co ..... 40&15&5%
Meriden Brittania Co ..... 40&10%
Rogers & Brother ..... 40&5%
William Rogers Mfg. Co ..... 40&10%

Hooks

BUSH—

Jennings & Griffin's ..... 33⅓&5%
Wadsworths 60%

CAST IRON—

Ceiling, Sargent's list ..... 50&10@60%
Chandelier ..... 60@60&10%
Clothes Line, Sargent's list ..... 50&10&10%
Coat and Hat, Sargent's list ..... 50&10@60%
Coat and Hat, Stowell's 70%
Harness, Sargent's list ..... 50@50&10%
Lamp ..... 60@60&10%
Picture ..... 50&10%
Screw Hat ..... 60&10@70%
Wardrobe ..... 60&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₱ doz $1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise 40%
Humason & Beckley, new list ..... 35&10%

WIRE—

Atlas, new list, single cases 75%
Ten case lots ..... 75&10%
Wire Coat and Hat, Acme ..... 60&10%
Wire Coat and Hat, Gem ..... 70&10%
Wire Ceiling, Gem ..... 70&10%

MISCELLANEOUS—

Belt ..... 80&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks ..... 35&5%
Grass, Wadsworth's 60%
Gronk's, Grass, ₱ doz $3.00
Hooks and Eyes, Brass ..... 60&10&10%
Hooks and Eyes, Mal. Iron ..... 70&10%
Cotton, box and hay ..... 60&10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	1	
A. C	25c	23c	22c	21c	21c	40&5%
American, all sizes, net						9¼c
Nos.	6	7	8	9	10	
Anchor and New Haven	23c	21c	20c	19c	18c	40% @40&5
Nos.	6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10,5%
Champlain	28c	26c	25c	24c	23c	40&10&10%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10&10%
Lyra, all sizes, net						9¼c
Maud S	25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ₱ lb						12c
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
New Putnam	19c	18c	17c	16c	16c	10&10%
Vulcan	28c	21c	20c	19c	18c	25&10%
Western, net						8¼c

Horse Shoes

F. O. B. Pittsburgh:
Horse and mule, Iron, ₱ keg $4.00
Steel, ₱ keg 3.75

Horse Ties

Covert Mfg. Co.:
Cotton 45%
Hemp 45%
Sisal 50%
..... 30&10%

Hose, Rubber

Boston Belting Co.:
"Boston" 50%
Niagara 60%
N. J. Car Spring & Rubber Co.:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%
Standard ..... 70&10%

Hose Bands

Star Hydrant ..... 80&30%
Steam 70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross ..... $9.00 net
Crown ..... net
Gem Ice Shave ..... net
Sargent's Ice Awls 55%
Snell's 50%
Star ..... net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise, ... No. 33, ₱ doz. $6.00 25@30%
No. 34, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain ..... 20@25%

Knives

Kimball's:
Bread Knives, ₱ doz. $1.50 ..... 20%
Butcher Knives 25%
Shoe Knives 25%
Cronk's Chopping 33⅓%
Dunlap Kitchen and bread Knives 25%
Foster Bros., butcher, &c 30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives ..... net

Knives, Hay and Straw

Wadsworth ..... 40&10%

Knife Sharpeners

Pike's:
Nat. Grit Carving Knife Hones ₱ doz $3.00
Solid Stone Carving Knife Hones ₱ doz $2.50
Quick Edge Pocket Knife Hones ₱ doz $3.00
Mounted Kitchen Sandstone ₱ doz $1.50
} 40%

Knobs

Bardsley's wood, door, shutter and base ..... 10@15%
Base, rubber tip, 2½ in head, ₱ gro ..... $1.15@$1.25
Door Mineral ..... 65@70c
Door Por. Jap'd ..... 70@75
Door Por. Nickel ..... $2.10@$2.20

Lanterns

C. T. Ham, Class A, B, C and D ..... 40&10%

Latches

	₱ Doz.
Cronk's barn door, net	$2.00
Lane's Barn Door	40&10%

Lawn Mowers

Champion ..... 75&10%
Clipper Improved ..... 50&10&10&5%
Enterprise ..... 40&10%
Genuine Philadelphia Mowers:
Styles M, S, C, K, T ..... 70&10%
Style A (all steel) ..... 60&10%
Style E, low wheel ..... 60&10%
Style E, high wheel ..... 70&10&5%
Drexel, low list 50%
Gold Coins, low list 50%
New Departure, high wheel ..... 70&10%
New Departure, low wheel 75%
Pennsylvania ..... 60&10

Lawn Sprinklers

Enterprise ..... 25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

Nos.	1	2	3
Per Dozen	$12.00	$15.00	$24.00

30%
Kohler's:
Daisy, net, ₱ doz $7.50
Mystic 6.00
Rainmaker 4.80
Dew Drop 1.20

Lawn Swings "Easy"

Ulrich Mfg. Co., ₱ doz $75.00

Leads

Covert Mfg. Co.:
Cotton 45%
Hemp 45%
Jute 50%
Sisal ..... 30&10%

Lead Pipe, Etc

	₱ Lb.
Bar Lead	6¾@7c
Block Tin Pipe	35@37½c
Lead Pipe, full lengths	5 to 5¾
Lead Pipe, tin lined	12½c
Sheet Lead, full rolls	7½c

Lemon Squeezers

Berger Bros., ₱ doz. 8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Flush, ₱ doz $9.60
Little Giant ..... 50@50&5%
Porc. lined, Iron, ₱ doz $1.75
Porc. lined, Wood, ₱ doz $1.25
Wood, common, ₱ gro. ..... No. 0, $5.25@$5.50; No. 1, $5.25@$6.50

Levels

C. E. Jennings & Co's.:
Hexagon ..... 25&10%
Iron Bench, new design ..... 25&10%
Hollis Hardware Co.:
Adj. Steel 7 in., $24.00 ..... 40%
12 in., $37.00 ..... 40%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish 40%
Cotton Chalk, 20 feet ..... 40&10%
Cotton Trot 20%
Samson Cot., Nos. 4, $2.20; 4½, $2.75 ..... 20%
Silver Lake braided, ₱ gro., Nos. 0, $6.00; 1, $6.50; 2, $7.00; 3, $7.50 ..... 20%
Wire Clothes:

	18	19	20
1000 feet	$2.20	$2.00	$1.85
75 feet	1.80	1.70	1.50

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co 40%
R. & E. Mfg. Co 40%
Reading Hardware Co ..... 40&10%
Sargent & Co ..... 40&10%

CABINET—

Eagle Lock Co 33⅓%
Corbin 33⅓%
Yale 33⅓%

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00 ..... 40%
Ames Sword Co 40%
Brown's brass 25%
Brown's chain 25%
Champion 40%
Eagle 40%
Slaymaker's:
General line ..... 35&10%
Scandinavian 90%
" steel keys 50%
Smith & Egge bicycle 50%
Wrought Iron ..... 75&10@80%
Yale Lock Co 60%

TRUNK—

Corbin's ..... 25&10%
Eagle 40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory ..... 45@5&50%
Lignumvitæ ..... 45@5&50%
Bliss:
Carpenters, Tinners, Box, Carvers 33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden 33⅓%
Regular Goods ..... 70&10%@75%

Meat Cutters

American 30%

Nos.	1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$60

Dixon's, ₱ doz ..... 30&10@40%

Nos.	1	2	3	4
Each	$14	$17	$19	$30

Enterprise ..... 25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.75	$6	$4.50	$6

Little Giant ..... 33⅓@40%

Nos.	305	310	312	320	322
Each	$35	$48	$44	$72	$58

Woodruff's, ₱ doz ..... 30&1@40%

Nos.	100	150
Each	$15	$18

Beef Shavers (Enterprise) ..... 25@30%

Meat Juice Extractors

Enterprise ..... 25&30%

Metals, Anti-Friction

	₱ Lb
Magnolia Metal Co.:	
Defender	18c
Cosmic	10c
Magnolia, Anti-Friction	25c
Mystic	15c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00 ..... 40%
Sargent's ..... 60@60&10%

Mitre Boxes

C. E. Jennings & Co ..... 30&10%
Seavey's, ₱ doz., $30 ..... 40%
Stanley Rule and Level Co.:
Nos. 340 to 460 ..... 30%
Nos. 50 and 60 ..... 35%

Motors

COFFEE MILL—

Specialty Novelty Co., each $5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Assn list, July, 1899 ..... 85@85&10%

PICTURE—

Niles' Patent 40%
Porcelain head, combination list ..... 60&10%
Porcelain head, Sargent's list 60%

Nail Nippers

"Gem," ⅛ gross lots, ₱ gross $21.00
" less quantity, ₱ dozen 2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net $7.50
Black Hawk, ₱ dozen 9.00
Cyclops ..... 50&10%@50%
Cronk's, ₱ dozen, net $12.00
Eureka, No. 74, ₱ doz., net $8.50
Eureka, No. 75, ₱ doz., net $8.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00 ..... 30&5%
Lightning, ₱ doz., $18.00 ..... 20%
Morris No. 1, list $20.00 ..... 50%
National, ₱ doz., $24.00 ..... 10%
Pelican, ₱ doz., $ 9.00 ..... 40@40&10%
Rollis Hardware Co., No. 1, $18.00 ..... 50&10%

Nail Sets

	₱ Gro
Hunters, Cup Point, knurled	$10.00
Hunters, Cup Point, plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25
Snell's:	
Octagon, ₱ gro	$5.25
Corrugated	6.75
Knurled	6.75@7.50

Nippers

Acme	50%
Smith's cutting	50%
Todd's cutting	50%

Nut Crackers

	₱ Gro
Acme, Japanned, $30.00	40%
Acme, Nickel Plated, $3.00	20%

Nuts

Cold Punched:
Mfrs. or U. S. Standard. Off List
Square, blank $5.00
Hexagon, blank 5.45
Square, blank, C. T. & R 5.30
Hexagon, blank, C. T. & R 6.05
Hot Pressed:
Mfrs. U. S. or Nar. Guage Standard
Square, blank 5.20
Hexagon, blank 5.30
Square, tapped 5.20
Hexagon, tapped 5.70

Oils

Linseed, city, raw, in barrels, ₱ gal 39c
Linseed, city, boiled, in barrels, ₱ gal 41c
Out of town on spot, ₱ gal 38c
Calcutta, raw, in barrels, ₱ gal 62c
Lard, prime city, ₱ gal ..... 63@64c
Lard, Extra, No. 1 ..... 49@52c
Lard, No. 2 ..... 38@40%

Oilers

Brass and copper ..... 50&10
Tin or steel ..... 65&10
Cushman & Denison's: ₱ Doz
Gem ..... $ .50
Leader ..... .60
Perfect oilers 1.50
Star pocket oilers ..... .75
"Paragon," brass ..... 45@50%
"Paragon," zinc ..... 60&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust ..... 70@70&10%
Zinc and tin ..... 65@65&10%
American Tube & Stamping Co.:
Spring bottom cans ..... 70@70&10%
Railroad oilers, etc ..... 60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes':
Hindostan, large axe ..... 8c ₱ lb
" small " ..... 10c " "
Queer Creek Axe ..... 20c " "
} 40%

OIL STONES—

Pikes':
Lily White Washita ..... 60c ₱ lb
Rosy Red " ..... 60c " "
Extra " ..... 50c " "
No. 1 " ..... 40c " "
No. 2 " ..... 30c " "
Lily White " round edge slips ..... 90c " "
No. 1 Washita, round edge slips ..... 70c " "
Washita Pen Knife pieces ..... 70c " "
No. 1 Hard Arkansas stone 3 to 5¼ in. long ..... $3.80 " "
No. 1 Hard Arkansas stone 5¼ to 8 in. long ..... $3.50 " "
No. 1 Soft Arkansas stone 3 to 5¼ in. long ..... $1.50 " "
No. 1 Soft Arkansas stone 5¼ to 8 in. long ..... $1.70 " "
Soft Arkansas, round edge slips ..... $2.50 " "
Hard Arkansas, round edge slips ..... $4.00 " "
Hard Arkansas Pocket Knife pieces ..... $4.00 " "
} 33⅓

Pikes':
Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes 40%
India Oilstones, all grades and sizes 33⅓%
Queer Creek Oilstones ..... 20c ₱ lb
Chocolate Oilstones ..... 50c " "
Regular Hindostan ..... 8c " "
Small Hindostan ..... 10c " "
} 40%

Packing, Steam

RUBBER—

Boston Belting Co.:
Phoenix, net ₱ lb 50c
Plumbago 50%
Pure Packing, "Excelsior" 50%
Extra 60%

MISCELLANEOUS— ₱ Lb

American Packing ..... 8c@10c
Cotton Packing ..... 16c@25c
Italian Packing ..... 9½c@12c
Jute ..... 4¼@5c
Russian Packing ..... 8½c@11c

Padlocks

See Locks.

Parers

APPLE—

Advance	₱ doz	$ 4.00
Baldwin	" "	4.00
Bonanza Improved	each	6.50
Daisy	₱ doz	4.00
Dandy	each	7.50
Eureka Improved	"	20.00
Family Bay State	₱ doz	15.00
Improved Bay State	" "	36.00
Little Star	" "	5.00
New Lightning	" "	7.00
Reading, 72	" "	3.25
Reading, 78	" "	6.25
Rocking Table	" "	6.20
Turntable, '98	" "	6.00
White Mountain	" "	5.00

POTATO— ₱ Doz

Saratoga	$7.00
White Mountain	6.00

Pencils

Dixon's:	₱ Gro
Carpenter's	$2.17@8.75
Carpenter's, blue or red lead	4.00@7.50
Office	1.87@7.50
Lumber	6.87
Colored lumber	9.00
Black artists	9.37
Colored	4.38@7.50
Assortment boxes	1.31@2.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 23, 1899 ..... 70&10@75

Pipe Hangers, Conductor

Iwan's, Perfection wire 50

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.) 40%
Bench, first quality ..... 40&10%
Bench, second quality ..... 50&10%
C. E. Jennings & Co ..... 50&10%
Molding ..... 33⅓&5%

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IRON PLANES—
C. E. Jennings & Co., iron....50&10%
Sargent's....60@60&10%
Standard Tool Co....50@60&5%
Stanley Rule & Level Co.:
Bailey's....40%
Miscellaneous....35%

PLANE IRONS—
Buck Bros....30%
Butcher's....$5.00@$5.25 to £
C. E. Jennings & Co....16⅔&10%
Stanley R. & L. Co....35%
L. & I. J. White....20&5@20%

Pliers and Nippers

Button....79&10@75%
Cronk & Carrier:
Pliers.
No. 1....60&10%
" 20, net....$9.00
" 40....75%
" 50....80%
" 65....40%
" 70....50%
" 80....40%
" 85....40%
Wm. Johnson's Gas Pliers....66⅔%
Smith's Side Cutting....25%

Plow Bolts

See Bolts.

Plumb Bobs

Keuffel & Esser Co....33⅓%

Plumbs and Levels

Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's....70%
Machinists'....25%

Pocket Levels

Stanley's....45%
Duplex....35%

Poachers

See Egg Poachers.

Police Goods

Tower & Lyons....25%

Polish Metal

Presoline Liquid, new list....40%
Prestoline Paste....40@40&10%
U. S. Metal Polish Paste, 3 oz boxes,
₱ doz....$ .50
₱ gross....4.00
¼ pound boxes, ₱ dozen....1.25
1 pound boxes, ₱ dozen....2.25
U. S. Liquid, 3 oz cans, ₱ dozen....1.25
₱ gross....12.00
Barkeeper's Friend Metal Polish
₱ dozen....1.75
₱ gross....18.00

Polish, Stove

Black Eagle benzine paste, 5 lb cans,
₱ lb....10c
Black Eagle, liquid, 10 oz. cans,
₱ doz....75c
Black Jack paste, ¼ lb cans, ₱ gross....9.00
Black Kid paste, 5 lb can, each....65c
Ladd's Black Beauty, ₱ gross, $10.00....50%
Joseph Dixon's, ₱ gross, $5.75....10%
Dixon's Plumbago, ₱ lb....8c
Fireside, ₱ gross....2.50
Gem, ₱ gross., $4.50....10%
Japanese, ₱ gross....3.50
Jet black, per gross....3.50
Peerless Iron enamel, 10 oz. cans ₱ doz....1.50
Wynn's:
Black silk, 5 lb. pail, each....70c
Black silk, ½ lb. box, ₱ doz....1.00
Black silk, 5 oz box, ₱ doz....75c
Black silk, ½ pint liquid, ₱ doz....1.00

Poppers, Corn

Square.	₱ Doz	₱ Gro
1 qt.		$ 9.00
1½ qt.		11.00
2 qt.		13.50

Post Hole Diggers

Disston's Samson Digger, ₱ doz. $34....25%
Kohler's:
Little Giant....₱ doz., net $12.00
Hercules...." " 9.50
Invincible...." " 9.00
Pioneer...." " 7.20
Universal...." " 13.00
New Champion...." " 5.50
Rival...." " 7.50
Ryan's....₱ doz., $20.00 25%
Iwan's:
₱ Doz
Split handle....net $7.00
Perfection...." 8.00
Rockford Tack & Nail Co.:
Rockford brand....₱ doz., " 6.50
Atlas pattern...." " " 7.50

Post Hole Augers

Iwan's Patent improved....40&5%
Perfection....₱ doz., net $8.25
Split handle...." " 7.50
Vaughan's, 4 to 9 in....." " 6.00

Potato Hooks, Etc

Hoe Down Hooks....75&10&2%
Hop Hooks....60&10&2½%
Potato Hooks....70

Powder

See Ammunition.

Presses

See Fruit and Jelly Presses.

Primers

See Ammunition.

Pruning Hooks and Shears

Cronk's Pruning Shears, all styles....33⅓%
Disston's Combined Pruning Hook and Saw, ₱ doz., $18.00....25@25&10%
Disston's Pruning Hook, ₱ doz., $12.00....25@25&10%
Smith's:
Pruning Shears....60&10%
Rockdale Pruners....33⅓%
Standard Tree Pruners....75%
E. S. Lee & Co's. Pruning Tools....40%
P. S. & W. Co's. Shears....40%
Waters' Tree Pruners....75&10%

Pulleys

Awning....60@60&10%
Axle....50&10@60%
Brass screw....45&10%
Ceiling....50@10&60%
Clothes line, Japanned....60%
Common Sense....60%
Dumb Waiter....60@60&10%
Empire Sash Pulley....60%
Fox all steel....50%
Grand Rapids," all steel....50%
Hay Fork, swivel eve., ₱ doz., 4 in., $3.75; 6 in., $5.00....55%
Hay Fork, Hartz, 4¼ in., ₱ doz., $6.00....50&10%
Hay Fork, 5 in., solid, $5.70....50%
Hot House....50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₱ doz., $12.00....40%
Side, Anti-Friction....60%
Shade rack....45%
Upright....50&10@50&10&10%

Pumps

Cistern, best grades....60@60&10%
Pitcher Spout, best grades....75@80%
Power Pumps, Myers'....50%
Spray Pumps, Myers....50&10%
Spray Pumps, Kohler's:
Daisy, net ₱ doz....$ 7.50
Mechanical, net ₱ doz....7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 328, 3 in. Shallow Well Pump....18.00
No. 8, Fig. 328, 3¼ in. Shallow Well Pump....15.00
No. 5, Fig. 307, 3 in. Deep Well Pump....15.00
No. 6¼, Fig. 307, 3¼ in. Deep Well Pump....17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump....15.00
No. 82, Fig. 523, 3 in. Deep Well Pump....17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump....14.00
No. 59, Fig. 332, 3¼ in. Shallow Well Pump....17.00
No. 70, Fig. 333, 2¾ in. Deep Well Pump....15.00
No. 72, Fig. 333, 3 in. Deep Well Pump....15.00
No. 102, Fig. 448, 3 in. Lift Pump....9.00
No. 108, Fig. 448, 3¼ in. Lift Pump..11.00
No. 128, Fig. 510, 3 in. Lift Pump....7.00
No. 131, Fig. 510, 3¼ in. Lift Pump..8.50
No. 225, Fig. 389, Windmill Pump...12.50
No. 235, Fig. 403, Windmill Pump...16.00
No. 240, Fig. 406, Regulator Pump..28.00
No. 302, Fig. 477, Spray Pump, complete....11.50
No. 330, Fig. 547, Knapsack Spray Pump....10.00
Discount 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump, net....5.00
No. 320, Fig. 492, Bucket Spray Pump, net....2.00

Punches

Bemis & Call Co's.:
Cast Steel Drive....50%
Morrill's....50%
Niagara Hollow....45%
Niagara Solid....55%
Saddlers' or Drive, good....60@65%
Snells' Tinners'....40&5%

Rail

Barn Door, Light, Inches...	¼	⅜	½
₱ 100 feet	$1.40	1.95	2.80

Barn Door, "None Better" No. 1, ₱ ft....3½c
Barn Door, "None Better" No. 2, ₱ ft....4c
B. D. for N. E. Hangers:
Angular, ₱ ft., 6c....70%
Double Flange, ₱ ft., 8c....70%
Cronk's:
₱ Ft
O. N. T. style, No. 18....2½c
Double braced....3c
Lane's:
O. N. T. 1 in., ₱ 100 ft., net....$2.75
O. N. T. 1¼ in., net....3.00
O. N. T. 1½ in., net....4.00
Hinge Hanger, 1 in., ₱ 100 ft....3.50
" 1¼ " " " " 3.98
Stowell's Wrought steel....25%
Sliding Door, Bronzed Wrought iron, ₱ ft....6½c
Sliding Door, Steel, Brass Plated, ₱ ft., 5½c
Sliding Door, Wrought brass, 1¼ in ₱ lb. 35c....25@30%
Victor Track Rail, 7c ₱ ft....60&10&2½%

Rakes, Etc

Cronk's:
Malleable....70%
New Champion....75%
Victor....80%
Anti-Clog Lawn....75%
Never Break Garden....75&10%
Queen City Lawn....40%
Kohler's:
Net
Lawn Queen, 20....$3.45
" " 24....3.80
Jumbo Lawn, 36....5.25
Paragon (wood head)....2.75
Steel Garden, 10th....2.24
" " 12th....2.40
" " 14th....2.64
" " 16th....2.88

Rasps, Horse

Disston's....75%
New Nicholson Horse Rasp...70&10@75&5%
See also Files.

Razors

Electric....List Net
Boracic....60%
Fox....50%
J. R. Torrey Razor Co....20%
Wostenholm & Butcher, $10.00 to £....10%

Razor Hones

Belgian German and Swaty, all sizes...50%

Registers and Ventilators

HOT AIR—
New list, July 1, 1903:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated....70&10%
White Porcelain....60%
Solid Brass and Bronze Metal....50%

Revolving Chimney Tops

Iwans' Volcano....50&5%

Rifle Cleaners

Bishops':
Small Bore Rifle Cleaner, ₱ doz....$3.00

Rings

See Bull and Hog Rings.

Rivets and Burrs

COPPER—
Belt with Burrs....50&5%
Hose with Burrs....50&5%

IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners....75@75%&5%
Miscellaneous....75@75%&5%

Rivet Sets

Regular list....70%

Rollers, Stay

Cronk's:

Nos	50	55	56	60	65
₱ Dozen	$1.00	.90c	.75c	.75c	.90c

Rope

Cotton Rope:	₱ Lb
Best ¼ in. and larger	16½c
Medium	14½c
¼ in. and larger	
Common	10½c

Jute Rope:
A grade....6½c
C grade....5½c
Manilla Pure:
7-16 in. and larger....12½c
¼ in....13c
⅛ and 5-16....13½c
Sisal, Pure:
7-16 in. and larger....10c
¼ in....10½c
⅛ and 5-16 in....11c

Root Cutters

Lane's....25%

Rules

Athol, Steel....33⅓%
Boxwood....60&10@60&10&10%
Ivory....35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood....35&10%
" steel....33⅓&10%
Lufkin's:
steel....50&10%
Lumber....60%
Miscellaneous, Stanley's....60%

Sad Irons

DOVER ASBESTOS—
Polishing....50%
Pressing....50%
Laundry....45%
Sleeve....50%
Tourist....50%
Toy....50%
Blacklock:
Plain black in cases, ₱ 100 lbs....$2.75
Bronze finished in cases, ₱ 100 lbs....3.15
Aluminum finish, in cases, ₱ 100 lbs. 2.95
Full nickel, in cases, ₱ 100 lbs....3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa....20&5&5%

Safety Fuse

See Fuse.

Safety Lifts

Burr Mfg. Co., steel....70&10%

Sand and Emery Paper and Cloth

Baeder, Adamson & Co's. list:
Emery cloth....50&10@60%
Garnet paper....25%
Flint and emery paper....50&10@60%

Sash Balances

Caldwell Mfg. Co....50%
Pullman....50&10@60%
Victor bronze....75%
Victor steel....70%

Sash Chain

Competition....50&10%
Giant....40%
Monarch B. C. Co....70%
Pullman bronze....70%
Pullman cop steel....70&10&10%
Royal metal....65&5%
Steel B. C. Co....70&10%
Steel, copperplated....70%
Victor bronze....70%
Victor steel....75%

Sash Cord & Weight Fastener

Ives....40%

Sash Cord

Cable Laid Italian, ₱ lb....16@18c
Cable Laid Russia, ₱ lb....15c
Common India, ₱ lb....10@10½c
Patent Russia, ₱ lb....14c
Patent India, ₱ lb....12¾@13c
Silver Lake:
A Quality, drab, ₱ lb....40c
A Quality, white, ₱ lb....35c
B Quality, drab, ₱ lb....35c
B Quality, white, ₱ lb....30c

Sash Fasteners

Imperial....33⅓%
Sash rollers....70%
Ives casement fasteners....40%
Champion....50%
Monitor, steel....25%
Shutter sheaves....60%
Window screen sash lifts....62%

Sash Locks

Champion meeting rail....50%
Champion side....60%
Ives' patent:
Bronze and Brass....62½%
Crescent....50&10%
Iron....62½%
Window ventilating....50%
Robinson pat. ventilating sash lock...40%
Wrought bronze and brass....55%
Wrought steel....55%
Paysons signal....80%
Pullman patent ventilating....25%

Sash Weights

Ton lots at factory (Eastern)....$27.50@$28.00

Sausage Stuffers or Fillers

Enterprise Mfg. Co....25@25&7½%
National Specialty Mfg. Co....80%

Saws

Atkins:
Band to 14 in. wide....60%
Band ⅛ to 3-16 in. wide....50%
Butcher....40&10%
Pruning and Compass....40%
Circular....50%
Cross Cut....35&5%
Gang....50%
Hand, Panel and rip....40%
Wood....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws....25%
Disston's:
Circular, solid and inserted tooth....50%
Band 3 in. to 16 in. wide....60%
Band ¼ in. to 1¾ in....60%
Cross cuts....50%
Narrow cross cuts....35%
Mulay, mill and drag....35%
Framed wood saws....35%
Wood saw blades....35%
Wood saw rods....35%
Hand saws, Nos. 12, 99, 9, 16, D100, D85, 120, 76, 77, 8....22%
Hand saws, Nos. 7, 107, 107¼, 3, 1, 0, 00, combination....30%
Compass, keyhole, pruning, dovetail, &c....25%
Butcher saws and blades....35%
C. E. Jennings & Co's.:
Butcher....30&10%
Hand Panel, rip & other saws..30&3¼&10%
Peace:
Cross cuts....30%
Hand panel and rip....30%
Richardson:
Circular and mill....50%
X cuts....50%
Hand saws....30%
Star, Butcher....25%

HACK SAWS AND FRAMES—

Chatillon....30%
Diamond Saw & Stamping Works:
Sterling hack and saw blades....35%
Sterling hack saw frames....30%
Disston's:
Concave blades....25%
Keystone flex. back and mach. blades 40%
Hack saw frames....30%
Griffin's:
Complete....40&10%
Saw blades....35&5&10%
Star, saws and blades....22%

Saw Filer

Disston's D8 Clamp and Guide, $30.00 ₱ doz....30%

Saw Frames

C. E. Jennings & Co....30%
Richardson's Wood....net

Saw Sets

Atkins,
Criterion saw sets, ₱ doz....$6.00
Exclsior saw tools, " "....6.00
Disston's Monarch, Nos. 1 & 10 & Star...30%
Hart's patent lever....20%
Kohler's:
"Giant Royal," ₱ doz. net....$8.50
"Royal," ₱ doz. net....5.00
Morrill's:
Nos. 1, $15.00; 10, $15.63; 11, $15.63....50%
Cross cuts, Nos. 3 & 4, $20.63; 5, $30.00..50%
Richardson's....25%
Seymour Smith & Son, hammer, ₱ doz. $4.75
Stillman's, ₱ doz....1.00
Taintor's Positive, $18.00 ₱ doz....60%

Scales

Chatillon's:
Eureka....40%
Favorite....40%
Grocers' triple scales....50%
Family, Turnbull's....30@30&10%
Hatch:
Counter....40%
Tea....40%
Union Platform, plain....$1.20@$2.00
Striped....$2.00@$3.30
Pelouze....50%

Scale Beams

Chatillon's No. 1....30%
Chatillon's No. 2....40%

Scrapers, &c

Adj. Box scrapers (S. R. & L. Co.) $6.00....45%
Box, 1 handle, ₱ doz....$2.00
Box, 2 handle, ₱ doz....$3.00@$4.00
Foot....55&5@60&5%
Ship, Common, ₱ doz., net....$2.40
Ship, R. I. Tool Co....10%

SIDEWALK—
Kohler's steel No. 7, ₱ doz....$2.50

Screens

DOOR—

Phillips.	₱ Doz
Style E, ⅛ in	$10.00
Style O77, ⅛ in	7.50
Style X Y, ⅛ in	10.50

WINDOW AND FRAMES—
Phillips:
Flyer pattern....60&10@60&10&5%
Air Line pattern....60&10%
Perfection....60&10@60&10&5%
Screen frames....70&5@60&10%

Screw Drivers

Brace Screw drivers....35&10&5%
Buck Bros....30%
Screw Driver Bits....27½%
Champion....40%
Disston's Flat Blade, electric, telegraph and cabinet makers....70%
Electric spiral, No. 01, ₱ doz., net....$6.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet....40&10%
Fray's hollow hdle sets, No. 3, $12.00....50%
C. E. Jennings & Co., No. 385....40&10%
Jennings & Griffin....66⅔%
Sargent & Co's.:
No. 1 forged blade....50&10@50&10&5%
Nos. 20 and 40....66⅔%
Screw Driver bits (Snell's) ₱ doz....60c
Stanley R. & L. Co's.:
No. 64, varnished handles....60&10%
No. 86....70&10%
Victor....55%
Defiancio....70%
Snell's No. 5....75%
No. 10....60%
Nos. 20 and 30....70%
Tower & Lyon:
Champion....40%
Magazine....25%
Machinists'....40%
Belsley's patent....33⅓%

Screws

WOOD SCREWS—
List July 22, 1903.
Drive screws, diamond point....87½&10%
Iron, bright flat head....87½&10%
Iron, bright round and oval head....85&10%
Brass, flat head....85&10%
Brass, round head....80&10%
Bronze, flat head....77½&10%
Bronze, round head....75&10%
Nickel Plated, iron flat head....77½&10%
Nickel Plated, iron round head....77½&10%

MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head...50@50&10%

COACH, LAG AND HAND RAIL—
(J. P. Coach, list Oct. 1, '99....75&12½%
Hand Rail....70&10@75%
Lag screws, list Oct. 1, 1890.
Cone Point....75&15%

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BENCH, HAND, ETC—
Bench, iron, ₱ doz.....1 in., $2.50@$3.75
1¼, $3.00@$3.25; 1½, $3.50@$3.75
Bench, wood, beech.....30@30&5%
Hand, wood.....30@30&5%
Jack Screws, Miller's Falls, roller bearing.....50&10%
Jack Screws, Miller's Falls, without roller bearing.....40&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes

₱ Doz
Wadsworth's:
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, grain; weed and bush.....40%

Scythe Rifles

2-Coat, ₱ gro., $10.00 } 40%
4-Coat, ₱ gro., $12.00 }

Scythe Stones

	₱ Gro	
No. 1, Indian Pond	$ 7.00	
No. 2, " "	4.50	
White Mountain	9.00	
Black Diamond	12.00	
Lamoille	11.00	
Green Mountains	6.00	40%
Leader Red End	4.50	
Willoughby Lake	9.00	
Extra Quinnebog	7.00	
Pike's Corundum	24.00	
" Emery	15.00	

Seeders

Raisin, Enterprise.....25@30%

Shears

Acme (cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
Straight Trimmers, etc.60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge

Wm. Wilkinson & Sons.....30%

Sheaves

SLIDING DOOR—
Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
SLIDING SHUTTER—
Sargent's list.....70%

Shells

See Ammunition.

Ship Tools

L. & I. J. White.....25%

Shot

See Ammunition.

Shovels and Spades

Association List, Nov. 15.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars

Ives'.....45%

Shutter Bolts

See Bolts, Shutter.

Sifters, Flour

Hunter's Genuine, ₱ gross....$10.50@$11.50

Skate Sharpeners

Eureka.....₱ doz.. $1.75; ₱ gro., $18.00

Slaters' Tools

Plumbs.....30%

Slaw and Kraut Cutters

Disston's:
Slaw, vegetable, corn grater, turnip shredder.....40%
Kraut cutters, 24x7, 26x8, 30x9.....55
Kraut cutters, 36x12, 40x12.....40%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 knife, ₱ gro.....$18.@$20.00
2 knives, ₱ gro.....$22.50@$30.00
Kraut cutters.....40%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers

See Hammers.

Slicers

Vegetable, Enterprise.....25%

Smiths' Bellows

See Bellows.

Snaps, Harness, &c

German, new list.....40@40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast strap, bkle snaps.....45%
Yankee Breast strap, bkle snaps.....17½%
Breast strap protector.....45&5%
Double for bits or trace carrier.....45%
Trojan snaps.....45%
High grade snaps.....45%
Jockey snaps.....35%
Derby snaps.....30&2%
Rope snaps.....35&5%
Yankee snaps.....30&2%

Scythe Snaths

National Snath Co.....45@50%
Grain cradles.....40&12½%

Spoke Shaves

Bailey's (Stanley R. & L. Co.).....50&10%
Razor Edge.....35%
Iron, ₱ doz.....50&10%
Miller's Falls.....15&10%
Seymour Smith & Sons, iron.....20%
Wm. Johnson's:
Wood, best.....30%
Wood, second quality.....33⅓

Spoons and Forks

Boardman's:
Nickel silver, catalogue "D".....net list
SILVER PLATED FLAT WARE—
L. Boardman & Son, cat'lge "D" net list
International Silver Co.:
"1847".....40&10%
"Anchor".....60%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....40&10%
Holmes & Edwards.....50&10&10%
German silver, unplated.....60@60&5%
KNIVES AND FORKS, NO. 12—
₱ Doz. Net
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....3.00

Springs

See Door Springs.

Spring Balances

See Balances.

Spring Hinges

See Hinges.

Squares

Disston's Try sq're & T bevels, new list..70%
Try square and T bevel.....60&10&1@70%
Winterbottom's Try and Mitre:
Iron Handle.....40%
Wood Handle.....50%
Nickel-pl'ted, new list, Jan. 5, '00.70&10&10%
Steel and iron.....70&10&10%

Staples

Barbed blind, ½, ⅝, & ¾ in., ₱ lb..6@6½c
Poultry Netting.....8½@8½c
FENCE—
Same price as Barb Wire, see trade report.

Stay Rollers

Cronk's, No. 50, net ₱ doz.....$1.00
" " 55 " " " 80c
" " 56 " " " 84c
" " 60 " " " 84c
" " 65 " " " 80c
Lane's, Nos. 1, 2 and 3.....40%

Steels

Chatillon's "Dicks".....30%

Stocks and Dies

BICYCLE—
Holroyd & Co.....40&10%
BLACKSMITH'S—
Butterfield's.....55&40%
Gardner.....33⅓&10%
Holroyd & Co.....50&10&5%
Holroyd's R'd Adj. screw plates.....50%
Reece's new screw plates.....25%
Lightning screw plate.....25%
PIPE MAKERS—
Holroyd & Co.....80&10%@80&10%

Stones

See Oilstones.

Stops

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders

Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts

See Bolts.

Stove Polish

See Polish, Stove.

Sweepers

See Carpet Sweepers.

Tackle Blocks

See Blocks.

Tacks, Brad, &c

List January 15, 1899.
American cut tacks.....90&25%
S. S. cut tacks.....90&30&5%
Carpet Tacks:
American blued.....90&25&5%
American tinned.....90&25&5%
Swedes Iron Tacks:
S. S.....90&30&10&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10&5%
Gimp Tacks:
S. S.....90&45&5%
Hungarian Nails, steel.....80&20&5%
Lace Tacks:
S. S.....90&45&10%
Looking Glass Tacks.....65&5%
Trimmers' Tacks:
S. S.....90&30&10&5
Trunk and Clout Nails:
Steel, black.....80&10%
Steel, tinned.....80&10%
Upholsterer's Tacks:
S. S.....90&40&5%
MISCELLANEOUS—
Double Point, in dozens.....90&5tens
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers

Columbia, No. 1, ₱ doz., net.....$5.00
" " 2, " " " 1.00
Little Jack, ₱ doz., net..... 1.00

Tapes, Measuring

Eddy's:
American Asses' skin.....40&10@50%
Leather Case.....25@25&10%
Star steel.....40@40&10%
Steel.....30&5@35%
Chestermans.....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin.....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic steel, lower list.....35@35&5%
Pocket.....35@35&10%
Lufkin's steel and metallic.....30@33⅓%

Tap Borers

See Borers, Tap.

Taps

American Screw Co.:
Machine screw.....70%
Holroyd & Co's.:
Blacksmiths.....60&10%
Machine screw.....75&10@80%
Machinists's Hand:
1-16 to 1¼ in. inc.....65&10%
1⅜ to 2 in.....50&10&5%
2⅛ to 3 in. inc.....33⅓&10%
3⅛ to 4 in. inc.....20%
Pipe, ⅛ to 1¼ in.....80&20%
Pipe, 2 to 3 in.....80&15%
Pipe, 3½ and 4 in.....66⅔&15%

Tap Wrench

Rollis Hdw. Co., $6.00.....50%

Thumb Latches

See Handles.

Ties, Wall and Veneer

The Metal Stamping Co., Niagara...20&10%

Tinware

Stamped, Japanned and Pieced..net prices

Tire Bolts

See Bolts.

Tobacco Cutters

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers

See Clippers.

Trammel Points

C. E. Jennings & Co., "Eureka".....25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....45%

Transom Lifters

Payson's solid grip, Nos. 643 and 644, ₱ 100, net.....$33.00
Payson's:
Balance, Iron list.....70&10&10%

Traps

FLY—
Balloon..... ₱ doz. $1.25, ₱ gro., $12.00
Globe..... " " 1.25, " " 12.00
Harper..... " " 1.40, " " 13.50
GAME—
Enterprise Mole..... 15&10%
Hawley & Norton..... 65%
Newhouse..... 45@45&5%
Victor..... 70&10@70&10&5%
MOUSE AND RAT—
Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, round wire, ₱ doz., $1.00.....10%
Mouse, wood, choker, ₱ doz. holes.....9c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ea. $1.21; ₱ doz.....$13.25
No. 3, Rat, ₱ doz., $6.50; case of 50.. 5.75
No. 3½, Rat, ₱ doz., $5.25; case of 72.. 4.70
No. 4, Mouse, ₱ doz., $3.85; " " 150 3.00
No. 5, " " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₱ Doz
Superior Rat Trap.....$15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00

Trouser Hangers

Pullman No. 1, ₱ gro.....$ 9.00
" 4, " " 24.00

Trowels, Mechanics

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden.....35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plast'ng & Moulding..35&5%

Trowels, Garden

Kohler's:
Mal. Hdl. Jap., ₱ gross, net.....$5.00
" Tinned, ₱ gross, net..... 6.20
Wood Hdl., ₱ gross, net..... 4.50
Disston's.....35%

Vegetable Slicers

Enterprise Mfg. Co.....25%

Vises

Oval slide.....60%
Solid box.....60%
Columbian Hdw. Co.:
Nos. 110 and over.....50&5%
Nos. 100 and under.....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel.....40&45%
Coachmakers'.....40%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40&10
Holland's.....40
Howard's.....40%
Little Giant Bench.....25&2½%
Lowell Hand.....25&2½%
Massey:
Perfect.....20%
Clincher.....35@40%
Wood-working.....15@20%
Planer.....15@20%
Comb. Pine.....40%
Millers' Falls:
Mechanics'.....10%
Oval Glide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Sneidiker's.....30@33⅓%
Stephen's.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS

Bonney's No. 1 & 3.....40%
Wentworth's.....40&10@40%

Wads

See Ammunition.

Wagon Jacks

Covert's Auto Screw Jacks.....30&2%
Mfg. Co's. steel.....45%
Automobile.....40%
Lane's steel.....30&10%

Washer Cutters

Otis A. Smith's.....20&10&10%

Water Motors

Rosenberg's, single, F. O. B. Balto.....40%
" in Doz. Lots, Frt. Pd..40&10%

Weights, Hitching

Covert Mfg. Co.....40&2%

Well Wheels

Japanned, 8 to 14 in.....net

Weed Extractors

"Pastime," ₱ doz., net.....$1.75

Window Cleaners

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
Bosley's X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters

Ives' new list.....35%
Taplin's "Perfection".....35%

Wire Gauges

See Guages.

Wire and Wire Goods

Brass wire.....15%
Bright Wire Goods:
New list June 24, 1903.....90&2½%
Cast steel wire.....50%
Copper wire.....30%
Annealed & Tin. on spools.....70&10&10%
Brass and Cop. on spools.....60&60&10%
Spooled wire, ass'd for retailing.70&10&10%
Market Wire, Bright or Annealed:
Nos. 6 to 9.....80&5%
Nos. 10 to 18.....80%
Nos. 19 to 26.....80&10%
Nos. 27 to 31.....80&5%
Galvanized:
Nos. 15 to 26.....75&5%
Coppered:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&10%
Tinned:
Nos. 6 to 14.....77½%
Nos. 15 to 18.....75&5%
Cast steel.....65%
Charcoal iron.....60%
Gun screw.....65%
Picture wire, list of Oct. 2, 1900.....85&10@85&10&10%
Stub's steel wire.....$6.00 to$ 33⅓%

Wire Clothes Lines

See Lines.

Wire Cloth, Netting, &c

Galvanized wire netting.....80&5@80&10%
Painted screen cloth, good quality, ₱ 100 sq. ft.....$1.10@$1.20

Wire Rope

Bright.....45&2½%
Iron, galvanized.....87½&2½%

Wire Rope Clips

Crosby.....25%

Wire Stretchers

W. C. Heller's grip, ₱ doz.....$1.50

Wrenches

Agricultural.....75&10@75&10&10%
Alligator.....70&10%
Baxter's.....70@70&10%
Machinists.....50%
Solid handle.....50&10@60%
Bemis & Call's:
Briggs pattern.....80&10%
Improved Pipe, bright.....60%
Patent Combination black.....60&5%
Patent Combination bright.....40%
Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....40%
Coes':
Genuine.....40&10&5&5%
"Mechanics".....40&10&10&5&5%
Coes' pattern, wrought bar...60&5@60&10%
Donohue's engineer.....40&10%
Eagle pipe.....50&10%
Gem.....50%
Stillson pipe.....60&10%
Acme.....60&10%
Bull Dog.....60@60&10%
Hercules.....70%

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HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Adzes
National Cutlery Co., Detroit, Mich.

Agricultural Implements
Geneva Tool Co., Geneva, Ohio
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O.

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anti-Rust Tin Ware
Reed Mfg. Co., Newark, N. Y.

Anvils
Alfred Field & Co., New York

Arbor Presses
Chandler & Farquhar, Boston

Augers and Auger Bits
John H. Graham & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.

Automobiles
J. Stevens Arm & Tool Co., Chicopee Falls, Mass.

Automobile Forgings
Thomson Drop Forge Co., Plantsville, Conn.

Awls
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Axes
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York
Snow Flake Axle Grease Co., Fitchburg, Mass.

Babbitt Metal
Magnolia Metal Co., New York

Balances, Sash (Spring)
Pullman Mfg. Co., Rochester, N. Y.

Bank Railings
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Barb Wire
Fuller Bros. & Co., New York

Barn Paints
E. E. Nice, Philadelphia, Pa.

Bath Room Fixtures
Buffalo Mfg. Co., Buffalo, N. Y.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs
John H. Graham & Co., New York

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
Gendron Wheel Co., Toledo, Ohio
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands
F. E. Meyers & Bro., Ashland, Ohio

Bicycle Step Ladders
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries
Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Boiler Feeders
N. A. Watson, Erie, Pa.

Bolt and Screw Cases
J. D. Warren Mfg. Co., Chicago

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburg, Pa

Bolts, Wrought Barrel
Griffin Mfg. Co., Erie, Pa.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Straps
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Boxes (Paper)
National Metal Edge Box Co., Philadelphia, Pa.

Braces, Carpenters
John H. Graham & Co., New York
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.

Brackets
E. E. Josef Mfg. Co., Buffalo, N. Y.

Brackets, Folding
Griffin Mfg. Co., Erie, Pa.

Brackets, Shelf
Griffin Mfg. Co., Erie, Pa.
Piqua Bracket Co., Piqua, Ohio

Brad Awls
Hurwood Mfg. Co., Bridgeport, Conn.

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Broad Axes
National Cutlery Co., Detroit, Mich.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
The Wm. Bayley Co., Springfield, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales
John Chatillon & Sons, New York
Osgood Scale Co., Binghampton, N. Y.

Butchers' Tools
John Stortz & Son, Philadelphia, Pa.

Butts, Door
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinets, Bolt
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Can Openers
John H. Graham & Co., New York
A. F. Meisselbacher & Bro., Newark, N. J.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carpet Beaters
Holt-Lyon Co., Tarrytown, N. Y.

Carpet Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing
Frank Miller Co., New York

Carriers, Hay
F. E. Meyers & Bro., Ashland, Ohio

Cash Registers
National Cash Register Co., Dayton, O.

Catalogue Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Cement Rollers
John Stortz & Sons, Phila., Pa.

Chafing Dishes
Buffalo Mfg. Co., Buffalo, N. Y.

Chain Hoist
Jos. F. McCoy Co., New York.

Chains
Covert Mfg. Co., West Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chains, Cow
Covert Mfg. Co., West Troy, N. Y.
Oneida Community, Kenwood, N. Y.

Chains, Halter
Oneida Community, Ltd., Kenwood, N. Y.

Chains, Sash
Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chair Seats
Eureka Chair Seat Co., Syracuse, N. Y.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.
Goodell & Co., Antrim, N. H.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Cold
Hurwood Mfg. Co., Bridgeport, Conn.
John Stortz & Son, Philadelphia, Pa.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clamps, Rug and Carpet
E. E. Josef Mfg. Co., Buffalo, N. Y.

Cleavers
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Clocks, Alarm
Western Clock Mfg. Co., La Salle, Ills.

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars
A. J. Phillips Co., Fenton, Mich.

Coach Oil
Snow Flake Axle Grease Co., Fitchburg, Mass.

Coat Hanger (Folding)
Leader Mfg. Co., Hartford, Conn.

Coat, Hat and Ceiling Hooks
John H. Graham & Co., New York

Coffee and Spice Mills
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila, Pa.
W. H. Glenny & Co., Rochester, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y.

Coil Springs (Door)
Pullman Mfg. Co., Rochester, N. Y.

Coke Forks
Geneva Tool Co., Geneva, O.

Conductor Pipe
Am'can Steel Roofing Co., Middletown, O

Contractors' Plows
Syracuse Chilled Plow Co., Syracuse, N. Y.

Contractors' Tools
John Stotz & Sons., Philadelphia, Pa.

Cooking Utensils (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Hooks
Geneva Tool Co., Geneva, O.

Corn Sheller, (Hand)
The Wm. Bayley Co., Springfield O.

Corundum Wheels
Pike Mfg. Co., Pike, N. H.

Cotton Hoes
Geneva Tool Co., Geneva, O.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Counters, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin
J. D. Warren Mfg. Co., Chicago, Ill.

Countersinks
C. E. Jennings & Co., New York

Cover Lifters, Stove
Fanner Mfg. Co., Cleveland, O.

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Curry Combs
John H. Graham & Co., New York

Cuspadors
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
J. Stevens Arms & Tool Co.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dairy Scales
Osgood Scale Co., Binghampton, N. Y.

Dampers
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleve., O.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Superior Spring Hinge Co., Chicago, Ill.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.

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Dormant Scales
Osgood Scale Co., Binghamton, N. Y.

Drawers, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Drawer Pulls
Griffin Mfg. Co., Erie, Pa.
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
C. E. Jennings & Co., New York
Keuffel & Esser Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Drawing Knives
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)

Dripping Pans
The Bronson Walton Co., Cleveland, O.

Drop Forgings
Thomson Drop Forge Co., Plantsville, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa

Duplicating Machines
Felix P. J. Daus Duplicating Co., N. Y.

Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
L. & I. J. White Co. Buffalo, N. Y.

Egg Beaters (Dover)
Holt Lyon Co., Tarrytown, N. Y.

Electric Bells and Supplies
John H. Graham & Co., New York

Elevator Enclosures and Bars
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Elevators
Kimball Bros. Co., Council Bluffs, Iowa

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.

Enamel Ware (Turquoise)
Reed Mfg. Co., Newark, N. Y.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Export Agents
John H. Graham & Co., New York

Fans (Ventilating, Ceiling)
The A. Rosenberg Co., Baltimore, Md.

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Faucets, Metal
John H. Graham & Co., New York

Faucets, Wood
John Sommer's Son, Newark, N. J.

Fences (Stel Picket)
Glen Mfg. Co., Ellwood City, Pa.

Fences (Wire)
Glen Mfg. Co., Ellwood City, Pa.

Fences, Wire and Iron
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Stewart Iron Works, Cincinnati, O.
Van Dorn Iron Works Co., Cleveland, O.

Field Hoes
Geneva Tool Co., Geneva, O.

Files
G & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.
N. A. Watson, Erie, Pa.

Filters, Water
N. A. Watson, Erie, Pa.

Fire Arms
Alfred Field & Co. New York
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Pots
Clayton & Lambert Mfg. Co., Detroit, Mich.

Fishing Tackle
Clark, Horracks Co., Utica, N. Y.
The Horton Mfg. Co., Bristol, Conn.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Flintstone Enamel Steel Ware
Reed Mfg. Co., Newark, N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila., Pa.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Freezers (Ice Cream)
Alaska Freezer Co., Winchendon, Mass.
The Dana Mfg. Co., New York, N. Y.
John H. Graham & Co., New York, N.Y.
North Bros. Mfg. Co., Philadelphia, Pa.

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Furnace Shovels ("Tropic")
Avery Stamping Co., Cleveland, Ohio.

Galvanized Hoops, Bars & Bands
Harold McCalla, Philadelphia, Pa.

Galvanized Ware
Reed Mfg. Co., Newark, N. Y.

Galvanized Wire
Fuller Bros. & Co., New York

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
W. H. Glenny & Co., Rochester, N. Y.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges
The H. H. Mayhew Co., Shelburne Falls, Mass.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.

Glass Cutters
W. L. Barrett, Bristol, Conn.
Fletcher, Terry & Co., Forestville, Ct.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Glue
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O
Geneva Tool Co., Geneva, O.

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grates
Blacklock Foundry, South Pittsburgh, Tenn.

Grinders (Clipper)
John Van Benschoten, Poughkeepsie, N. Y.

Grist Mills (Hand)
The Wm. Bayley Co., Springfield, O.

Gummers, Saw
Henry Disston Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Hack Saws
Diamond Saw & Stamping Co., Buffalo, N. Y.
West Haven Mfg. Co., New Haven, Conn

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Halter Chains
Covert Mfg. Co., West Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y.

Hammers
Henry Chenney Hammer Co., Little Falls, N. Y.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York
Franklin Specialty Co., Reading, Pa.

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Hand Carts
Syracuse Chilled Plow Co., Syracuse, N. Y.

Handles, Tool
Berger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.
W. H. Glenny & Co., Rochester, N. Y.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Cabinets
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York

Hardware Shelving
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties
Alfred Field & Co., New York
Enterprise Mfg. Co. of Pa., Phila.
Robert Murray, New York
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Franklin Specialty Co., Reading, Pa.
E. E. Josef, Mfg. Co., Buffalo, N. Y.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., West Troy, N. Y.

Hatchets
Franklin Specialty Co., Reading, Pa.
National Cutlery Co., Detroit, Mich.

Hasps and Staples
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Header Forks
Geneva Tool Co., Geneva, O.

Heaters (Carriage)
Standard Stamping Co., Marysville, O.

Hinges
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Hoist (Chain)
Jos. F. McCoy Co., New York.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware
Blacklock Foundry, South Pittsburgh, Pa.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York

Horse and Cattle Ties
Covert Mfg. Co., West Troy, New York
Oneida Community, Ltd., Kenwood, N. Y.

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Holders, Pillow Sham and Dust Pan
E. E. Josef Mfg. Co., Buffalo, N. Y.

Household Specialties
W. H. Glenney & Co., Rochester, N. Y.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
Alaska Freezer Co., Winchendon, Mass.
The Dana Mfg. Co., New York, N. Y.
John H. Graham & Co., New York
North Bros., Mfg. Co., Philadelphia

Ice Creepers
Edwin B. Stimpson & Son, New York

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Franklin Specialty Co., Reading, Pa.

Ice Tools
W. H. Glenny & Co., Rochester, N. Y.
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.
John Stortz & Son, Phila., Pa.

Injectors
N. A. Watson, Erie, Pa.

Injectors, Excelsior
N. A. Watson, Erie, Pa.

Inverted Light
Wiederhold Light Co., New York, N. Y.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron and Steel
Harold McCalla, Philadelphia, Pa.

Iron Works
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

"Japalac"
Glidden Varnish Co., Cleveland, O.

Job Lots
Chas. Weiland, New York, N. Y.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.

Knives
National Cutlery Co., Detroit, Mich.

Ladders, Folding
Udell Works, Indianapolis, Ind.
Berger Bros. Co., Philadelphia

Lamps, Bicycle
John H. Graham & Co., New York

Lanterns
Hurwood Mfg. Co., Bridgeport, Conn.
R. E. Dietz & Co., New York, N. Y.

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Lawn Fences
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Rakes
Geneva Tool Co., Geneva, Ohio

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh, New York
Globe Lawn Mower Mfg. Co., Reading, Pa.
Philadelphia Lawn Mower Co., Philadelphia, Pa.

Lawn Tools
Geneva Tool Co., Geneva, Ohio

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York
John Sommer's Son, Newark, N. J.
Leader Mfg. Co., Hartford, Ct.

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Levels (Patent Aluminum)
Davis & Cook Co., Watertown, N. Y.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Light (Inverted)
Wiederhold Light Co., New York, N. Y.

Lighting Systems
American Gas Machine Co., Albert Lea, Minn.

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks and Knobs
John H. Graham & Co., New York

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lubricators
Geo. W. Cole Co., New York, N. Y.

Machinists' Tools
Barnes Tool Co., New Haven, Conn.
Henry Disston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mail Boxes
Vermont Slate Co., Zanesville, Ohio
Smith Bros. Mfg. Co., Indianapolis, Ind

Mallets
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New York

Manufacturers' Agents
John H. Graham & Co., New York
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Manure Hooks
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City, New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa., Phila.

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Measuring Tapes
Alfred Field & Co., New York
John H. Graham & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Metal Ceilings
Northrup, Coburn & Dodge Co., New York, N. Y.

Metal Side Walls
Northrup, Coburn & Dodge Co., New York, N. Y.

Mills, Coffee and Spice
The Wm. Bayley Co., Springfield, O.
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Mop Wringers
The Dana Mfg. Co., New York, N. Y.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nail Sets
John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Sawyer Tool Mfg. Co., Fitchburg, Mass.

Needles
Alfred Field & Co., New York

Nippers
Alfred Field & Co., New York
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburgh, Pa.

Office Railings
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans (Safety)
Vermont Slate Co., Zanesville, Ohio

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, O

Ovens, Gas Stove
Schofield & Co., Freeport, Ills.

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
E. E. Nice, Philadelphia, Pa.

Paint Specialties
Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.

Paper Boxes
National Metal Edge Box Co., Philadelphia, Pa.

Paper Clips
Cushman & Dennison, New York

Paviors' Tools
John Stortz & Sons, Phila., Pa.

Patents
Davis & Davis, New York

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Perforated Metals
Edwin B. Stimpson & Son, New York

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Planters' Hoes
Geneva Tool Co., Geneva, O.

Plated Ware
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York

Plates, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers
Hurwood Mfg. Co., Bridgeport, Conn.

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
Alfred Field & Co., New York
John Chatillon & Sons, New York

Pocket Knife Tool Kit
U. J. Ulery, New York, N. Y.

Polish, Stove
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Stove Polish Co., Chicago, Ills.

Polishes, Liquid
Geo. W. Huffman, Indianapolis, Ind. and New York

Polishes, Paste
Geo. W. Huffman, Indianapolis, Ind. and New York

Portable Revolving Whip Rack
John H. Best, Galva, Ill.

Postal Scales
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers
John H. Graham & Co., New York
F. E. Kohler & Co., Canton, Ohio

Potato Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Pressed Steel Tiling and Brick
Northrup, Coburn & Dodge Co., New York, N. Y.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting
F. E. Myers & Bro., Ashland, Ohio

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches
Chandler & Farquhar, Boston
The H. H. Mayhew Co., Shelburne Falls, Mass.

Punches, Spring
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

Railings, Wire and Iron
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Stewart Iron Works, Cincinnati, O.

Rail, Barn Door
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses
Magnolia Metal Co., New York

Railways
M. V. Richards, Land & Ind. Agt., Southern Ry., Washington, D. C.

Raisin Seeders
Enterprise Mfg. Co. of Pa., Phila.

Rakes
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York

Razors
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.
Jos. Rodgers & Sons, New York and Sheffield, England

Razor Grindstones
Pike Mfg. Co., Pike, N. H.

Razor Guards
L. T. Weiss, Brooklyn, N. Y.

Razors, Safety
Gillette Sales Co., New York, N. Y.
Kampfe Brothers, New York
Gem Cutlery Co., New York
Reichard & Schneber Mfg. Co., New York, N. Y.

Reamers
C. E. Jennings & Co., New York
Wiley & Russell Mfg. Co., Greenfield, Mass.

Reels, Wood
John Sommer's Son, Newark, N. J.

Reels, Rope
Udell Works, Indianapolis, Ind.

Refrigerators (Iceless)
The Dana Mfg. Co., N. Y.

Registers, Warm Air
Berger Bros. Co. Philadelphia

Revolvers
Harrington & Richardson Arms Co. Worcester, Mass.

Revolving Horse Hay Rakes
Geneva Tool Co., Geneva, O.

Rifflers
The H. H. Mayhew Co., Shelburne Falls, Mass.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Riveters
F. H. Smith Mfg. Co., Chicago, Ill.

Rivets
Berger Bros. Co., Philadelphia
Garland Nut & Rivet Co., Pittsburgh, Pa.
C. C. & E. P. Townsend, New Brighton, Pa.

Roasters and Bakers
The Bronson Walton Co., Cleveland, O

Roof Bolts
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies
Am. Steel Roofing Co., Middletown, O.
Berger Bros. Co., Philadelphia
National Sheet Metal Roofing Co., Jersey City, N. J.
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Metal Shingles and Tiles
National Sheet Metal Roofing Co., Jersey City, N. J.

Roof Rods
Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic
Stowell Mfg. Co., Jersey City, N. J.

Rules
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Rules, Steel
Keuffel & Esser, New York, N. Y.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Sad Irons
Blacklock Foundry, South Pittsburgh, Tenn.
Dover Mfg. Co., Canal Dover, Ohio.
Enterprise Mfg. Co. of Pa., Phila.

Sad Iron Handles
Enterprise Mfg. Co. of Pa., Phila., Pa.
Fanner Mfg. Co., Cleveland, Ohio

Sand and Emery Paper
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Sash Balances, (Spring)
Pullman Mfg. Co., Rochester, N. Y.

Sash Chain and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sash Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners
Champion Safety Lock Co., Geneva, O.

Sash Fixtures
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Lifts
Champion Safety Lock Co., Geneva, O.

Sash Locks
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sash Locks, (Ventilating)
Pullman Mfg. Co., Rochester, N. Y.

Sash Ribbon and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sausage Stuffers
Enterprise Mfg. Co. of Pa., Phila.

Saws
Henry Disston & Sons, Phila., Pa.
C. E. Jennings & Co., New York
E. C. Atkins & Co., Cincinnati, Ohio.

Saws, Butchers'
John Chatillon & Sons, New York

Saw Gummers
Ajax Mfg. Co., Pittsburgh, Pa.

Saw Sets
Alfred Field & Co., New York
Charles Morrill, New York

Saw Tools
C. E. Jennings & Co., New York

Scales
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York
Osgood Scale Co., Binghampton, N. Y.
Pelouze Scale & Mfg. Co., Chicago

Scrapers, Drag and Wheel
Syracuse Chilled Plow Co., Syracuse N. Y.

Screen Doors
A. J. Phillips Co., Fenton, Mich.

Screen Door Catches
Caldwell Mfg. Co., Rochester, N. Y.

Screen Door Pulls
Champion Safety Lock Co., Geneva, O.

Screws
Robert Murray, New York

Screw Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Screw Drivers
John H. Graham & Co., New York
Hurwood Mfg. Co., Bridgeport, Conn.
C. E. Jennings & Co., New York
H. H. Mayhew Co., Shelburne Falls, Mass.
North Bros., Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Drivers (Indestructible)
Thomson Drop Forge Co., Plantsville, Conn.

Screw Plates
Alfred Field & Co., New York
Walworth Mfg. Co., Boston Mass.
Wiley & Russell Mfg. Co., Greenfield, Mass.

Scythes and Grass Hooks
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.

Scythe Rifles
Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush
Geneva Tool Co., Geneva, O.

Scythe Stones
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike, N. H.

Sectional Shelving
J. D. Warren Mfg. Co., Chicago

Seals
Schwerdtle Stamp Co., Bridgeport, Conn

Settees, Iron
Stewart Iron Works, Cincinnati, O.

Sharpening Machines
John Chatillon & Sons, New York

Sharpening Stones
Pike Mfg. Co., Pike, N. H.

Shears, Compound Portable Leverage
Chas. Swan & Co., Corry, Pa.

Shears and Scissors
Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

Sheep Shearing Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Shelving, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Shingles and Tiles
National Sheet Metal Roofing Co., Jersey City, N. J.

Ship Carpenters' Tools
L. & I. J. White Co., Buffalo, N. Y.

Shoe Lasts and Stands
Blacklock Foundry Co., South Pittsburg, Tenn.

Shoe Shiners
Piqua Bracket Co., Piqua, Ohio

Shot Guns
Harrington-Richardson Arms & Tool Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovels
A. J. Phillips Co., Fenton, Mich.
Geneva Tool Co., Geneva, O.

Shovels, Spades and Scoops
Avery Stamping Co., Cleveland, Ohio.

Show Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Sidewalk Chisels
Geneva Tool Co., Geneva, O.
L. & I. White Co., Buffalo, N. Y.

Sidewalk Cleaners
Geneva Tool Co., Geneva, O.

Sidewalk Cleaners ("Klondyke")
Avery Stamping Co., Cleveland, Ohio.

Sidewalk Lights
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Sidewalk Scrapers
Geneva Tool Co., Geneva, O.

Sidewalk Shovels
Geneva Tool Co., Geneva, O.

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Silver Ware
Luther Boardman & Son, East Haddam, Conn.

Sink Strainers
F. H. & E. B. Vrooman, Chicago, Ill

Sinks, Cast Iron
Blacklock Foundry, South Pittsburgh, Tenn.

Skates
Cycle Skate and Sporting Goods Co., New York, N. Y.

Skewers
John Chatillon & Sons, New York

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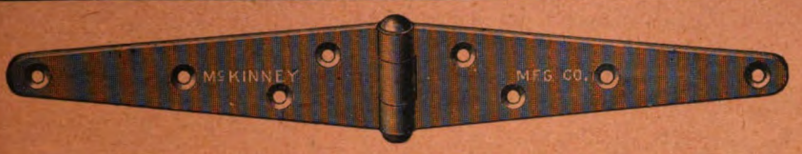
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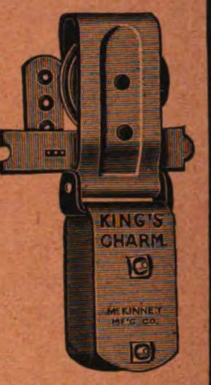
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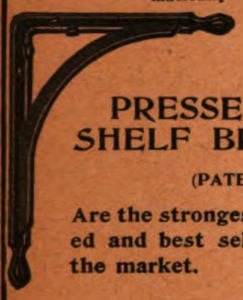
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NO. 8

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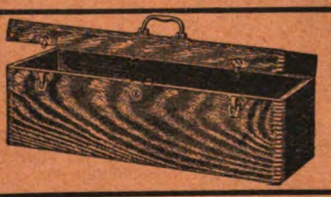
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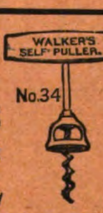
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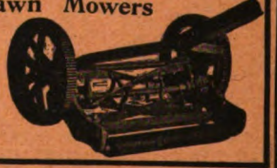


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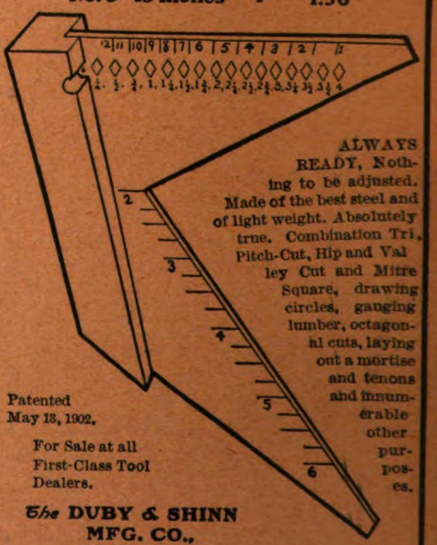


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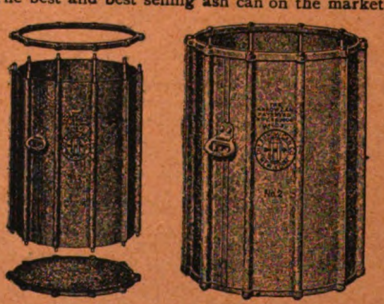
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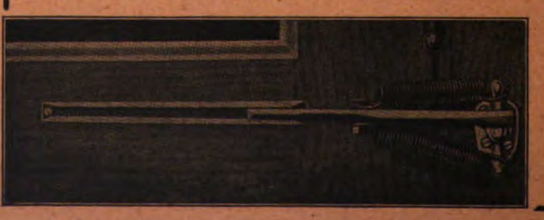
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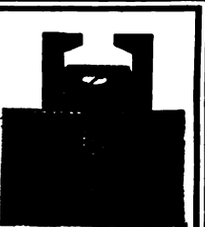
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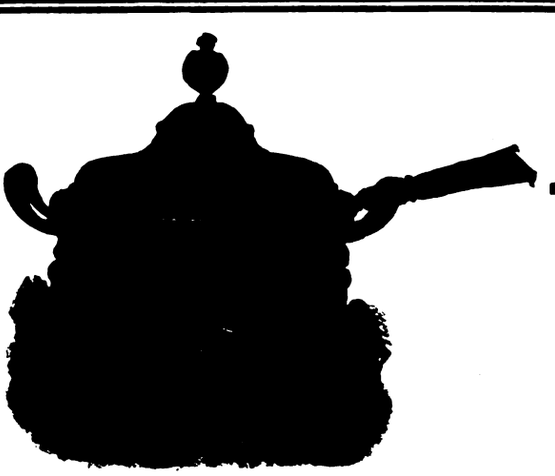
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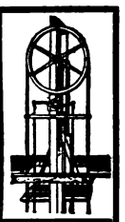
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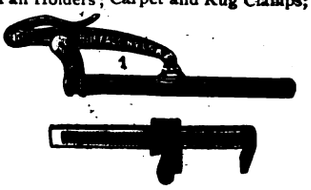
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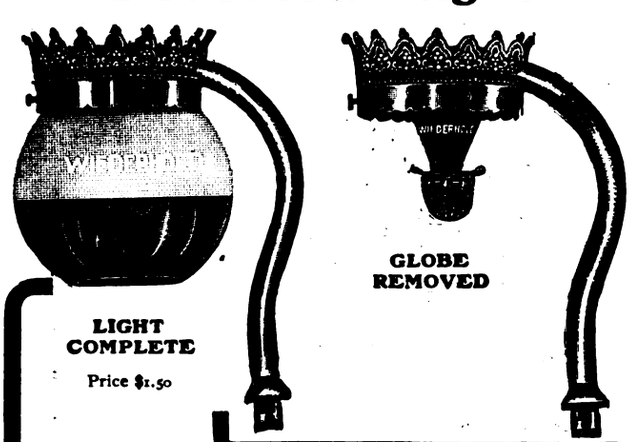
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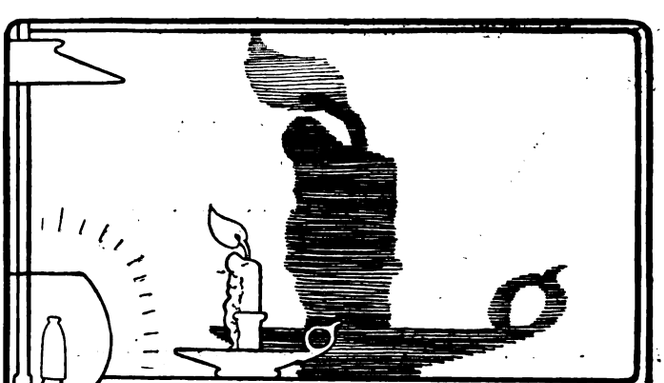
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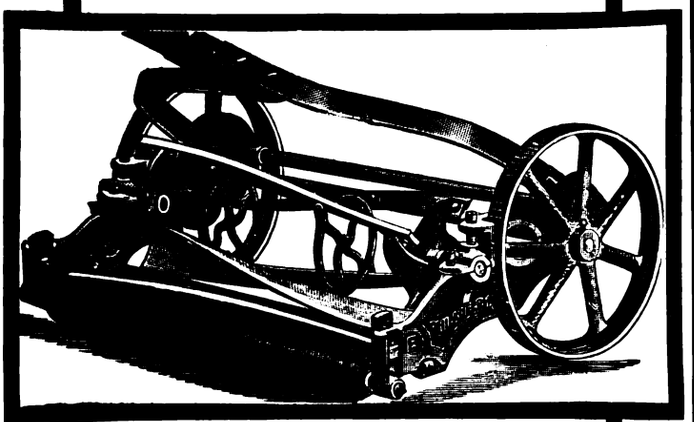


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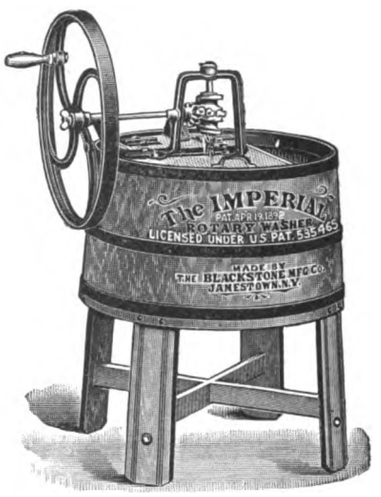
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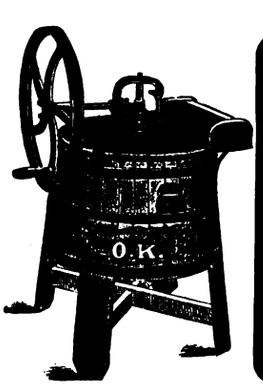
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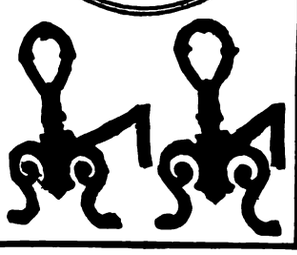
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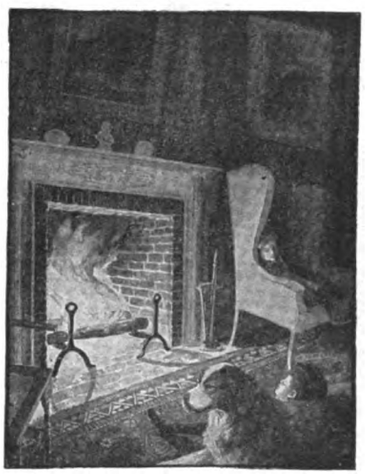


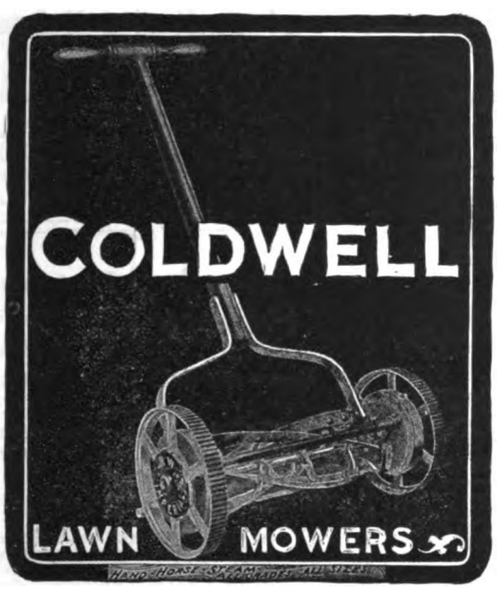
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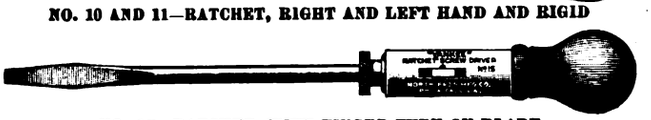
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MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTERMAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

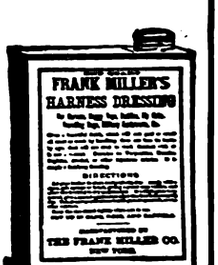
FRANK MILLERS

HARNESS REQUISITES



FRANK MILLERS HARNESS OIL

Preserves and softens the Leather, consequently adds life. Compounded with pure Neatsfoot Oil.



FRANK MILLERS HARNESS DRESSING

The very best article of its kind for owners and manufacturers of harness. Used all over the world.

Send for Booklet.

THE FRANK MILLER CO.

349 & 351 WEST 26TH STREET, NEW YORK

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THE ARMSTRONG PIPE WRENCH

Will not crush pipe. Will stand the roughest usage. Is unexcelled for simplicity of construction, lightness and quick action.

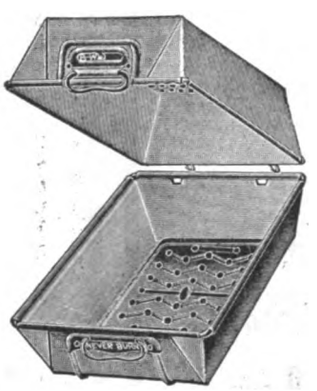
Send for prices and catalogue. It will tell you of your needs in stocks, dies, tools and machines for cutting off and threading pipe.

THE ARMSTRONG MFG. CO., Bridgeport, Conn.

"NEVER-BURN"
TRADE MARK

Has steel rods beneath which raise it from the oven floor—give an air space for ventilation—prevent burning

The rods take all the wear—make the Never-Burn roaster outlast others



Made in Cleveland Ohio by The Bronson-Walton Co

New York John H Graham & Co



A Long (K)Night In HARDWARE

¶ For years retail hardware men have been groping in the dark, looking for some efficient way to increase their business—some of them have found it!

Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

¶ It enables you to sell goods to a *German*, a *Scandinavian* or *any* other foreigner who, even though he cannot speak English can *point* to what he wants.

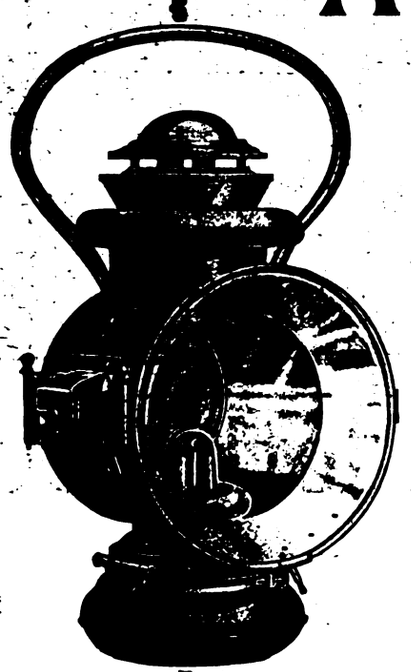
¶ It improves the appearance of your store *100 per cent;* enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

¶ Send dimensions of your store and let us supply you—FREE—with a color plate made to scale, showing how *your* store will look when equipped with The Best Shelving in the world for your purpose.

¶ Remember the shelving is made on the unit plan—If you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

J. D. WARREN MANUFACTURING CO.
900 Masonic Temple, Chicago

AUTO LAMPS



That Give LIGHT and Plenty Of It

When you buy Auto Lamps, it isn't the appearance and price alone that is to be considered.

THE remarkable light produced from the HAM COLD BLAST AUTO LAMPS make them easily distinguishable from all other oil lamps and it is light that is dependable, too, as these lamps are ABSOLUTELY WIND PROOF AND WILL NOT JAR OUT. The makers of the Ham lamps have been engaged in the manufacture of oil burning outside lamps for thirty-five years and in the Auto Lamps they have embodied all their best patents on combustion.

It's easy to convince yourself of the superiority of the Ham Cold Blast Auto Lamps. Light a half a dozen of the leading oil lamps, including a Ham, and without any hesitation you'll pick the Ham as the brightest as it is so superior.

See Exhibit at Automobile Show.

Write for Booklet and Prices.

SELLING AGENT

John H. Graham & Co.

113 Chambers Street, New York

118 Holborn, London, E. C.

123 California St., San Francisco, Cal.

Copenhagen, (Freeport)

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LOT'S WIFE TURNED

THEN STAYED THERE FOREVER

Most casters do the same thing.

EXCEPTING

THE FAULTLESS



Here is the turning point reducing friction to minimum.

THE CASTER THAT
NEVER REFUSES TO TURN

HIGHEST AWARD OVER ALL, WORLD'S FAIR 1904 for Wood, Iron and Brass Beds and all kinds of furniture, with Wood, Iron, Brass, Leather and Insulator (Glass) Wheels.

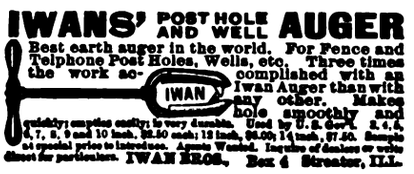
FAULTLESS CASTER CO.,
NEBRASKA CITY, NEB.

We Help You Sell

The Iwan Post Hole Auger

and Other Goods of Our Manufacture

This advertisement is being carried in 50 of the best agricultural journals this winter and spring and is bringing us many inquiries.



We refer ALL inquiries to the hardware merchants, giving you notice and an opportunity to sell Mr. Farmer the best post hole auger on earth, and besides bringing him to your store, enabling you to sell him other goods.

The Iwan Auger Gives You More Profit Than Any Two or Three Augers or Diggers of Inferior Quality

You'll be surprised how much demand there is for a *really good* post hole auger, if you take up the sale of this popular tool, and now is the time to try it.

For Sale By the Jobbing Trade

IWAN BROTHERS
Manufacturers of Hardware Specialties
STREATOR, ILLINOIS

S.&S. KNIVES

WARRANTED



THEY HOLD AN EDGE — NO HARD OR SOFT SPOTS

National Cutlery Co. DETROIT, MICH.

New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE LATHING,
"JERSEY" POULTRY NETTING AND FARM FENCING,
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,
and every kind of
IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Freemont Street, SAN FRANCISCO.

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NOTICE



Every "Peny" Riveter is Guaranteed

to be made of malleable iron, and free from imperfections of workmanship or material.

Ask your Jobber for the "PONY"

F. H. SMITH MFG. CO.

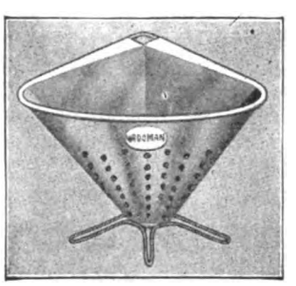
Carroll Ave. and St. Johns Ct.

CHICAGO, U. S. A.

Vrooman's PATENT SANITARY SINK STRAINER

THE FAVORITE ONE

VITREOUS ENAMELED STEEL
NEAT AND VERY ATTRACTIVE
FIVE COLORS—TWO SIZES—
TEN KINDS—ENAMELED
WILL LAST A LIFETIME
JAPANNED—PLAIN TIN—TWO SIZES
Its Utility and Superiority are well known.



ORDER TO-DAY
FROM YOUR JOBBER
OR FROM

F. H. & E. B. Vrooman

325 Dearborn St.
CHICAGO, ILL.



A Bargain in Coffee Mills.

Our No. 5 Special at $2.25 per dozen.

A Strikingly Handsome Mill, Canister of Japanese design. Capacity one pound.

Grinding Parts, simple in construction, easily adjusted, adjustment maintained by tension spring.

A Large Cup, securely fastened hangs close to Mill, allowing no waste. **Cup graduated** by tablespoonfuls.

This Mill is Practically Air Tight, thus retaining the full strength of the Coffee.

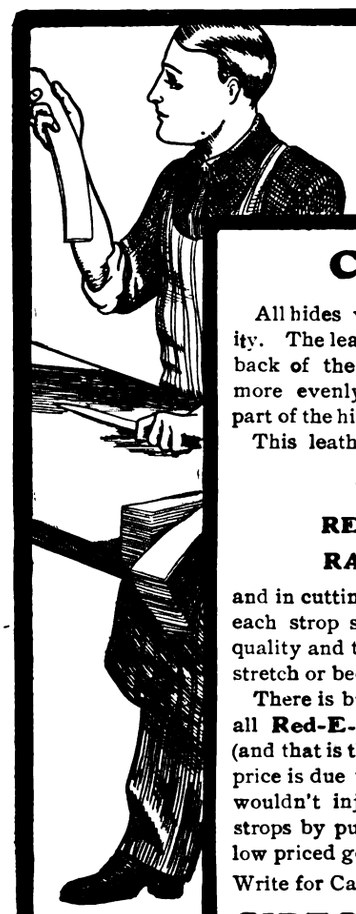
Mills are Packed each separately in cardboard box and 1 dozen in strong new case.

A Limited Quantity only at this price. Something very appropriate for fall and winter **Bargain Days.**

This Bargain is only one of several we are prepared to make you. Write for particulars of others.

W. H. Glenny & Co., Spec. Mfg. Dept. Rochester, N. Y.

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CUTTING

All hides vary in thickness and quality. The leather from over the hips and back of the animal being thicker and more evenly grained than any other part of the hide.

This leather only is used in making

GIBFORD'S

RED-E-FOR USE

RAZOR STROPS

and in cutting it great care is taken that each strop shall be of one unvarying quality and thickness so that it will not stretch or become uneven with use.

There is but one quality of leather in all **Red-E-For Use Razor Strops** (and that is the best). The difference in price is due to size and trimmings. We wouldn't injure the reputation of our strops by putting shoddy leather in our low priced goods.

Write for Catalog. Sold by all Jobbers.

GIBFORD MFG. CO.

ADRIAN, MICH.

VOORHEES RUBBER MFG. CO. JERSEY CITY, N.J.

The Voorhees Trade Mark

on

Rubber Belting, Packings, Hose, Mats, Mattings, etc.

is the best guarantee for lasting satisfaction and economy for you and your customers.

If you never had much of a trade in rubber goods, like ours, all we ask is a sample order.

It'll make you our steady customer. Write us to-day.

VOORHEES RUBBER MFG. CO.

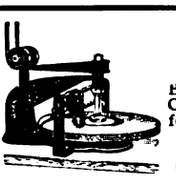
Jersey City, N. J.

Federal Bench Shear



Strong, compact and well made. Cuts sheets or bars to 3-16 in. thickness. Stands 8 in. high. Weighs 30 lbs. Send for circular.

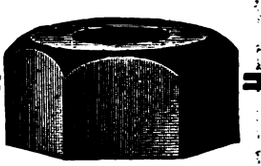
CHANDLER & FARQUHAR CO.,
131 Congress St.,
BOSTON, U. S. A.



Patent Clipper Grinder

For sharpening Horse and Barbers' Clippers, Meat Choppers, Dies, Chisels. Send for catalog and price to

JOHN VAN BENSCHOTEN
200 Catherine St.
Poughkeepsie, N. Y.



Cold Punched NUTS

HIGH GRADE
GOOD LOOKING
ACCURATE

Semi-Finished NUTS

GARLAND NUT & RIVET CO.
PITTSBURGH, PA.





THE MYERS PUMPS, HAY TOOLS AND STAY-ON DOOR HANGERS

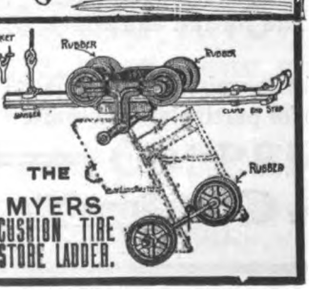
MEET ALL REQUIREMENTS.

Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.

Ask your Dealer for the Best Known Hay Carriers, Forks, Stayon Door Hangers, etc.

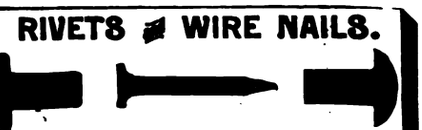
Write for Descriptive Circulars to

F. E. MYERS & BRO., Ashland, O.



THE MYERS CUSHION TIRE STOVE LADDER.

RIVETS & WIRE NAILS.



O. O. & E. P. TOWNSEND,
New Brighton, Penn.

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Excellence

It's the one word which describes best

REED'S MONARCH
Hand Made Wash Boilers

WHY: One-half inch higher and Three inches larger in Circumference than the ordinary wash boiler. 5A Tissue Lined Tin plate 2X to 5X used in construction. 16-oz. to 20-oz. Cold Rolled Copper Bottoms. 2X Raised Pieced Cover with Rim

ANTI-RUST METAL

double-seamed to the body, half inch above copper bottom which is a positive protection to the boiler against Rust, and is guaranteed to last as long as the 16- and 20-oz. copper bottom stands the fire. Like the rest of our line of Anti-Rusting Tinware, Made to wear well in Hard usage.



Are You Handling Them?

If not write us before placing orders elsewhere for next year. The Quality of

REED'S Anti-Rusting Tin-ware

is so high, the demand for it is so great, and the profits to you, Mr. Dealer, so good, it will pay you to write us at Once.

REED MANUFACTURING CO.,
NEWARK, NEW YORK.

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There's Money In It

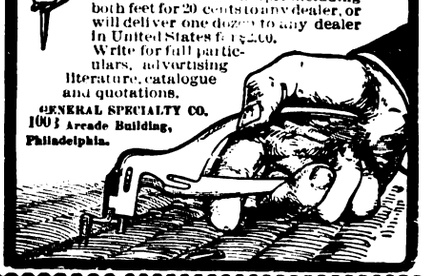
The dealer who handles the Bi-Ped Tack Puller is sure of a ready seller. There's a great demand everywhere for this most helpful household article. Anyone can see at a glance how useful it is. A slight pressure on the handle of the

Bi-Ped Tack Puller



will lift the tacks straight up out of the floor without destroying them. It has one foot for carpet and one foot for matting tacks. Made of finest grade of steel. Will not break nor get out of order. Retails for 25 cents. We will send sample including both feet for 20 cents to any dealer, or will deliver one dozen to any dealer in United States for $2.00. Write for full particulars, advertising literature, catalogue and quotations.

GENERAL SPECIALTY CO.
1005 Arcade Building,
Philadelphia.



THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Notary, Lodge and Corporation Seals,
Send for Catalogue. BRIDGEPORT, CONN.



FRYING-PAN CLOCKS

are most artistic timepieces, ornamental as well as useful. They come in two sizes—10 inches with raised brass figures and 6 inches with painted figures, and with one day, one day with alarm and eight day movements.

Also 60 Day, Calendar, Program, Electric and Synchronized clocks.

Send for catalogue No. 58.

THE Prentiss Clock Improvement Co.
Dept. 58. 49 Dey Street. N. Y. City.

The "ORIGINAL JENNINGS" AUGERS and AUGER BITS
For Sale by all Hardware jobbers



Genuine have "RUSSELL JENNINGS" stamped in full on the Round of each Bit.
The Russell Jennings Mfg. Co., Deep River, Conn.

Custom Made
FLY SCREENS

Fine Goods. Reasonable Prices.
Good Profits to Dealers. No Investment.
Agency Outfit Free.
The A. J. Phillips Co., Fenton, Mich.
23 Years Experience. 3½ Acres Floors.

Just a trial—but a just trial—is all we ask. It will substantiate all we claim for

Mayhew Tools

We know of no better line of tools that can be handled at a good profit. Send for catalogue and prices.
H. H. MAYHEW CO. Shelburne Falls, Mass.

ALWAYS

Mention "HARDWARE" when Writing to our Advertisers

HAROLD McCALLA

IRON AND STEEL
Of Every Description
Plain and Galvanized Bars, Hoops, Bands, Angles, Channels, Tees, Etc.
Shipments from stock or mill.
619 North Front St., PHILADELPHIA

WRITE FOR DISCOUNT—INCLUDING DELIVERY

Sells "On Sight" and Stays Sold.



Show this Level together with the ordinary style, and note the result.

COOK'S PATENT LEVEL
Made of Wood, Iron and Aluminum Frames
Of all jobbers, or DAVIS & COOK CO., Watertown, N. Y.



GET BUSY

That is the one secret of success in the Hardware trade. The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

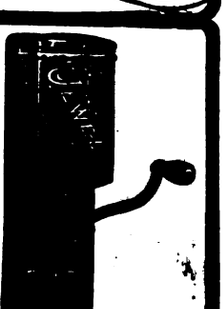
We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill

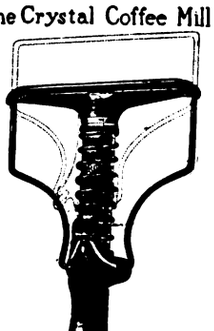
THE CRYSTAL COFFEE MILL with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.



The Jewel Coffee Mill

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.



The Gem Mop Head.

THE FAMOUS GEM is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

THE RIGHT SPACE SPICE CABINET is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.

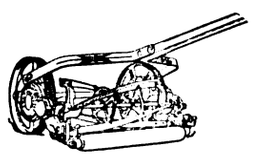


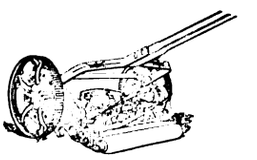
Eight Space Spice Cabinet

Write for Our Latest Catalog
ARCADE MANUFACTURING CO.
Freeport, Ill.
HERMAN KORNAHRENS, Representative, 111 Murray St., New York.

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PENNSYLVANIA
SUPPLEE HARDWARE COMPANY
LAWN MOWERS


CONTINENTAL


PENNA. JR. BALL BEARING

The PENNSYLVANIA LINE for 1906

Has "Pennsylvania Quality" throughout.

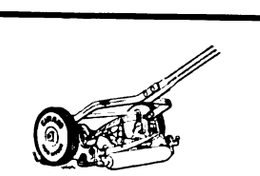
"Pennsylvania" Mowers are self-sharpening. They save their cost in sharpening bills.

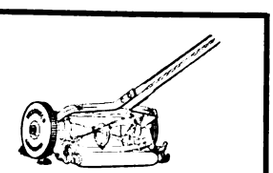
The special features of our famous "Great American" Ball Bearing Mowers make them excellent sellers.

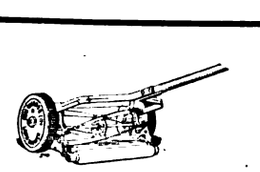
Send for Catalog

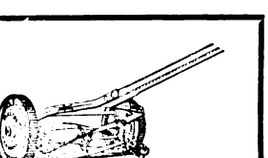
Supplee Hardware Company

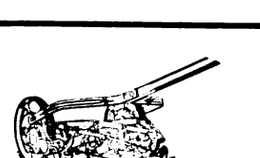
Philadelphia

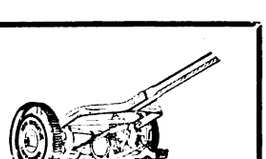

GIRARD

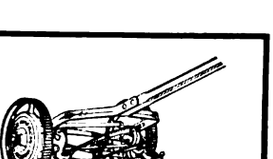

WESTFIELD

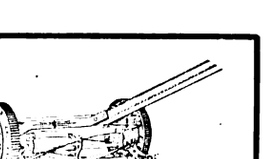

QUAKER CITY


ELECTRA

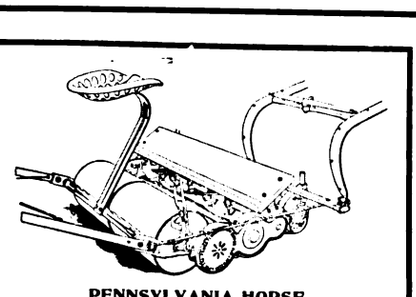

GOLF

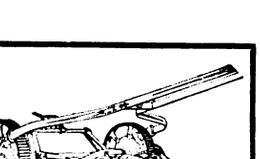

NEW DEPARTURE


GT. AM. BALL BEARING


BELLEVUE BALL BEARING

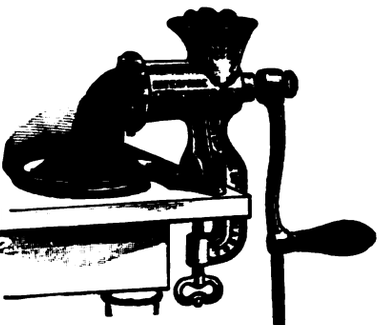

PENNSYLVANIA


PENNSYLVANIA HORSE

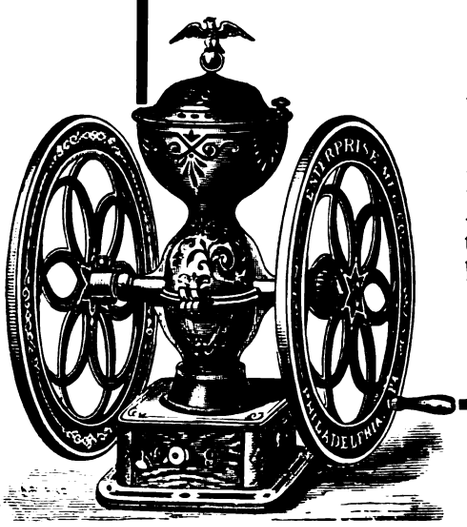

PONY

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Push = =



Our Advertising Department is giving valuable service free to dealers who are pushing **ENTERPRISE** goods. We not only advertise to the public generally all over the world, but we also otherwise help aggressive dealers especially, to increase sales of



ENTERPRISE

Meat Choppers, Food Choppers, Coffee Mills, Bone Mills, Meat Juice Extractors, etc.

If you want to sell MORE, drop a line now to our Advertising Manager. Tell him what lines you want to push and ask for help. It costs you nothing. It benefits us both. Get in the "push" and keep pushing.

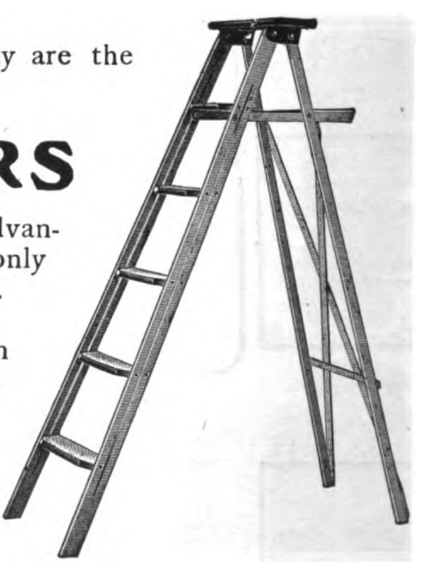
THE ENTERPRISE MFG. CO. OF PA.,
Philadelphia, U. S. A.

Back of every big ladder trade there's a cause--a reason for its success.

Push, salesmanship and advertising can move an undesirable stock of ladders—for a time, but a prosperous trade that grows each month larger and more profitable must be based on quality.

Strength, Stability, Lightness and Durability are the qualities that make

UDELL LADDERS



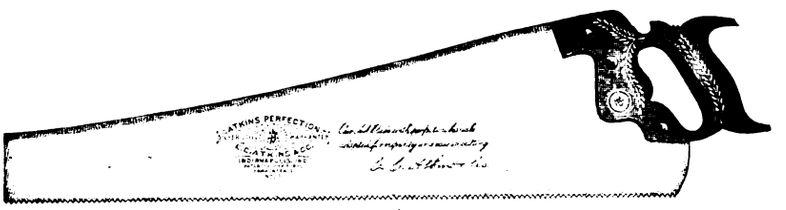
such satisfactory trade builders. There's not an advantage lacking in Udell Ladders to make them only "just as good as other kinds." They are the best.

Udell Ladders combine the best material with the most skilled workmanship and each one is backed by the "Udell" guarantee of satisfaction.

THE UDELL WORKS
Indianapolis, Ind.
Manufacturers of Woodenware for the Housefurnishing Dept.

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Your Responsibility



In the relation of seller to user is an important one. Your customer is probably your neighbor and friend and he looks to you for goods that are right. He expects you to give him his money's worth. When you handle the **Atkins Celebrated Silver Steel Saws** you feel secure in the knowledge that you are selling the finest goods it is possible to obtain in the Saw line. Are you selling them? If not, NOW is a good time to make a change for the better.

Write for Catalog and Discounts.

E. C. ATKINS & CO.

LEADING SAW & TOOL MANUFACTURERS

EASTERN BRANCH:
64 READE ST., NEW YORK CITY.

INDIANAPOLIS, IND.

The Bullard
Automatic Wrench

The best combination Pipe, Monkey and Ratchet Wrench. Has no flaws, or faults. Strongest where other wrenches are weakest. Does quicker and better work than similar wrenches. Sells quicker, too.



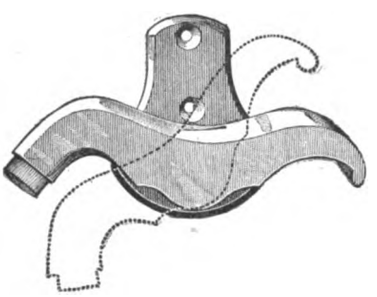
Handiest for all
Un-Get-At-Able Places

Get our "Wrench Book." It tells a convincing tale.

Bullard Automatic Wrench Co.

257 W. Exchange St., Providence, R. I.

EMPIRE DOOR HOLDER IMPROVED



50% greater pressure on the floor than any other make.

Will hold heavy doors on smooth floors. Operated by the toe, no bending over.

Write for prices.

CALDWELL MFG. CO.
10 Jones St., Rochester, N. Y.

No. 602 "NAPANOCH"
Pocket Knife Tool Kit
$2.25 Each
Most Useful Pocket Knife Combination
WARRANTED

Made in America by Skilled American Mechanics.



Each tool attached to the Pocket Knife or detached in a second.

Leather Pocket Book 4¼x3¼ Inches
Contains Pocket Knife, File, Saw, Chisel, Screw Driver and Reamer

Send for Circulars and Prices.

U. J. ULERY
9C Warren St., New York City.



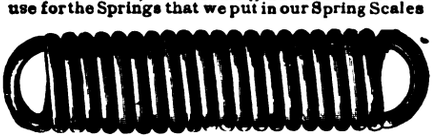
Tackle Blocks

for every purpose. 65 years' experience.

Boston & Lockport Block Co.
Boston, Mass.

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs,** either for extension or compression.

These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales





JOHN CHATILLON & SONS,
85 to 93 Cliff St. & No. 13 Jacob St.,
Established 1835, NEW YORK CITY.

If you're Looking for First Class UP-TO-DATE BARROWS

ORDER THE ◆ ◆ ◆

Champions, the World's Best.

All Kinds of Wood and Steel Barrows.



THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . . .



Sash Chains

"Giant," "Red Metal"

Cable and Jack

Chains . .

Our Chains are being constantly *imitated in appearance*, but no one has succeeded in *equaling* them in *wearing qualities* You will find them in use in the *finest buildings.* :-: :-: :-:



No. 40.

New York Agent: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agents: The Seidel Mfg. Co., Chemical Bldg.



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedeh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.

"SIMILAR"

A CERTAIN tool manufacturing company adorns the pages of the catalogues it gives to hardware buyers with a rubber stamp impression like this:

Similar to Starrett's No.....

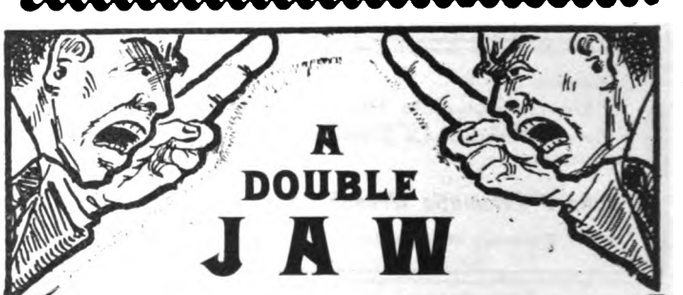
That Starrett Tools are the standard is a fact which we have for some time, and with strenuousness and persistency, tried to impress upon mechanics and the trade, and we have been to some expense and a good deal of labor to accomplish this purpose. It is therefore gratifying to find a competitor backing up our advertising with such an unqualified endorsement. We deeply appreciate the compliment.

It is doubtless unnecessary to suggest that live hardware dealers will still prefer Starrett Tools to any whose highest claim is that they are "similar."

Send for Catalogue No. 17 T

The L. S. Starrett Co.

Athol, Mass., U. S. A.



A DOUBLE JAW

Each of the Jaws has two fine cutting edges. These are held in place by two screws and are consequently easily reversible, adjustable and interchangeable.

THE NETTLETON REVERSIBLE NIPPERS

By merely reversing blades you get two tools in one Four fine cutting edges on two blades which are unusually strong. You'll search long to find its equal as a seller.

THE NETTLETON MFG. CO.

MIDDLETOWN, CONN.

FIVE SIZES
6
8
10
12
14
INCHES



FOR
1-16
1-8
3-16
1-4
5-16
WIRES

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HARDWARE

From the enumeration figures reported to the Legislature, by the Secretary of the State, it appears that the population of the State is 8,067,308, which total includes 1,004,320 aliens, or 12.4 per cent. In the last enumeration the aliens, made up 11.1 per cent of the total population of 6,513,349. There are in New York city 788,520 aliens, which fact will make a decided difference in the number of representatives in the Legislature to be apportioned to the city, since aliens are not included in the population entitled to representation.

✤

L. W. STEWART, who has called on the Hardware jobbing trade in the Middle West for several years, representing J. C. McCarty & Co. of New York City, has commenced business for himself as a Hardware manufacturers' agent. Mr. Stewart will cover personally all his old territory and include as well the States of New York and Pennsylvania. He will represent the Dana Manufacturing Co., Cincinnati; the H. C. Track Company, Cleveland; Ohio Tool Company, Columbus; and the Avery Stamping Company, Cleveland. His office will be 1206 Mercantile Library Building, Cincinnati, Ohio.

✤

THE ANTHONY FENCE COMPANY, Tecumseh, Mich., through the local sale of $70,000 worth of additional stock will retain its factory at Tecumseh. The company had outgrown its quarters and was casting about for inducements which would permit of expansion in the business. The disposition of the stock in Tecumseh holds the factory at the place. The company will now increase its plant to a ten-loom factory and will build a $25,000 addition in the spring. Electrical power will be used and a complete machine shop equipment for repair purposes will be installed. The company is sending out souvenir pins showing the tie in its Fence. One is in the form of a hat pin and the other a scarf pin.

✤

THE NASHUA TILL COMPANY, Nashua, N. H., manufacturers of Patent Alarm Cash Drawers, Adjustable Nickel Plated Show Case Brackets, and other Specialties, have issued a very interesting twenty-page pamphlet describing, illustrating and pricing their goods, in regard to which they state: "In presenting our price list of our Money Drawers, Adjustable Show Case Brackets, etc., we wish to remind you that for durability and convenience they have no equal. We should be pleased to have intending purchasers examine and compare our goods with other makes, and will promptly give any required information about them." They also claim that all of their many different styles of Drawers are made of the best materials obtainable and for real convenience and durability and service they have no equal. The little booklet will repay a careful perusal, and will be found handy and instructive. Send for one.

✤

THE GOODWIN & KINTZ CO., Winsted, Conn., manufacturers of Fine Metal Goods, have sent us their No. 25 Supplement which they state is to be used in connection with their Catalogue No: 24 recently issued. The Supplement is a twelve-page folder, measuring 13x11 inches, and describes, prices and illustrates their Clocks, Vases, Candelabra, Candlesticks, Bronzes and Premium Goods. They have made this Supplement very interesting, showing many new designs, and the illustrations are unusually fine. For further information along these and other lines manufactured by this company write for catalogues.

✤

F. E. Myers & Bro., Ashland, Ohio, the report of whose fire has been grossly exaggerated, state that it was confined entirely to their storage building. Their factory is still entire and all the material saved. The shops are running and shipments will not be delayed over one week.

✤

There appears to exist a greater desire to live long than to live well! Measure by man's desires, he cannot live long enough; measure by his good deeds and he has not lived long enough; measure by his evil deeds, and he has lived too long.—ZIMMERMAN.

✤

The *Journal of Commerce* points out in its article on "New Year Prospects," that the chief source of possible danger is in the over-extension of credit, saying, "There is also danger in an over-expansion of credit, reckless speculation and imprudent banking, which no wealth of resources or capacity for production could avert."

SICKELS, PRESTON & NUTTING.

In accordance with what has become an annual custom, Sickels, Preston & Nutting Co., of Davenport, Iowa, distributed to their friends and customers one of the most artistic collections of reproduction by color photography, a number of "Modern Paintings," as original in character as we have yet seen among trade souvenirs. The collection consists of "Roara of the Hills", by F. H. Morse; "Summer Woods in Virginia", by Lamasure; "Her Birthday", by Louis Moeller, N. A.; "Early Morning in Virginia", by Lamasure; "Reverie", by Blenner, and "A Summer Vacation", by Edson.

THE BURDETT & WILLIAMS COMPANY.

The Burdett & Williams Company, Boston, Mass., has decided to close its Dock Square branch store, which has been a Hardware store since 1797. The present owners have occupied the site since April 1, 1860, and when the doors were closed December 31 a tenancy of 46½ years had been ended. In 1860 the new firm of Burdett & Williams bought out Otis Vinal, who had occupied the store for 20 years. The Burdett & Williams Company established its present commodious store, 4 High Street, corner of Summer Street, in 1901, and since that time the Dock Square store has been conducted as a branch. Charles A. Burdett and Joseph Williams, the original partners, are still active heads of the business. James A. Monroe was admitted to the firm in 1886 and Joseph H. Williams in 1900. The business was incorporated in 1901.

MARGUERITE THE MAGNIFICENT.

E. C. Atkins & Co., Inc., Indianapolis, Ind., recently issued what they design for a New Year's greeting to their customers and which they have denominated "Marguerite," and which in its entirety forms a very happy and appropriate expression of their good will and contentment, to impress upon the mind of the recipient that "Atkins Saws are the finest on earth." It is an extremely handsome lithograph of a beautiful young woman, posed in such a position that one of her arms and graceful hand is witnessed in a modest manner to form the prettiest picture one could possibly conceive, completing "a feast of loveliness fit to win the passion of immortal Jove." As a production of merit it is in the highest style of lithographic art; the colors harmoniously blending to leave the impression intended to be created, and is worthy of an appropriate frame that would do justice to it. Copies of this picture, without lettering, can be obtained by sending 50 cents to E. C. Atkins & Co., at the above address.

VON LENGERKE & DETMOLD'S NEW STORE.

VON LENGERKE & DETMOLD, 318 Broadway, New York, are engaged in the removal of their stock to a new location at 349 Fifth avenue located opposite the Waldorf-Astoria Hotel. The building is a new and fine one. The street floor has been handsomely fitted up with mahogany and glass showcases, electrically lighted, and mahogany cabinet work to match, for carrying stock in drawers, closets, &c. Full lines of Sportsmen's Supplies will be carried in stock, including Guns, Fishing Tackle, Athletic Goods, Automobile Sundries, Fine Leather Goods for both sexes, Cameras and Photographers' Supplies, Boats, &c.; both wholesale and retail trade will be indulged in.

LIVERIGHT BROTHERS.

Arthur K. and Benjamin K. Liveright of the firm of Mayer & Co., Philadelphia, Pa., manufacturers of Gold Medal Files and Rasps, have purchased the interest of the late Harry Mayer in that concern and will continue the manufacture of the Gold Medal line of Files and Rasps at the same location, Twentieth and Allegheny avenues, under the firm name of Liveright Brothers. They have recently established a Canadian agency with Beaudoin & Laplame, 447 St. Paul street, Montreal, and another on the Pacific Coast with George F. Eberhard Company, 12 and 14 Drumm Street, San Francisco, in order to expedite the transaction of the business in those territories. The new firm contemplates a number of improvements to the plant at once in order to increase the productive capacity of the works.

✤

Economy is the parent of integrity, of liberty and of ease; and the beauteous sister of temperance, of cheerfulness and health; and profuseness is a cruel and crafty demon that gradually involves her followers in dependence and debts; that is, fetters them with "irons that enter into their souls."—ADVENTURER.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2 50

CHICAGO - - - - - - 1164 Monadnock Block
C. H. GREENE, Representative

DETROIT, - - - - - - 61 West Congress St.
G. T. NEWKIRK, Representative

L. E. MACINTYRE, - - - - President.
A. P. MITCHELL, - - - - - Secretary and Treasurer

HENRY HOPKINS, - - - Editor.
J. W. PENTZ, - - - - - Advertising Manager.

JANUARY 25, 1906

Editorial Trade Review

The business of 1906 may be said to have opened in good shape and is full of vim and vigor. The prospects are certainly good and the views of all concerned are of that hopeful character which is usually denominated optimistic, for all our conclusions gravitate towards successful achievement.

The amount of business already booked in this, the early weeks of the New Year, would indicate the confidence with which the buyers are imbued. It is indeed the most satisfactory opening of a new year that the trade has seen in a long time, with nothing apparently to breed a disappointment; not a cloud in the sky and money to prosecute an excess of business to be had for the asking by any reputable house.

The factories, with anything but excessive stocks of goods with which to supply the general demand, are prepared to run to the fullest extent, for they know if in any case the goods are not already wanted by orders on the books, will soon become absorbed by the wants of the trade.

The present conditions of the market for Iron and Steel, and in fact any sort of raw material that may be mentioned, is as firm and unyielding, as far as prices are concerned, as would warrant a stiff and rigid set of quotations to mark the season's successful opening. Manufacturers are preparing for the future by taking the present moment to enlarge their productive facilities and push to successful completion projected improvements they have had long in contemplation. So that on many lines one may look for an increased output without the fear of over production.

The principal lines of goods have successfully advanced their prices to an appreciable degree in the aggregate, but not to startle the market, now in the full swing of ordering, but merely to confirm the impression prevailing that the market in metals reflects a firmness which the great majority are only too glad to feel. These slight changes are occurring almost daily, and keep in a buying humor more than those few who are figuring on the future.

January is a month for the retailer's inventory, and the bulk of the season's wants will be developed later by the goods that are missing, or light in stock; which the traveler primed and full of close quotations will be on the warpath to quote and secure the orders, which his ability to obtain makes him a favored son of fortune. These active missionaries of trade will find the first three months unusually fruitful and the ground well canvassed will bring its reward, so that the aggregate of all the orders will prove to be a volume of goods gladdening the hearts of the principals at a later date.

The wants and business views of many of the retailers will be greatly stimulated during the continuance of the conventions of their State Associations in the three months now commencing. For the first time a studied preparation has been made by the associations selling space to the manufacturers, in which an exposition of their new goods especially will be brought successfully to their notice. It will prove to be a good thing for all concerned, for the dealer and manufacturer will be brought together on terms of a friendly character and good results cannot but intervene. The many associations that are already in the fields for conventions in February and March will create a period of activity well worth while, and the opportunity of seeing the dealers from the highways and byways of the State will have the effect of enlarging the field of operation of the jobber or his representative in the future.

SUGGESTIONS IN SELLING.

Many a store might well afford to replace its rusty "cannon" stove or cheap lighting fixtures with the very best it has to offer to its customers.

It is a long step in the direction of a sale, for a customer to find the article he is thinking about in daily use by the concern with which he thinks of dealing. It is a still greater advance if he finds it producing the very effect he is himself desirous of obtaining in his own home.

If he is looking for a better system of lighting his parlor it is not enough to demonstrate it to him by means of cheap, dirty fixtures. Even though the light itself is there, the impression of disgust is there with it. The most elegant set of fixtures that can be afforded should be substituted, care always taken that they are kept in perfect working order and, above all, kept clean. Impression as well as demonstration enters into the matter of successful salesmanship.

If the customer's interest is in heaters it is not enough to introduce that new style of burner into an old, broken-down stove, even for purposes of demonstration. That is not the sort of stove he is buying it for, and you insult his pride by the implied suggestion. Bring out instead the best grate or range the place affords and show him the best work there is in the best goods. In other words give him the superlative degree of merit and trust to him to seek for himself as much lower ground as he is interested in finding.

A BUNDLE OF FACTS.

In conversing with an intelligent stranger we listen to his opinion, and respect it,—he may know more than we do; in talking with an old acquaintance we expect him to listen to ours, as we understand his limitations and think we know the most. The following story of how an enterprising Hardware man in Western Pennsylvania made use of this principle of human nature to his own commercial advantage is strictly true.

We will call his name Brown so everyone can feel acquainted with him, and state by way of further introduction that the competition between him and the only other Hardware concern in the place was not mere rivalry; it was war to the knife. In consequence every piece of contract work in which they were interested became such a bone of contention between them that neither could land the job at anything like profit to himself.

When a certain furnace contract of unusual size for that place came up for letting, Brown's rival gave a ruinous price at the outset, and prepared for the fight of his life.

Contrary to his usual tactics, Brown's play was for a fair profit or no deal, and the other fellow got a prompt heart-ache over his needless cut. Brown didn't expect the contract at his own price and did not want it at the price his rival quoted, though he made the pretext of a lively fight, sat at home while he was doing something else.

Rather a good idea in the way of price-cutting came to the writer's attention recently where the contract in competition was a slate roof on a large barn, together with spouting, etc.; the roof complete, in short.

One firm dropped $50 from the original bid, which was not far from the logical bottom price. Instead of following suit the rival in several general conversations, got a good idea what Hardware would be needed on the job and finally, without cutting their former price, agreed to put in free all nails needed on

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the entire job and certain other lines of Hardware. On the whole, probably the offer was about the same as a drop of $50 reckoned at selling prices but did not by any means represent that amount of cash to the dealer though it did to the consumer.

From the consumer's standpoint, he was getting free goods he would have to have and pay cash for. Probably he was getting a better roof by not having the price cut. He had no definite idea what the Hardware would cost him; probably more than that,—then he was getting it all together with but one contract to bother with.

Aside from $50 in goods not meaning the same as $50 cash to the consumer, this method secured to him the additional contract of the building Hardware as well as of the slating.

By making this standing offer with their roofing jobs, they get and hold a great deal of trade in the regular Hardware line.

In two different school districts, far enough away to be regarded as entirely out of Brown's legitimate field, furnaces of moderate size were to be installed in new buildings. Brown bid on both, his only competitors being the country dealers in the towns themselves who knew no more about furnaces than they could learn by studying the pictures in the catalogues. Everybody knew their limits and whenever one of them did venture an assertion it was not given serious weight. Brown, they did not know, further than that he came in from a distance just on this furnace contract. He was evidently particularly interested in the furnace business and knew a lot about it. Truth to tell, this particular Brown did, and he knew how to tell it with force; still his auditors favored him with their most respectful attention in advance, for the reason he was a stranger and, knowing nothing to the contrary, they accepted him readily as their superior in furnace knowledge. He got both contracts, in each of which he made a fair profit, leaving his home rival to foot the loss on the home job.

With variations, his was repeated several times until some one suddenly awoke to the fact that Brown was getting a much better standing as a furnace expert throughout the surrounding country than seemed logical considering the size of his place. Whenever a country school board wanted something in the furnace line and did not know just what they wanted, it became the fashion to "send for Brown". While it was being installed as a general thing, some one else would become interested in the subject and "have a talk with Brown": In short Brown had won for himself quite a general reputation as a furnace expert and, while he honestly tried to merit the reputation to the best of his ability, it really had been builded upon the principal stated at the opening of this article aided by the fact that most of his pioneer victories were over people who really knew much less about the matter than he knew.

To the writer's personal knowledge Brown did contracts in no less than seven different counties and a secondary result was that owing to the trade he had built up for himself throughout the whole surrounding country it was not long before his home people bowed to the judgment of popularity and accorded him the top shelf in the commercial cupboard. With all the contracts he could handle running after him, he dictated his own prices and there were no more contract losses to be made up out of the store. Neither was his rival a rival any more; Brown had outgrown him. He had dabbled in the old principle of making a specialty at home and then extending it, only he had reversed the old order by going away from home to get his start among people who would give him all the credit that was coming to him instead of regarding him as "just Brown." But after all, his specialty had been, not furnaces, but human nature.

In a similar manner, though somewhat on the reputation and acquaintanceship he had made in furnace work, Brown later added a slating and roofing department to his business and struck out to build up a widely extended trade. In this he was doubly successful for he not only secured fat contracts right and left from people who had come to regard him as "quite a nabob" in the Hardware trade, but through these contracts more and more of the Builders' Hardware trade fell into line. It is not now uncommon for orders for Builders' Hardware to go from towns several times as large and businesslike as his, to Brown, not because he has a better stock, but because of that peculiar pull of his called reputation. Summing it all up, here is what Brown did.

He dropped unprofitable price-cutting. He went among people where familiarity did not breed contempt of his views and opinions. He posed as a specialist and then strained every effort to make good. He climbed up over the heads of people smaller than himself, instead of bruising his own head butting the legs of bigger men. He took up for a side line something that would be sure to carry with it liberal orders on his general stock. He grew as his business grew, always keeping a little in advance of it; and he applied the frailties as well as the strength of human nature to the enrichment of his opportunities just as anyone else may do if keenly alive to the points that may be turned to best account.

Trade Meetings

OHIO HARDWARE ASSOCIATION.

A great many things give evidence to the fact that the Canton Convention will be the biggest and best in the history of the Association. The secretary is receiving a great many letters from members in various parts of the state, giving names of non-members in their town, or vicinity, and stating that they have either spoken to or written them regarding the great Canton Convention. The members also volunteer to do anything in their power to contribute to the success of the meeting.

Traveling salesmen, as usual, will help out in a very enthusiastic and telling manner. Nearly all of the exhibition space in the Auditorium Building is already taken. Firms who have never before given any attention to retail Hardware organizations are preparing to exhibit on a large scale. It is expected by February 27th to have Ohio air highly charged with association enthusiasm.

The number of practical questions that are already being received by the secretary, indicates the interest that is being taken in the coming Convention by Ohio Hardware Merchants. The Question Box will occupy more time than any one feature of the next meeting. W. C. Holman, editor of *"Salesmanship,"* will be at the Convention Wednesday, February 28th, and will deliver a specially prepared lecture on "Hardware Salesmanship." Mr. Holman is a well-known expert on all matters of salesmanship. Ohio Hardware men are very fortunate that they are to have the privilege of hearing and meeting him. Manufacturers and jobbers are rapidly securing space for exhibits in the Auditorium Building. The interest that is being taken in the exhibit feature promises to add largely to the importance of the Canton meeting. Canton citizens are preparing for the comfort and pleasure of the Hardware merchants during their three days' stay—February 27-28, March 1st, 1906.

WISCONSIN RETAIL HARDWARE ASSOCIATION.

We have received the programme for the Tenth Annual Meeting of the Wisconsin Retail Hardware Association which is one of careful preparation and of souvenir proportions. The following information is given in detail. The date of Convention is February 6, 7 and 8, and the place is designated as Milwaukee.

PROGRAMME.

TUESDAY, FEBRUARY 6, 1906.

At Republican Club Room.

1 P. M.—Meeting of Policy Holders of Insurance Company.
3 P. M.—Stereopticon report from Joint Committee of Catalogue Houses.
4 P. M.—Meeting of Executive Committee of Hardware Association.

WEDNESDAY, FEBRUARY 7, 1906.

At West Side Turn Hall.

9 A. M.—Payment of dues and distribution of badges.
10 A M.—President's Address.
Report of Secretary-Treasurer.
Announcement of Reception Committee of twelve.
Question Box. See page 23.
Adjournment.
2 P. M.—Paper on Co-Operative Buying. Henry Grimshaw, Elroy.
Address by N. Kawin, Chicago, "Mail Order Business."
Announcement of Committee on

Transportation	Auditing
Question Box.	Press
Resolutions	Legislation.

3 P. M.—Remarks by visiting delegates.
Address by W. P. Bogardus, President of National Assn., Mt. Vernon, O.
Insurance Talk.
Paper on Plate Glass Insurance, C. A. Dewey, Kenosha.
Question Box.
Adjournment.

THURSDAY, FEBRUARY 8, 1906.

At West Side Turn Hall.

9.00 A. M.—Payment of Dues.
9.30 A. M.—Paper, "Loyalty," H. L. McNamara, Janesville.
10.00 A. M.—Paper, "Benefits of Local Associations," Emil Teitgen, Manitowoc.

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10.30 A. M.—Report of Delegates to National Association.
Report of Delegate from National Manufacturers Association.
11.00 A. M.—Question Box.
Discussion.
Adjournment.
2.00 P. M.—Report of Committees.
Election of Delegates to National Association.
Election of Officers.
Insurance Talk.
Unfinished Business.
Meeting of new Executive Committee.

THE QUESTION BOX.

These questions are for general discussion as opportunity offers during the sessions of the Convention.

1.—In a general cash and credit business, what percentage of annual sales should be in open accounts on the books, on an average throughout the year?
2.—What is the most effective way to advertise?
3.—Is it good policy to make concessions in prices to farmers' clubs on staple articles?
4.—How is your business affected by the large corporations or so-called "trusts?"
5.—In what ways can we be of benefit to each other between our regular meetings?
6.—Is it more effective to handle and push one brand of goods than to carry several brands?
7.—Does it pay to cut the established price on a standard article in order to hold business?
8.—How can we best work for one cent letter postage?
9.—How far should business courtesy extend between competitors in the same town?
10.—What is a healthy limit for the expense account as compared with total sales; or, what proportion should be figured between the two?
11.—Which brings the most trade, selling price, purchasing price, quality and quantity, location or advertising?
12.—Does it pay to dress show windows in a small town?
13.—Should a merchant sell at the same price to everybody alike, or make different prices to different customers?
14.—Should the selling price of goods be marked in plain figures or in characters?
15—Assuming that every business may be divided in three principal departments, 1, Buying; 2, Selling; 3, Accounting; i. e., office work and collecting, which of these departments can be neglected with the least detriment to the general business?
16.—Should a merchant make his remittance by local check, or bank draft?
17.—Has any good come out of your Hardware Association?
18.—Can every member do something to postpone the parcel postage law; if so, what?
19.—What are the leading characteristics of a good salesman?
20.—Under what obligation is the retailer to the jobber?

NORTH DAKOTA RETAIL HARDWARE ASSOCIATION.

Ninth Annual Meeting.

PROGRAMME.

TUESDAY, JANUARY 30, 1906.

MORNING SESSION—9.30 A. M.

Reception of Members, Enrollment of new Members, Payment of Dues and Distribution of Badges.
10 A. M.—Convention Called to Order by the President.
Opening Prayer—Rev. John K. Burleson, Grand Forks.
Address of Welcome by Hon Geo. E. Duis, Mayor.
Response for the Association by Prest. H. F. Emery.
Address—E. Y. Sarles, Governor of North Dakota.
Address—"Organization, Salesmanship and Advertising."—Alex W. Crozier, Representative of the National School of Salesmanship, Minneapolis.
NOTE—The Question Box to be found in Convention Hall and in charge of National Secretary M. L. Corey, is for the purpose of depositing questions on topics that will be of interest for the Association to take up. It is the earnest desire of the officers that it will be freely used by those in attendance.

AFTERNOON SESSION—2 P. M.

Opened by W. I. Nolan, Humorist, of Minneapolis
Appointment of Committees.
Talk—"Keep in Touch"—E. L. Millar, Editor Duluth Trade News, Duluth, Minn.
Paper—G. B. Coffin, Chicago, will present a paper prepared by the Paint Grinders Association of the United States on the "Pure Paint Law of North Dakota."
Address—"Pure Paint Law of North Dakota."—Prof. E. F. Ladd, Professor North Dakota Agricultural College and Commissioner in Charge of Pure Paint Law of the State.
Discussion.
Address—M. L. Corey, Secretary National Retail Hardware Association.
Discussion.
Lecture—"Gasoline and Its Effects."—W. G. VanSickle, Chicago.
Discussion.

TUESDAY, JANUARY 30, 1906—EVENING SESSION. ... ...

8:30 p. m., in Commercial Club Rooms.

Stereoptican Lecture, Illustrating Conditions of Extreme Interest to all Retail Hardware Merchants.—By M. L. Corey, Secretary National Retail Hardware Association.
Following the Lecture the Association, assisted by W. I. Nolan, Humorist, (Who was with us at Fargo), will entertain Its Members and Friends at a Social Session.

WEDNESDAY, JANUARY 31, 1906.

MORNING SESSION—9:30 A. M. ... ...

This entire session is assigned to the Jobbers and Manufacturers and will be occupied by them in addresses and general discussion.
During this Session an Address will be delivered by A. C. Bartlett, President, Hibbard, Spencer, Bartlett & Co., Chicago, Subject, "Business Success."

AFTERNOON SESSION—2 P. M. SHARP.

This Session for Retail Hardware Dealers Only.

Annual Report of Secretary.
Report of G. W. Wolbert, Bismarck, Delegate to the National Retail Hardware Association at their Meeting, Minneapolis, 1905.
Paper, "Trade Abuses at Home," P. A. Rognlie, Esmond.
Report of Committees.
Consideration of Committees' Report.
Election of Officers.
Opening of Question Box.
Discussion.
Selection of Next Place of Meeting.
Adjournment.
NOTE—At the close of this Session there will be a short Meeting of the Executive Committee.

RETAIL HARDWARE DEALERS' MUTUAL FIRE INSURANCE COMPANY OF WISCONSIN.

From the following it is easy to see how Secretary-Treasurer Peck has put in his time during 1905. The number of new members obtained for his association and the number who carry insurance in the Insurance Company sufficiently indicate that he has been rendering yeomans service.

REPORT OF AUDITING COMMITTEE DECEMBER 26, 1905.

Cash on hand with Sec.	$ .76	Surplus Dec. 26, '04	$ 3,070.05
Cash with Treasurer	10,927.83	Interest received	110.69
Adjusting expenses	67.59	Bal. Premiums rec'd.	11,340.43
Losses paid	2,839.41	Bills payable	1,526.35
Exchange account	30.57		
Traveling expenses	201.00		
Directors expenses	205.95		
Advertising	25.00		
Printing & stationery	51.15		
Taxes and legal	58.59		
Office expenses	66.49		
Salary account	1,382.00		
Fixtures	110.75		
Postage	80.13		
Commissions	.30		
	$16,047.52		$16,047.52

FINANCIAL EXHIBIT

Ins. written in 1904	$ 396,075.00	Assets Dec. 27, '05	$6.271.59
Ins. written in 1905	773,125.00		3,782.60
	$1,169,200.00		$2,488.99
Less—		Increase 1905 63 per cent.	
Cancel'n's $ 52,800.00			
Renewals 379,275.00	432,075.00		
	737,125.00		
Applications on file	83,000.00		
In sight	$ 820,125.00		

F. J. McPHERSON,
F. MERBACH
E. K. CUNNINGHAM. } Finance Committee.

Number of policies written in 1905, 554. Total losses for year, $2,907.00, 21.8 per cent. Total expenses for year, $2,101.18, 15.7 per cent.

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PROFIT MAKING LINES

HORSE GOODS IN AMPLE VARIETY.

A prominent and profit making addition to the regular every day stock of the Hardware dealer can be made of the line of goods manufactured by Frank Miller, 349-351 West Twenty-Sixth Street, New York. They consist of leather dressings and blackings and similar goods which have met with great success wherever introduced and sell readily from a Hardware stock when carried, catering as they do to the owner of horseflesh wherever situated, being suitable for carriages and harness and including shoe dressings in a variety of styles which commend themselves to the Hardware dealer. Some of the styles of packages they have adopted are illustrated here for the benefit of the buyer, further information concerning them being furnished in our advertising columns.



Frank Miller's Axle Oil, a package of which is shown in the illustrations, is claimed to have no equal on the market. It is superior to castor oil, lasts longer, and will not gum. It will not run from the boxes, if properly used, and no climatic changes can affect it. It is put up in pints, quarts, half-gallon cans, gallon cans and upwards.

Another article which has a great sale is Frank Miller's Hoof Dressing, a package of which is also shown in the pictures. It is claimed to be unequaled as a dressing or ointment for the hoofs of horses. It is compounded from the best and purest of materials, and preserves the hoof and prevents it cracking. A brush for the application of the ointment accompanies each package. It is put up in quart cans, half-gallon cans, gallon cans and five-gallon cans.



Frank Miller's Harness Dressing is a standard article and is sold extensively, not only for use by private consumers, but to manufacturers of and dealers in harness. It is easily applied, and imparts to the leather of the harness a beautiful soft finish which will neither peel, crack or smut and acts as a preservative of the leather. It is put up in various packages of convenient size.

Another preparation equally well-known, and which has a world-wide reputation for softening and preserving leather, is Frank Miller's Harness Oil. It is put up in tins, containing





from one-half pint up, the smaller sizes being repacked in boxes of dozens for convenient transportation.

No production of the company has won for it a greater reputation than its Frank Miller's Carriage Top Dressing, and there is scarcely a carriage manufacturer in the United States, to say nothing of foreign makers, who does not use it in the finishing of his work. It is also very widely used by owners of carriages. It is a remarkable protector of carriage top leather, and imparts to it an elastic, durable and waterproof gloss, which gives it a wonderfully handsome appearance. It is safe to use on the finest stock, dust will not adhere to any surface finished with it. It is put up in sizes ranging from half a pint to five gallons.

Frank Miller's Harness Composition is a convenient paste for cleaning, oiling and finishing harness at one operation. It is invaluable for stable use, easy to use, and produces most satisfac-



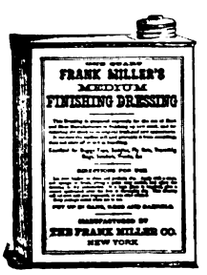
tory results. It is employed in all the best stables of the United States. It is sold in neatly decorated boxes containing one, two and one-quarter, five and ten pounds, and will be packed in cases in any desired quantity.

The last of the articles manufactured for stable use is Frank Miller's Harness Soap, which is black, and should be in the equipment of every first-class stable. It imparts a velvety finish and agreeable softness to the leather, and the perfected processes by which it is produced prevents its rubbing off or soiling the hands, if properly applied. It is also made white, for light or tan har-



nesses, and is put up in cakes, bars, pans, tubs, and boxes in black and white, in three-quarter-pound cakes only.

In addition to the productions mentioned, the Frank Miller Company manufactures a variety of other leather dressing goods, the prominent one of which is the Crown Shoe Dressing. This has no superior as a dressing for the shoes of ladies and children, restoring them to their original attractiveness, besides softening and improving their substance. It is equally effective for the retouching of leather goods, satchels, rubbers, etc., that show signs of wear, and is put up in bottles with wired cork and sponge, which makes it convenient for use at any time. Medium Dressing is similar in its use to the Crown Shoe Dressing, but is made specially for dealers and manufacturers, who find it indispensable for dressing and finishing the uppers of fine calf and grain



shoes, and black leather goods that are shop worn or mouldy, imparting to them a fine gloss that handling does not impair.

Frank Miller's Peerless Shoe Blacking is a staple article at home and abroad, unusual care being taken in its manufacture to use no ingredients injurious to leather, and to put it up in attractive style for the retail trade. The highest award at the Chicago World's Fair, in 1893, was received by the Frank Miller Company for its leather dressings and blackings, and their quality has since been greatly improved.

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LEGAL CORRESPONDENCE

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

EFFECT OF MARRIAGE ON WILL MADE BEFORE MARRIAGE.

QUESTION.—If A and B each make wills and then subsequently marry, does their marriage affect the will of either one made prior to the marriage?

REPLY.—The rule of the common law is that the marriage of an unmarried woman revokes her will made before the marriage. The marriage of the husband and the birth of a child operate to revoke his will, also. In his case the marriage alone was not enough, but it must be followed by the birth of issue. That is the rule in the several states today except so far as it has been changed by the statutes. The New York Statutes provide: "A will executed by an unmarried woman shall be deemed revoked by her subsequent marriage." They also provide that: "11, after the making of any will disposing of the whole estate of the testator, such testator shall marry and have issue of such marriage * * * and the wife or the issue of such marriage shall be living at the death of the testator, such will shall be deemed revoked, unless provision shall have been made for such issue by some settlement, or unless such issue shall be provided for in the will, or in some way mentioned therein, as to show an intention not to make such a provision." Under this latter statute marriage and birth of issue will only revoke the husband's will under the particular circumstances therein stated, namely, where the will disposes of his whole estate and either the wife ar children are living at his death, and the children have not been provided for or expressly excluded from a share of his estate.

FIXTURES—CONFLICTING RIGHTS OF REAL ESTATE MORTGAGE AND CHATTEL MORTGAGE.

QUESTION.—The owner of a large store put counters, shelves and other fixtures into the store, which were attached to the walls and floors of the building, but could not be removed without seriously injuring it. At the time he bought the counters, etc., he gave the seller a chattel mortgage to secure the porchase price, which contained a distinct agreement that they should remain personal property till paid for. Then he mortgaged the building for $2,000 and the mortgagor of the building lent the money on the supposition that his mortgage covered the building and fixtures. They have never been paid for. Can the seller of the counters and shelves enforce his chattel mortgage against the mortgagee of the building?

REPLY—Your question is a mooted one. In New Jersey, where your case apparently arose, the real estate mortgagee would be preferred because he loaned his money upon the assumption that the fixtures were a part of the building. In New Jersey the chattel mortgagee could not enforce his mortgage to the prejudice of the real estate mortgagee. But if the real estate mortgage had been executed first, and the counters and shelves subsequently attached to the building, then the chattel mortgagee would always be preferred. If it arose in Massachusetts the real estate mortgagee would always get the preference.

HIRING AT TWO THOUSAND DOLLARS PER YEAR CONTRACT AT WILL.

QUESTION.—If an employer hires a salesman at a salary of two thousand dollars per year, payable in monthly installments, and the salesman continues on in business for four years, can the employer now discharge him at any time, or does the law regard the contract as a hiring from year to year?

REPLY.—The general rule in this country is that a hiring at so much per week or per month or per year where no period of employment is expressly agreed upon, is simply a hiring at will and can be terminated at any time at the pleasure of either party. If the original hiring had been for the definite term of one year and then the salesman continued on after the expiration of the year without any new contract, then the law would imply that he was hired for another year. But that is not the case. On the facts as you state them the original contract of employment was simply at a yearly salary and the fact that the compensation is estimated on a yearly basis does not change its character from a mere hiring at will.

LIABILITY OF STOREKEEPER TO CUSTOMER FOR PROPERTY STOLEN.

QUESTION.—I went into a clothing store to try on a suit of clothes and laid my vest on a table in the store. The clerk told me it would be perfectly safe there, but when I returned to get it, after trying on the clothes, I found my watch and chain had been stolen. Is the storekeeper responsible?

REPLY.—We think he is unless he can show that he used some care in guarding your property. By keeping a store he invited the public to come there and trade and by permitting you to place your vest and valuables on the table and informing you that they would be safe there, the storekeeper became the custodian of your property and was bound to exercise due care to keep it safely. Of course, if the storekeeper can show that he employed a floorwalker or other employee to take care of his customers' property, and, in spite of the exercise of due care, the property was stolen, he would not be responsible. But the burden is on him to show the exercise of such proper and reasonable care.

PHILADELPHIA HARDWARE MERCHANTS' AND MANUFACTURERS' ASSOCIATION.

The annual meeting of the Hardware Merchants' and Manufacturers Association of Philadelphia was held Tuesday, January 16. After the transaction of the usual amount of routine business the election of officers for the ensuing year was held, resulting in the following: President, John R. Griffith of Shields & Bro.; vice-president, E. S. Jackson of the Miller Lock Company; secretary-treasurer, T. James Fernley; Board of Directors—William W. Supplee, Samuel Disston, Thomas Devlin, John R. Griffith, E. S. Jackson, Charles Z. Tryon, James H. Ritter, Ellcott Fisher and T. James Fernley.

The annual banquet of the association will come off at the Bellevue-Stratford Hotel on Tuesday evening, January 30, and it is expected it will be the largest in point of attendance they have ever held. E. S. Jackson, Joseph J. McCaffrey, J. H. Ritter, Charles Z. Tryon and T. James Fernley are the committee in charge.

NEW YORK STATE ASSOCIATION OF RETAIL HARDWARE DEALERS.

The annual convention of this association, which is to be held at Binghamton February 20-22, it is expected will present tne finest showing of any so far held. The officers are doing their best in an energetic manner to add to the interest and importance of the occasion. One of the principal features of the meeting will be the Question Box, where the members will vie with one another in presenting abstruse questions on trade subjects and seek solutions in short discussions. Ideas in regard to advertising will be exchanged, and those who have profited by efforts of this character are urged to bring specimens of their work that may include newspaper ads., catalogues, booklets, circulars, etc., all of which will be put in shape for members to add to their own experience in this line. This advertising matter together with questions for the Question Box may be sent to any of the members of the committee having charge, namely, L. G. Mattison, Newark; William Fowler, White Plains; and Irving Van Voorhis, Cobleskill.

NEW ENGLAND RETAIL HARDWARE ASSOCIATION.

A meeting of the Executive Committee was held January 9 to prepare for the convention of the New England Retail Hardware Association which will be held at the Hotel Vendome, Boston, March 1 and 2. The advance bulletin will be published by the Executive Committee about February 1 which will contain the programme accompanied by editorial matter and advertisements. A number of guests of the association will be invited, among whom will be included:

Gov. Curtis Guild, Jr., of Massachusetts, and Mayor Fitzgerald of Boston; President W. P. Bogardus and Secretary M. L. Corey, of the National Retail Hardware Association; T. James Fernley, secretary-treasurer of the National Hardware Association; R. R. Williams, Hardware Editor of *The Iron Age;* Philip Corbin, president of the American Hardware Corporation, New Britain, Conn.; Henry R. Towne, president of the Yale & Towne Manufacturing Co., Stamford, Conn.; Howard S. Hart, president of the Russell & Erwin Manufacturing Co., New Britain; J. B. Sargent, Sargent & Co., New Haven, Conn.; William H. Hart, president of the Stanley Works, New Britain; Henry L. Lockwood, president Lockwood Manufacturing Co., South Norfolk, Conn.; M. Harbster, president Reading Hardware Co., Reading, Pa.

The programme, while embracing a general business meeting, Stag Supper, Theatre Party, trip among local Hardware stores, automobile party about Boston, will also include the Annual Ladies' Night. Space will be provided at the Vendome for exhibits by manufacturers, several large rooms having been secured for the purpose.

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Aim at perfection in everything, though in most things it is unattainable; however, they who aim at it and persevere will come much nearer to it than those whose laziness and despondency make them give it up as unattainable.—CHESTERFIELD.

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BICYCLES AND THE HARDWARE DEALER, No. 1

A PROFITABLE SIDE LINE.

We intend to publish a short series of papers on the above subject with a view of assisting in the campaign already inaugurated to bring the bicycle again into popularity. This is one in which the Hardware dealer should share, by bringing out such salient features as will enable the dealer to talk up the line understandingly as well as interestingly; and in that way pave the way for his full share of trade on this profitable specialty. The articles will be published with the hope of co-operating with the committee already appointed having this object in view to reinstate bicycles among the Hardware trade in a way that cannot but prove effective, as well as inducing greater interest, favor and publicity in the line than ever before.

TO THE HARDWARE DEALER.

With better roads the rule and not the exception, the modern bicycle, which surpasses all other machines for simplicity, lightness, speed and strength, is gaining in public favor and, with the new wave of cycling fever rolling over the country, with better roads everywhere, with new improvements for safety and comfort and ease of riding, the bicycle will probably, for these reasons now remain the favorite with the masses for all time to come.

For the Hardware dealer, this is a specialty line that he can handle to good and excellent advantage in connection with his other business. It is a line that naturally belongs to him and with the addition of an attractive line of Bicycle Sundries, will help him to command new and increased trade, not only on these goods but in his regular line as well. Right now is the time for the up-to-date Hardware dealer to carefully consider this line because every indication points to a second boom this season, and to the alert and progressive dealer, affords a profitable money-making opportunity that he cannot well afford to overlook.

The chief disadvantage of former bicycle riding was the fact that the rider could not stop for any purpose or go back without dismounting. For city or town riding where stoppage is frequently necessitated by the traffic, this perpetual mounting and dismounting was not only tiresome but wearying, so much so, that town and city riding ceased to be a pleasure.

However, with the advent of the Coaster Brake, all this has been overcome. To my mind, no device in Bicycle construction has proven so comfortable or great a saver of energy of the rider as the Coaster Brake. By a simple movement of the foot, a reliable brake is applied, or the coasting device is applied at will, the feet remaining stationary, at rest on the pedals. The Coaster Brake, more than any one thing, has been the means of creating new and revived interest in the bicycle, and in the opinion of the factory managers, more new bicycles will be ridden during the coming season than during any period since 1900, and fortunate, indeed, is the Hardware dealer who grasps this opportunity now, realizing that bicycle profits will be larger and sales much easier to make than later on when competition has greatly increased.

The first appearance of the Bicycle in the United States was in 1819 when Johnston's Pedestrian Curricle was introduced into New York. The excitement it created rapidly spread to Boston, Philadelphia and other large places and many riding schools were opened.

In 1869 the new Velocipede craze was at its height. Rinks and riding schools were opened everywhere but, as was the case of the Hobby Horse in 1819, the "bone-shaker" was found too cumbersome a machine to gain lasting favor and two years later, scarcely any were ridden in this country.

To follow the Bicycle through all the phases of its evolution from that time to now would involve a descriptin of innumerable technicalities. Some brief mention of the many types, however, may prove interesting. The "bone-shaker" was succeeded by Starley's "Ariel," then the "Spider" in which the front wheel was enlarged and the rear wheel reduced; in the latter case so much so, that it was almost identical with the "ordinary" or high bicycle. Wide rims and spokes gave way to the suspension wheel with anti-friction bearings and rubber tires, and for several years the "ordinary" was in general use, varying only in size and the length of the rider and in minor details. Length of limb now became the desideratum of every cyclist, for, other things being equal, the longer the leg, the larger the wheel that could be ridden, and, therefore, the greater the stretch of ground covered at each revolution of the pedals; but great dangers were attached to the use of the ordinary. So easily was the equilibrium of the rider disturbed, that a pebble in his patch would cause him to pitch head foremost over his handle bars, describing a circle of greater or less arc, according to the rate of his progression. Coasting down hill, legs over handle bar, was a favorite diversion, the rider occasionally being found senseless on the highway as a result. Endeavors to devise a machine of sager form, resulted in the appearance of the "Facile," the "Xtraordinary," the "Pony" and the "Kangaroo" types. All these, however, were front drivers.

Toward the end of 1879, however, Lawson's "Safety" saw the glint of day, and though he, himself, did not persevere with his invention, it was the virtual parent of the rear-driver safety, now ridden everywhere; albeit, it was very different in appearance and the cranks were actuated by levers and not a chain, but it lead the way to the appearance of Starley's "Rover." The bicycle, as a modern vehicle of pleasure, has been before the world for about thirty years. Its evolution in the diversity of models may be said to have taken place principally between 1868 and 1885, and its perfection, transformation, and the almost complete extinction of all but one class in the decade, 1885 to 1895.

The first modern bicycles of which we have any authentic record, were imported from England in 1886 and were exhibited in the Centennial Exposition in Philadelphia. The first bicycle built in this country by Col. Pope was a very cumbersome affair, weighing seventy pounds and costing $315.00. The first bicycles were manufactured by the Weed Sewing Machine Company, of Hartford, Conn., and later on, as the demand increased, the Hartford factory, at times, gave employment to more than five thousand workmen.

The developments which converted the Velocipede into the practical bicycle of today may be briefly summed up as the rubber tire, the suspension wheel, the ball bearings, the weldless steel tubing, the wooden rim, the chain gearing and chainless gear and, last but not least, the coaster brake.

A noteworthy fact in connection with the bicycle industry, is that the development of the bicycle was the result of constant experimenting instead of being based on the knowledge of the needs of the industry. While this country took little part in the early development of the Velocipede and Bicycle, it has led the world during the last ten years, not only in the quality and quantity of bicycles produced, but in the improvement and methods of manufacture. Through the ingenuity of American engineers, tools and automatic machines have been invented by the use of which the cost of producing bicycles has been greatly reduced as practically to place the bicycle of to-day within reach of almost everyone.

If riders will study such points as are here dwelt upon and seek to obtain a hygienic position, they will find still greater fascination in the sport of bicycling and much less occasion would be afforded for comment on cramped and awkward poses as well as complaint as to injuriousness of this exercise.

After getting the proper position, the next thing is to acquire the knack of pedalling evenly. This is something that comparatively few bicyclists do and many who have been riding for several years do not know their fault in this respect. They wonder why they have trouble in keeping steady and riding a narrow path. It is simply because their alternate pushes upon the pedals are not even. It is a well known fact that every stroke on one pedal tends to throw the wheel on one side unless it is immediately caught up and thrust with equal force upon the opposite side. If you have ever noticed, oarsmen have the same difficulty to confront, because they are stronger in one arm than in the other. This is also a fact that nearly every person has one leg a trifle longer than the other or, if this is not the case, one is stronger. It would seem from observation that cyclists do not think of these things or if they do, they pay no attention to them. If they did they would begin to correct their uneven pedaling by keeping their minds upon it and equalizing the thrusts of their feet. The wheel, when evenly pedaled, will run in a straight line without any stirring of the handle bars and without a bit of wabbling; whereas, very few riders, indeed, can travel far without touching the bars. A good way of acquiring even pedaling is to begin by seeing with how little touch upon the bars you can ride, relaxing your hold gradually, until you have only a finger tip on the steering apparatus. By persisting at this, you will soon be able to ride with your arms folded, and when you can do this, then you have learned to pedal evenly and correctly, with equal balance on each pedal.

(Concluded on page 32.)

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INLAND EMPIRE IMPLEMENT AND HARDWARE ASSOCIATION

The First Annual Convention of the Inland Empire Implement and Hardware Dealers' Association was held at Spokane, Wash., on January 10-12, 1906, at the headquarters and convention hall, of the Hotel Spokane. The meeting was an interesting one in point of attendance, a large number of delegates being present, indicating the interest taken in this their first convention.

WEDNESDAY AFTERNOON SESSION, 2.30 P. M.

The Convention was called to order in the Moorish Room of the Hotel Spokane by President C. L. Butterfield.

An address of welcome was given by Hon. Floyd L. Daggett, Mayor of Spokane, which was responded to by the President, after which the President delivered his Annual Address as follows:

ANNUAL ADDRESS OF PRESIDENT C. L. BUTTERFIELD.

On assembling for our first annual meeting, I feel that we have cause for congratulation on the promotion of those objects for which we organized. Within the year, not only has the membership been increased, but the Washington Hardware and Implement Dealers' Mutual Fire Insurance Association has been successfully launched with every prospect of success. At our June meeting the cordiality between the dealers and competitors was noticeable, and the round of good cheer which is here manifest indicates that the ties of friendship are strengthening.

THE YEAR HAS NOT PASSED WITHOUT ITS TRIALS,

some dealers in their anxiety for business have trespassed at times, upon the trade rights of others, but as we grow in years this will be gradually eliminated in all localities, as it has now been wholly in many places where previously no rights were accorded, and the placing of goods was the main object, whether or not safely sold being of secondary importance.

We are to be congratulated upon the successful work of our Secretary, and the Committee on Insurance are to be congratulated for their efficient service. All your officers have had but one object in view, and have unhesitatingly worked for that end, viz.: The good of the organization and the betterment of trade conditions in our territory. At this time I desire to extend my sincere thanks to each member for his loyal support, and to my fellow officers and members of committees for their valued assistance. There are to be elected at this session four members of the Board of Directors for a three year term, and also officers of the association, excepting the Secretary, who is, according to the by-laws, appointed by the Board of Directors. I bespeak for my successor the loyal and active support of each member in carrying forward the work to the accomplishment of much good, and to the direct profit of the Implement and Hardware business of this new, most fertile, and prosperous section.

I desire to call your attention to a feature which was spoken of at our previous meeting, but has not yet been incorporated among our permanent accomplishments, it is the Exchange.

Any well stocked store will at times accumulate a surplus of certain goods, but the articles that are surplus at one town, may be short at another, and by members listing with the Secretary the goods they would like to be relieved of, they may find a quick market, thereby turning dead stock into live money and by communicating with the Secretary when they need something especially quick, or that possibly may not be obtained from jobbers, they will obtain the wares needed, accommodating customers and receiving the profits of the deal.

We must

KEEP IN MIND THE MAIN LOCAL OBJECTS OF OUR ASSOCIATION,

viz.—Eradicating the losses and leakages of business, discontinuing that which is questionable as a money maker, refraining from selling to doubtful customers other than on good security. To sell closer to cash, to endeavor to get in closer touch with the manufacturers and jobbers, so that they may have confidence in the retail merchant that when times tighten, as they sometimes must, extensions may be granted on terms not onerous that the dealer may continue in business and as times improve work out of his embarrassment rather than going into bankruptcy, and having the stock of goods thrown on the market for sale at what they will bring. To have the relation of the manufacturers and jobbers so closely in touch with the retail interests, that when a stock must be closed out the goods will be taken and resold to dealers handling the same lines, thus protecting the trade against cut prices and demoralized methods.

The active subjects for discussion which are universally receiving the attention of all retail organizations are Catalog Houses, and the subjects of their earnest support, viz.—Parcels Post and the delivery of mail to rural boxes by number. Clothing the Interstate Commerce Commission with increased powers and subjects of traffic, also fair classification, with the right to mix in carlots goods of same material and value. It is through the efforts of such organizations as ours, and those kindred thereto, that the privileges have not been granted for which the

PARASITES OF THE RETAIL TRADE

Catalog Houses have been wishing.

If the Inland Empire dealers, who have been holding aloof from active participation in this association, could but realize the vast amount of gratituitous time and labor which some of the most substantial and brainiest merchants and manufacturers of the country are devoting to these questions of interest to them, I know they would not hesitate longer in deciding to give this association their most cordial support, and in putting their shoulders to the wheel and assisting in carrying it forward to the accomplishment of its purposes. The subject of organization and bringing into closer affiliation of all men in any way handling the same or similar goods is still one which is absorbing the attention of almost any business line, not only have the manufacturers and wholesalers of the same line of goods formed associations for interchange of thought, but they are forming into one central organization to bring their united efforts to bear on matters of legislation and traffic. As you well know, the retailers of every line are meeting with similar intent to our assembling here, and the latest is the "Affiliated Presidents and Secretaries of Trade Organizations" with headquarters in Philadelphia.

Never has the maxim, "Eternal Vigilance is the Price of Power" been more vividly brought to mind than during the past twelve months, and as it is in national, State and municipal affairs, to say nothing of great banking institutions and insurance companies, it comes down to ourselves, where vigilance and watchfulness are necessary that we may keep out the elements which work for the

DEMORALIZATION OF BUSINESS AND RESTRICTION OF PROFITS

below a living basis.

While we are here to criticise the unbusinesslike with endeavor to eliminate the bad, you must not be so pessimistic as to feel that the days of fair profits and the attainment of high commercial success are past, but with the confidence of the optimist look into the future, believing in your individual ability, coupled with the best efforts of this association to bring to yourself greater prosperity and to us credit for the work accomplished. If you are inclined to feel otherwise than buoyant, compare your privileges and conditions with those of the people of any other country. Stop for a moment and calculate the opportunities here in this Inland Empire to those of any other spot in glorious America. Stop to consider that with the advantages which have come to us from the sciences of all the past, and with the knowledge of and assistance of all prior inventions, we are equipped for developing this Empire with its untold wealth of mineral, forestry, and soil, as no other people ever were, we ought to, like boys, just out of school, for their summer vacations, throw up our hats and hurrah for the privilege that is ours of placing of commercially assisting to place this Inland Empire into the place it is destined to take, but to do this each must put some energy to the work. Those who have been watching must come forward and pull, making our organization a strong potent forceful factor in building up commercial America west of the Rockies.

Gentlemen, I thank you.

This was followed by the Secretary's Report, which was a long and thoroughly exhaustive one, of which we give a few extracts:

SECRETARY E. W. EVENSON'S ANNUAL REPORT.

Gentlemen of the Convention:

Seven months have elapsed since we met here in this room for the purpose of being mutually benefited by an interchange of each other's ideas, and experiences in the carrying on of our respective businesses. Since then much has happened to pull us together, more closely in our endeavors to earn a living from our businesses. Much as has happened to pull us together, just as much has happened to pull us apart, if you prefer to interpret the movements of your fellow dealers in that way. Cicero says that "Men were born for the sake of men, that each should assist the other." The members of this association believe in this adage, and if they fail to practice it, I should like to ask that you be not too hasty in condemning them before you look at yourself for a time and see if you cannot discover, at least a portion of the causes that lead to friction with your fellow dealer. During the past seven months your secretary has not done as much road work as he should like to have, nor as much as you members would probably like to have him do. But the organization, incorporation and preparing of the Washington Hardware and Implement Dealers' Mutual Fire Insurance Association has taken up a great deal of the time of your secretary that might otherwise have been used on the road in getting new members for the

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association. Nevertheless, we spent some time among the members, and I shall endeavor herein to tell you of some of the experiences had in this work. Whenever your secretary has gone into a town wherein all the dealers are members of this association I have found that very little friction, if any existed. Where there has been friction found it has been due to the luke warmness of the dealers towards the association. In such cases it is the rule that your Secretary is usually enlightened by the member telling him of the many underhanded things which his competitor has done, and what an all round rascal he is. I have gone into towns with three dealers in it, and have been told by all of them what an all around rascal each of the other two dealers are. Neither have spoken to the others for years, and all the information any of them have upon the subject of each other's virtues and vices is the information given them very freely by the customer looking for a concession in price. You can readily see the results obtained by relying upon, or following up such information.

In such cases it has been the work of your secretary to get the dealers together and introduce them to one another, and good results usually follow.

On the other hand I have found dealers working like nailers for every dollar's worth of business they could get in an honorable way (which is honorable) and at the same time the best of feeling existed between them and they are always ready to fight a common enemy, through their organization. I should like to say, while dealing with this phase of the association work, that in order to be successful we must have a majority of the retail dealers in their list of membership. I should also like to ask each of you, What have you done to increase membership? To how many fellow dealers have you recommended the association? How many have you asked to join the association? Honest criticism is sought by your Secretary, and in this regard I wish to say that I do not care particularly whether it be favorable or otherwise, so long as it is along practical lines, and is honest.

I regret to say that in this matter I have had but little help from any, and practical help from few. I received suggestions from Mr. Plough one day that have netted the association much in dollars, and I hope, much in usefulness. I also have received some mild roasts well directed, and to the point from the same source. If you would try to do the same thing I am sure our association's usefulness can be increased many fold during the next year.

In passing this I wish simply to state that in my experience with men, I have found it to be the rule that "the other fellow" generally thinks just the same of you as you do of him, so if you would want to avoid friction, it behooves you to think well of the "other fellow."

Becoming angry at your fellow dealer is like spitting at the wind. The wind can be relied upon to fling the spittle back into your face.

There can be but one way in which to get the good from association work, and that is to boost for the association. Speak well of it to every one you meet who is interested in your line of trade.

Not the least of the pleasant incidents of the Secretary's is the receipt of a letter which reads somewhat like this. "We wish to withdraw from the association because so and so does not do thus and so."

I am glad to say that I have received but two such letters during my official life, and these letters have been received after the parties writing them have received a very urgent request to pay their dues.

In passing this I simply wish to state that so far as I am able to observe, this is but a cheap way in which some dealers attempt to avoid paying their dues. Had they stated in time, or at the time the matter came up that things were not going rightly your Secretary could have then taken the matter up, and possibly good could have come out of it to the dealer making the complaint. As it was he preferred to let the matter run open until such time as he could have offered it as an excuse for not paying a debt which, by every code of honor known among business men, he was bound to pay, no matter what happened. As already stated we have but a very few such with whom we have come in contact.

On the whole, I should like to state that the work of your Secretary has been very pleasant, and I should like to thank the many dealers, who have aided me in my work of making the association of value to both retailers and jobbers alike. I should like to thank the jobbers and the manufacturers for their assistance in correcting many minor evils that have crept in. They have supported us loyally in most things, but there is work left for them and I propose with your assistance to put it up to them.

* * * * * *

Now I know that our local friends, the jobbers, will answer that the item of expense, known as case and cartage, is one that has to be born by the goods sold, and if not put in one form it will have to be put in another. In this I quite agree with them, but listen a moment.

Suppose, for example, H. A. Steinkee & Company, a Hardware firm doing a retail business in this city on Division Street, should telephone to a local jobber for ten kegs of nails, they would be delivered to his door free of charge so far as case and cartage is concerned. On the other hand; should a dealer in any of the towns outside of Spokane order that ten kegs, they would be delivered at the depot, and a cartage charge added to the bill, notwithstanding the fact that the depot is about a half mile the shorter haul. I am sure that none of us will begrudge Messrs. Steinkee & Company their good fortune in this matter, but what we do mourn is that fact that such distinction is made, and favoritism shown.

Another practice that has come under the observation of your secretary during the past summer is the practice of manufacturers having lines for transfer in this city, to allow their transfer agents to sell goods from their stocks at retail. Such manufacturers have certainly got the nickle so close to their eyes that they cannot see the dollar behind it. These manufacturers carry the stock, carry the insurance and the taxes on the stock, and in addition to all this they pay the transfer agents a rental for their building.

Bereft of these expenses it can readily be seen that Mr. Transfer Man is in a position to sell goods at retail at prices nearly the cost to you members, and still make good money. Indeed I believe he can sell at the same price you pay, and still show a profit, for what goods he ships from warehouse he is allowed a "transfer charge" and in case he sells these goods at retail he can always collect his Transfer Charge.

We will suppose, by way of illustration, that a dealer in Oakesdale wants a wagon shipped to himself. The "transfer charge" of $2.50 will be added to invoice, and the Oakesdale dealer will be compelled to pay same. Now add to the above, the "cartage charge," and the freight from Spokane to Oakesdale, plus the merchants expense of doing business such as taxes, insurance, etc., and you will have the cost of that wagon at Oakesdale. On the other hand, should that farmer decide to come to Spokane and buy that wagon from the transfer man the cost would be the Oakesdale cost, less the transfer and cartage charges, as well as the insurance, taxes, interest on money invested and all the other items usually entering into a merchant's item of cost. A good profit to any merchant could it but be saved.

* * * * * *

During the past seven months your secretary has written 29 circular letters and sent them to all our members. This is on an average of about one each week. Some of these have gone to non-members in the hope that we might interest them in the association and its work. I have sent out approximately 5,000 pieces of mail matter, and I am satisfied that it has paid. Our association has in good standing at the present time 140 members, and if those here who are in arrears will kindly pay their dues we will have a great many more.

I do not count as members, anyone upon the rolls who is six months in arrears, as the by-laws do not permit me to do so.

In conclusion I wish to thank such members as have given so freely of their time in trying to further the welfare of the association during my official life. To the President, who has at no time been too busy to give up his time and abe council in the association work. To. Mr. Fridaker, our Treasurer, who has never been too busy to give of his time and ability in anything affecting our welfare. Also to Mr. Plough for the many valuable suggestions he has given me. There are others whom I might mention, but no disinterested person has advanced our interests more than Mr. Waggoner. I wish also to thank the traveling men who have aided us in many ways in securing new members. My contact with jobbers and manufacturers has been pleasant, and I have always found them ready and willing to help us in every way possible.

I hope that your deliberations will cover each of the suggestions herein set forth, for they are matters that have come up in the regular way in association work.

Gentlemen, I thank you.

The Treasurer's Report followed and the President appointed the usual Committees, which ended the Session.

THURSDAY MORNING SESSION.

The meeting was called to order at 9:30 A. M., the first duty of the day being the election of officers for the ensuing year, which resulted as follows:

THE ELECTION OF OFFICERS.

President, E. E. Lucas, Davenport, Wash.
First vice-president, R. A. Spiker, Kamiah, Idaho.
Second vice-president, A. Urbolm, Spokane, Washington.
Treasurer, J. R. Fridaker, Spokane, Wash.
Secretary, E. W. Evenson, Spokane, Wash.
Directors (three years) C. L. Butterfield, Moscow, Idaho; E. L. Scott, Oakesdale, Wash.; L. C. Fisher, Sprague, Wash.; F. J. Guth, Odessa, Wash.; A. B. Salman, Wilbur, Wash.

Several reports of Committees followed, when an address was delivered by John R. Stevenson of Pomeroy, Wash., on the subject

IT MAY BE SO.

which was succeeded by a general discussion.

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THURSDAY AFTERNOON SESSION.

After being called to order at 1:45 P. M. an address was delivered by F. F. Larrabee, of Edwall, on

CATALOGUE HOUSE; WHERE ARE WE AT?

Mr. Larrabee was followed by J. N. Nankervis, of Moscow, who spoke on the subject:

WHO ARE THE REAL BANKERS OF THE INLAND EMPIRE?

followed by J. H. Berge of Davenport on the

MAN UP THE STREET.

W. P. Bogardus, President National Retail Hardware Association, Mount Vernon, Ohio, was down for an address on "What the Association does for you," but being unable to attend sent the following letter which was read by the Secretary.

E. W. EVENSON, Secretary,

Dear Sir:—When your invitation came to me I was rather anxious to come to your meeting and began to make arrangements to that end, but circumstances over which I had no control have arisen to prevent my coming. But I will be glad if this letter which I write you shall in any way stimulate you and help on the good work.

Thirteen years ago thirteen Hardwaremen conscious of an injustice that was being put upon them gathered at Columbus, Ohio, to organize an association to the end that there might be some way developed by which some of the ills they suffered might be lessened, if not done away with entirely. At first what was to be done by organization was rather indistinct, but as time goes on and experience is added to experience the ideas are being clarified and a more perfect knowledge of what we want is coming into view. And as state after state swung into line with the Hardwaremen lined up it became apparent that

A NATIONAL ASSOCIATION WAS NEEDED TO BIND TOGETHER

and make strong the several State Associations. At first these organizations were looked on askance by the jobber as a possible menace to him.

But time has developed the fact that they are a help to the jobbers as well as a retailer, and so we have the Joint Committee of jobbers and retailers. Singly and alone none of us could expect to gain much recognition, but grouped together we hope to accomplish much. We now have twenty-four States affiliated in their association work. What do we expect to do? We hope to stir up your pure minds to some of the conditions that while they may not affect you now, will later on if conditions are not changed.

THE SPIRIT OF COMMERCIALISM IS ABROAD IN THE LAND,

and it is a spirit so utterly selfish that anything that obstructs its onward move is ruthlessly crushed. The rights of others are not considered. In fact, no one has any rights, from the spirit's standpoint, that gets in its way. A condition where commercialism has gone mad, and like the car of Juggernaut moves forward, insensible to and unmoved by the cries of those whom it crushes, and intent organization of the gigantic combinations and trusts and monopolies that are reaching out to control everything, and to this spirit uncurbed and left to run riot under the mistaken idea that the seeker of wealth has no obligations to his fellows has led to the conditions that investigation is bringing forth, to the surface. Conditions are so disgraceful that the blush of shame mantles the cheek of every true American as the story is told. To call a halt on such things.

TO DEMAND THAT MORE HONEST METHODS BE PURSUED.

To insist that the rights of others be recognized, and that every man has his chance. To urge that the rich as well as the poor should be compelled to obey the laws is part of the work that falls to us as American citizens.

These greater things we may not neglect as we move forward in the work of bettering our position as Hardwaremen. To lessen the evils of competition; to encourage a friendly rivalry; to make our lives more pleasant by realizing that we are in business for a living and not to fight our neighbors, and that if we have a right to fight that we will succeed better by fighting with our brother Hardwareman, rather than against him. That we have a common enemy that will take our surplus energy to overcome, and that whatever success we may hope for must come by friendly co-operation rather than antagonism.

To face the evil of Catalog House competition we must unitedly insist that we be treated all alike. That one retailer shall not have an advantage over others.

THAT REBATES AND SPECIAL PRICES BE ABOLISHED.

That the manufacturer must not give some retailers advantages over others so as to build up some few, and break down a great number. That the government of the United States shall not go into collusion with great combinations to the detriment of the public. That the Post Office Department shall not go into the transportation business to the injury of the private citizen. There are some things that require our united effort to remedy. And to this means the better education of the public in their duties to their country and their responsibilities to each other.

There are many things I would like to say to you but time forbids. With regret that I could not come, and many wishes for your success, I am,

Very truly,
W. P. BOGARDUS.

D. F. Anderson of Rosalia, Wash., a prominent and old time merchant in Eastern Washington, could not come, but sent a letter, which the secretary read. It was received with interest.

A fine address was delivered by H. C. Stover of the Stover Carriage Co. of Chicago, which lack of the necessary space prevents us from giving in full.

THE PRESIDENT:—We will now hear from Mr. W. P. Lucas on

OUR MUTUAL FIRE INSURANCE ASSOCIATION.

He was followed by C. A. Loy, of Fairfield, Wash, who spoke on

YOUR MUTUAL FIRE INSURANCE ASSOCIATION.

I have a few facts which will show you what our mutual fire association can do—what has been done in this section of the country. Nearly twenty years ago, while we were still a territory, there was formed what was called the Mutual Fire Insurance Association, in Spokane County, and I will give you the cost of a company which to-day has 250 members. The loss of this organization since 1886 has been $1,531.65.

THE SECRETARY:—In twenty years?

Yes, in twenty years. Now they represent the capital of this organization as something over half a million dollars; I understand this is the real value of the property insured, and one of the members has carried since 1892, from one thousand to $2700 insurance, and he tells me that the largest amount he has paid as an assessment, was one just levied to pay a loss of $500, and was $2.70. In the twenty years it has cost him, with his membership, which is one dollar, and his dues, which are fifty cents per year, and the little expenses which he has contributed to the meetings, $24.45. It seems to me there is quite a little saving there, the same as there will be in our mutual.

Now the average loss per year of this organization has only been $76.58. I said the highest assessment was $2.70, but I find here $4.30 on the thousand in 1899, which was at a time when the membership was exceedingly small, and a number of the members didn't pay their dues, and those who had paid up only were assessed. Property is insured at two-thirds value; if it is a stovepipe risk, they only accept one-half the value, and whenever there is a loss, if they haven't the money in the treasury they call a meeting and make a levy of one mill, I think one mill is the highest, and the members pay it, and if a member doesn't pay up, they run a pen through his name on their register, and that ends his membership, and he cannot get in again.

Gentlemen, we should have at least $400,000 insurance taken at the end of this meeting. We now have about 200 members, and that will average around two thousand dollars to the member, and most of the members are taking the limit of $3,000, and with a great many the only question is whether they can take more. If you have more than one risk, you can take more, so long as they are not in the same block. This protection alone is bound to make our company, as I term it, a success.

Here is another thing that will speak well for this, that is this report of the Northwestern Mutual Fire Insurance Co., of Seattle. It has the heading, "Saves 25 per cent." Now gentlemen, suppose they also save 15 per cent. to agents for getting these premiums, and they pay (the old line companies) more than that, 25 and 30 per cent., now there is 50 per cent. saved, and I would like to know of any of you who would not save 50 per cent. in your business—you would be perfectly willing to do it. I have investigated this matter thoroughly, and I feel that there is no question about its success, that it is absolutely safe, and that no other company can be safer, from the simple fact that the members receive the profits of the company.

Gentlemen, I would like to turn all my money out in that way, if I could reap those results, and I believe every one of the balance of you would be willing to do that. I think we have one of the strongest companies in our State, without any question. I was surprised, more than surprised, to have a gentleman who joined this association come to me and say, "Well, if it hadn't been for the insurance part of this, I concluded to drop out, but I am going to pay up my dues and remain a member of your organization, and that is the reason I am doing it." Now so long as I am a member of your insurance committee, I want you to kick to me if there is anything you think requires it, or anything you don't understand. If you think it is all right, I know you will tell it to your neighbor, and if you think anything can be made better, I want you to tell me. As one of the jobbers told me, our organization is strong enough to do almost anything we want, if we will stand united and all pull together for the one end—success. Gentlemen, I thank you.

FRIDAY MORNING SESSION.

President Lucas called the meeting to order at 10.30 A. M., when a paper was read by Mr. A. C. Tyler, on the subject of

BUYING AND OVER BUYING.

(Continued on page 30.)

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RECENT TRADE PUBLICATIONS.

THE H. B. IVES COMPANY, New Haven, Conn., have favored us with a copy of their 1906 Illustrated Catalogue No. 12 of Builders' Hardware Specialties. In presenting the Catalogue they desire to call attention to their increased line of Window Hardware Specialties and revision of list prices, and declare their intention to maintain their reputation for high grade finishes on their entire line. Among the Specialties shown are the following: Ives Patent Sash Locks, The Crescent Sash Fastener, Mortise Striker Plate, The Ives Window Ventilating Locks and Bolts, Ives Patent Window Stop Adjuster, Shutter Knobs, Sash Lifts, Curtain Hooks, Drawer and Door Pulls, Sash Cord and Weight Fasteners, Transom Catches, Mortise Door Bolts, Wrought Metal Door Bolts and Upson's Patent Blind Adjuster and Fastener. The cuts illustrating these Specialties are very clear and the descriptions of each concise and yet comprehensive. If you have not already received one of these very interesting and instructive books, write at once.

BEMIS & CALL HARDWARE AND TOOL COMPANY, Springfield, Mass., have made us the recipients of their exceedingly artistic Catalogue and Price List of Standard Goods. They state in introducing the book as follows: "Our facilities and long experience enable us to furnish goods of superior quality and finish on the most favorable terms, and we shall at all times make it our object to sell our goods as low as we can afford, and shall seek for every consideration that will tend to the improvement and perfection of all goods made by us. All goods manufactured by us are thoroughly inspected." Some of the articles described and illustrated are, Steel Dividers, Steel Compasses, Steel Calipers, Check Punches, Drive Punches, Timber Scribes, Steelyards, "S" Nut Wrench and "S" Pipe Wrench. A Circular enclosed in the catalogue shows the "Merrick's Pattern" Screw Wrenches and describes their construction. The last page of the catalogue contains a Price List of Wrench Parts and an Index on the first page facilitates a ready reference to the contents of the book. The catalogue will be gladly sent to applicants.

SARGENT & COMPANY, New Haven, Conn., represented in New York by Sargent & Company, 149-153 Leonard St., are presenting to the trade their 1906 Catalogue of Spring Balances and Scales. They state that they have greatly enlarged their line since issuing their last catalogue, and have made many improvements in their Balances, each of which is particularly adapted for the use for which it is intended. Among those described, priced and illustrated are the following: Sargent & Co.'s Pocket Spring Balances, Round Spring Balances, Heavy Straight Spring Balances, Warranted Extra Heavy Ice Balances, Warranted Circular Family and Warranted Circular Spring Balances, Scale Beams or Patent Balances. Their line of Scales includes the following: "Old Glory" Warranted Family Scales, Hatch Tea Scales, Hatch Counter Scales, Even Balance Scales, Side-Beam Even Balance Scales, Grocers' Scales, Platform and Portable Platform Scales. The catalogue is exceedingly artistic and is a handsome production worthy a careful perusal by all dealers in this line of goods. If you have not received a copy the manufacturers will be glad to mail you one upon request.

THE D. F. JONES MFG. CO., LTD., Gananoque, Ontario, Canada, have favored us with an exceedingly handsome publication which is their 1906 Price List of Shovels, Spades, Scoops, Draining Tools, Etc. They state in presenting the book to the trade: "Our Shovels and Spades are made from a cast steel bar. The blade and straps are in one piece; not welded or riveted, and are superior both in quality and finish. Our Jones', Burns', Gray's and Old's Brands are made by this process. Every Shovel and Spade blade is stamped. The trade and consumer will, therefore, always be able to detect any imitation." The Price List is finely illustrated and this, together with the very artistic cover which is lettered in gold, makes the book a very attractive and pleasing one. A copy will be sent free upon request, and interested parties will find it a very useful and handy book to select from. Send at once.

THE EBBING MANUFACTURING CO., successors to G. A. Milbra dt & Co., St. Louis, Mo., have recently published their Catalogue No. 22, which gives very comprehensive descriptions and numerous illustrations of the Milbradt Rolling Step Ladders and Tracks, which they claim are made suitable for all purposes, and can be used on all kinds of shelving. They call attenton to the superiority of their goods as shown in the following extract: "We have manufactured the Milbrandt Rolling Step Ladders for the past twenty years, and it has always been our aim to make the most perfect Rolling Ladders on the market; and the fact that we are now selling more Ladders than all other houses combined, and that we daily receive, unsolicited, the highest recommendations for them, is sufficient evidence to prove that we have succeeded in our object." The catalogue is very attractive in appearance and cannot help but prove interesting to all those desiring to receive a copy of same.

BEALL SHOVEL COMPANY, Alton, Ill., manufacturers of High Grade Steel Shovels and Scoops are presenting to the trade a very attractive and interesting catalogue, in regard to which they state as follows: "We have attempted to give complete price lists as well as illustrations and dimensions of the line of Plain Back (Antrim) and Hollow Back (Cleveland) Shovels, Spades and Scoops we manufacture. Our experience of nearly half a century in manufacturing has enabled us to put on the market a High Grade Steel tool unsurpassed in finish and quality. We solicit a share of your business, guaranteeing every tool." The catalogue is very well arranged and illustrated and will be found valuable to select from. A copy will be gladly and promptly sent to interested parties.

EAGLE COOPERAGE WORKS, Circleville, Ohio, have sent us a very interesting and convincing envelope-sized pamphlet, in which are set forth the many advantages to be found by the use of The Eagle Mop Wringer and Bucket Combined. They state that these Mop Wringers have every feature which could be desired in an article of the kind and that all parts are carefully machined and fitted to a nicety, Every Wringer and Bucket being carefully inspected before leaving the factory. A few pages are devoted to describing the Ohio Mop Head and Detachable Handle, which they claim are unexcelled for simplicity, efficiency, durability and general satisfaction. They are especially designed for use in the Eagle Mop Wringers. The pamphlet will be gladly sent to anyone interested in this line of goods.

PIKE MFG. CO., Pike, N. H., have recently mailed us an envelope sized pamphlet entitled, "Something New from Pike." They state they realize that the average retail dealer is not carrying a complete assortment of Sharpening Stones and that he does not always, perhaps, have the necessary display to induce sales. Believing that an assortment of any class of goods in an attractive display box is preferred by all dealers, and that all up-to-date merchants are constantly on the lookout for improved methods tending to the increase of any part of their business along the lines of sales and profit, they present a way out of the difficulty by offering that which will materially increase trade and profits in sharpening stones, namely, their Assorted Boxes of Oilstones and Scythestones. The pamphlet illustrates and describes these boxes and contains a list of the contents of each, which they guarantee to give satisfaction to every user. Write for further information.

WILEY & RUSSELL MFG CO., Greenfield, Mass., manufacturers of Patent Screw-Cutting and Labor-Saving Machinery and Tools, have recently mailed us a copy of their new catalogue and price list. The little book contains a very complete line of the goods manufactured by this company and each article is clearly illustrated and thoroughly described. They state in introducing the catalogue: "We endeavor to hold ready a most complete stock of regular tools, and to make 'specials' with all possible promptness. Whatever may have formerly been the best practice, no one now doubts the economy of buying taps, dies, and reamers of manufacturers who make them a specialty. Our machinery and appliances are as complete as we can make them, and no pains are spared to insure the greatest accuracy and the highest quality. Our taps are all machine relieved on the most correct principle, and are made of the best steel procurable. We warrant everything we make, both as respects workmanship and quality of material." Write for Catalogue No. 33.

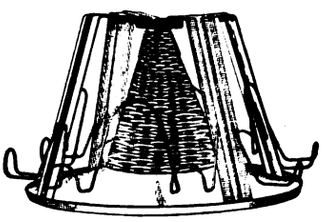
If you suppress the exorbitant love of pleasure and money, idle curiosity, iniquitous pursuits and wanton mirth, what a stillness would there be in the greatest cities! The necessaries of life do not occasion, at most, a third part of the hurry.—BRUYERE

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NEW GOODS AND SPECIALTIES.

WIRE CONE TOASTER.

HASKINS & WILLIS, Ann Harbor, Mich., are the manufacturers of the Wire Cone Toaster for Gas or Gasoline Stoves, of which we give an illustration. It will toast five slices at a time and

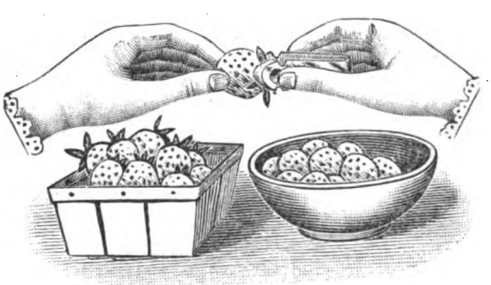


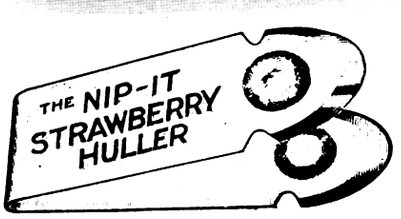
WIRE CONE TOASTER.

is calculated to do the work well. It is provided with a convex bottom and will fit any stove; has a grooved edge which catches the crumbs. The open top makes it possible to toast the fifth slice or heat the tea or coffee pot or plate. It will be found a ready seller when once it is added to your stock.

THE "NIP IT" STRAWBERRY HULLER.

THE WINDSOR STEPHENS & Co., Waltham, Mass., are placing on the market a very useful little novelty which they designate the "Nip It" Strawberry Huller, and of which we give an illustration. It is stamped out of sheet metal neatly nickel plated and polished. They have greatly improved its original form and also its appearance. It is stamped in the proper shape so that when



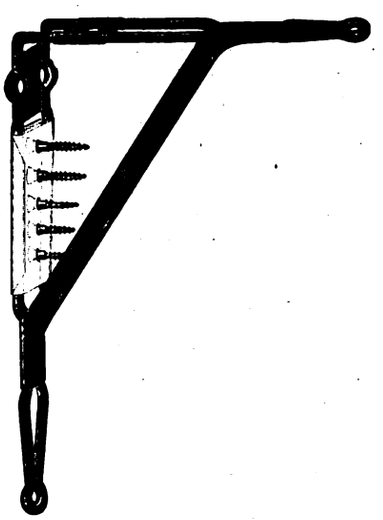


THE "NIP IT" STRAWBERRY HULLER.

held between the thumb and forefinger berry hulls or bad spots in the berries can be quickly nipped off. It is far superior to any mode of doing the work required by hand as it does not stain the fingers. It can be retailed at a price so moderate that almost every purchaser would buy at least half a dozen so that he can give them away to his friends as a labor saving device, and yet the dealer is protected in a good profit. A sample will be sent to any dealer on request. In advertising this specialty in the future the jobbing trade will be consulted with a view to handling it in large quantities, in which they will find it attractive.

BRADLEY STEEL SHELF BRACKET, IMPROVED.

THE ATLAS MANUFACTURING CO., New Haven, Conn., are introducing to the trade a great improvement to the Bradley Steel Shelf Bracket, which we illustrate herewith, it being an entirely new feature. By means of an ingenious device, for which they have applied for a patent, the screws for each bracket are attached to the bracket itself. This method of packing the goods has been found to be a great convenience, especially where a large counter trade is done, the clerk being able to attend to an increased number of sales. Then again it is referred to, the customer will not reach home only to find that the wrong sizes have been put up, or as is often the case, that the screws have been omitted altogether. The bracket is much stronger than it



BRADLEY STEEL SHELF BRACKET, IMPROVED.

looks to the average person, and every mechanic sees at a glance the reason why. A pair of 5x7 will, it is claimed, hold up 300 to 400 lbs. In one test made 925 lbs. were loaded on before the brace collapsed. It is neat and artistic and extra well finished. The japanning is not done in bulk. Each bracket has two coats of tough japan baked on.

"SUMMERS" BUGGY HEATER.

THE SUMMERS BUGGY HEATER CO., Mattoon, Ill., are placing on the market the "Summers" Buggy Heater and Lantern, illustrated. It is a combination Buggy Heater and Lantern. It is simple of construction, being a strong metal case with special oxidized ends perforated. One end has a three-inch double strength crystal glass, so set as to be thoroughly protected. Within the case is a metal fount, which has a capacity of 1½ pints, surmounted by a double convex burner, over which rests a crystal globe with ventilator above. The front is secure-



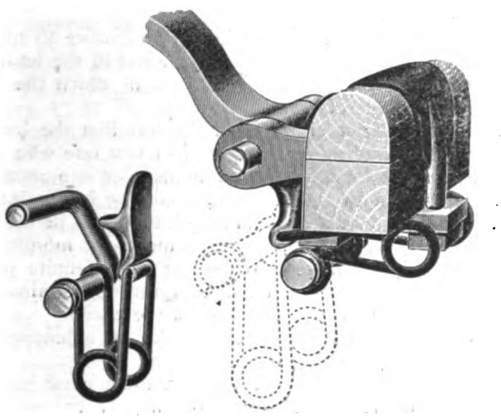
"SUMMERS" BUGGY HEATER.

ly fastened to prevent rattling or jarring. The case, except the oxidized copper ends, is covered with Scotch sanitary carpet of reversible design. The burner unscrews the same as from a lamp, and the wick is replaced the same as in an ordinary lantern. The fuel employed is kerosene, and the makers assert that it is quick to heat and very economical to operate, as it furnishes both heat and light. It burns with clear flame that gives no odor or smoke. The device is 7x10 inches at the bottom, eight inches high and weighs but five pounds. The broad and heavy base prevents upsetting. It is claimed to burn perfectly even when blankets surround it. It can be used under the feet or placed on the lap for keeping the hands warm. At present it is made in one size only, but more sizes are expected in time for next season

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COVEY QUICK SHIFT ANTI RATTLER.

F. E. KOHLER & Co., Canton, Ohio, among the large number of specialties they are making call special attention to the new Quick Shift Anti Rattler here illustrated, and which they have recently placed upon the market. The castings used in its construction are of malleable iron, increasing the durability;

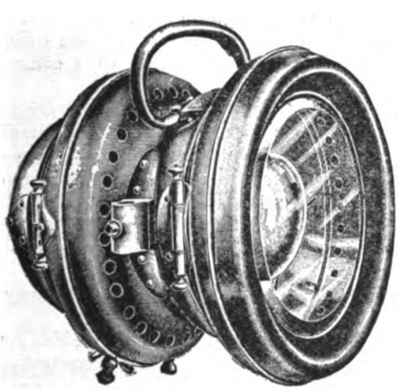


COVEY QUICK SHIFT ANTI RATTLER.

while the steel bolt and springs are of tempered steel wire. At the right of the cut is shown the Anti Rattler attached to axle, with the open position of the spring indicated by the dotted lines. At the left, the spring and malleables are shown in detail. The article is referred to as affording a simple, durable and effective quick shift.

THE "AUTOLYTE" MOTOR CAR LAMP.

A. H. FUNKE, 83 Chambers Street, New York, is the manufacturer of a number of Lamps, which are adapted to the use of Acetylene Gas, to which he has added the "Autolyte" of which we give an illustration. Among the features that are novel in its construction is the fact that no chimney is required, which has a tendency to greatly improve the appearance of the lamp

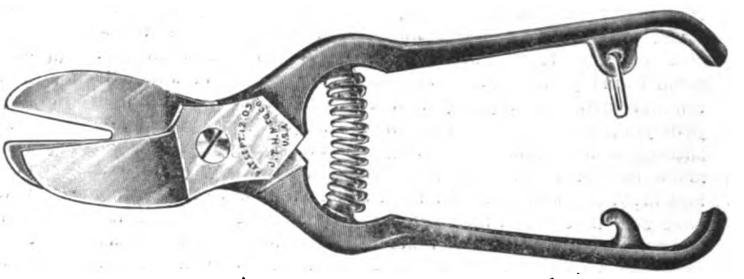


THE "AUTOLYTE" MOTOR CAR LAMP.

and increase its strength. The approximate dimensions over all are; diameter of front 10 inches, front to rear 10½ inches, and height 10½ inches. The Lamp can be furnished with either a parobolic lens in front or provided with a Margin Mirror at back. Such accessory parts as handles, hinges, hinge pins, etc., are of heavy cast brass and made especially for the curves of this lamp and of proper proportion, making the entire construction up-to-date and exceedingly appropriate for the purpose. The supply of Acetylene gas from a separate generator is supplied in the usual manner, through a brass tube under the burner, while the lamp itself is of polished brass and is claimed to be distinctly new and not a copy of anything already on the market.

STEFFA'S SHIELD ORANGE CLIPPER, NO. 67.

WIEBUSCH-HILGER, LTD., 9-15 Murray Street, New York City, as Sole Agents for the J. T. Henry Mfg. Co., are just putting on the market Steffa's Patent "Shield" Orange Clipper, No. 67, illustrated. The feature of this Clipper which distinguishes it from all others is the slotted lower blade. This blade as a result of its construction (which is clearly shown by illustration), acts as a shield to the fruit when the stem of the orange is being cut. It will also be noticed that the lower blade is extended somewhat beyond the point of the upper blade; this prevents the possibility of accidental injury to the fruit by the point of the upper blade cutting the stem. The feature of the central opening in the lower blade is so entirely distinct from any other clipper that has ever been made for the purpose of cutting the stem of the orange that the manufacturers and inventor confidently believe that the "Shield" Orange clipper will eventually supercede the old style entirely. In common with all of the other goods made by the J. T. Henry Mfg. Co. the Steffa

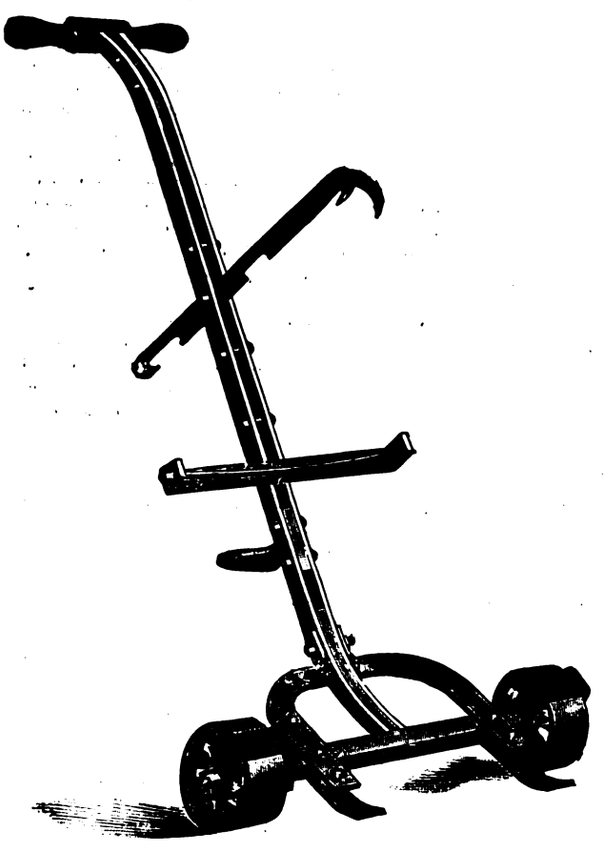


STEFFA'S SHIELD ORANGE CLIPPER, NO. 67.

"Shield" Orange Clipper is of high grade well finished and fitted with exceeding care. The Clippers are 6¼ inches over all; the blades polished showing a high degree of finish, and with japanned handles. They are packed in boxes of one dozen each and in cases containing one gross.

McKINNEY'S IMPROVED BARREL TRUCK.

MCKINNEY MFG. Co., Allegheny, Pa., for whom John H. Graham & Co., 113 Chambers St., New York, are representatives, are introducing to the trade McKinney's improved truck for handling heavy barrels, casks or boxes with ease and rapidity, of which we present an illustration. In any place where such packages are handled it is argued it will pay for itself in a short



MCKINNEY'S IMPROVED BARREL TRUCK.

time as it is claimed one man can do the work of three using the old conventional style of truck. The truck is so constructed for strength and durability that it is practically indestructible; all parts except the wheels being made entirely of spring steel that is calculated to retain its shape while undergoing the roughest usage. The wheels have the latest improved roller bearings, making it possible for one man to move with ease a load of 1,000 pounds and over. The manufacturers state they solicit trial orders, or would be willing to send one on approval to be returned at their expense if not satisfactory, so well satisfied are they that they will not fail to meet every test warranted by the usual conditions.

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WENZELMANN HAY RACK CLAMP AND BRACKET.

F. E. MYERS & BRO., Ashland, Ohio, have recently bought out the Hay Rack Clamp and Bracket business, including patents, good will, stock, etc., of the Wenzelmann Mfg. Company, Galesburg, Ill., as announced in the following letter.

To our Friends in the Jobbing Trade.—

Gentlemen: We most respectfully refer you to F. E. Myers & Brother of Ashland, Ohio, who have recently bought our entire Hay Rack Clamp Business with our good-will therefore, also our Hay Rack Patents, patterns, prints and stock of material for Hay Rack Brackets and Clamps. You are undoubtedly familiar with the capacity and business methods of this firm, justifying our recommending them to you with pride, as our successors in the manufacturing and marketing of the Wenzelmann Hay Rack Brackets and Clamps, so thoroughly introduced and favorably known as the most satisfactory device for the purpose ever invented, which recovered by letter Patent and having a trade identity which, as stated, now belongs to the above firm and justifies the consideration we hope you will give them, believing that with their increased facilities and capacity, our transfer and your dealing with them will be satisfactory in every respect.

Very truly yours,
WENZELMANN MFG. CO.

TEN CENT GOODS.

Even the best of merchants in all lines are not always familiar with the possibilities of the five and ten-cent counter or the bargain section.

It is the belief by some merchants that much stuff must be sold at a positive loss in order to make a bargain department attractive. This is the idea held, says *Hardware Trade,* by some of the shoppers, too, and is one reason why the bargain counter is so attractive. But it is an error. It is true that old goods and slow sellers from the regular stock must sometimes be sold at a loss in order to move them, even in the bargain department, but bright, new stock can be sold at a good profit at such prices as will seem to be little less than impossible.

A representative of an eastern paper recently went out to prove this for his own satisfaction, and this is what he found:

A hand saw with a 12-inch blade, tapering from about 2 inches width at the point to about 3 inches at the handle and firmly fixed into a varnished hardwood handle with double screws of brass. The saw blade was made of good spring steel that would not buckle and the teeth were filed and set instead of being stamped out of the blade as the average person would imagine.

Another was a 12-inch spirit level, in a cherry finish, with a nickel-plated spirit plate screwed over the top of the spirit.

A pair of carpenter's pinchers, 7 inches in length, all nickel-plated to prevent rusting and to add to their selling qualities. These have polished jaws and appear to be as near a 40 as a 10 cent value.

Among pieces of enamelware observed were: A lot of four-quart graymottled pudding pans; another lot was of No. 28 basins; three-quart gray saucepans and deep, three-quart stewpans with lips and long handles, lips, and ears for tipping them.

Twenty-five-pound spring balanced scales, equipped with a hook, and having a pan suspended by chains. These scales are accurate and will serve many purposes in the household.

Glass-bulb filters, aluminum trimmed, for attaching to hydrants, equipped with adjusting rubbers and brass non-rusting strainers, and filled with ground silex flint and charcoal for filtering water as drawn.

Towel rollers of three pieces, with nickel-plated fastenings at both ends and made of wood stained and varnished.

Three-piece child's table sets made of metal and retinned.

Galvanized iron scoops with riveted wooden backs and handles, very substantially made.

A heavy, full-polished, nickel-plated, octagon-base hammer with a strong nail claw and black enameled handle.

A carpenter's square, 12x7 inches, in bright, polished steel and marked in eights, quarters, halves and whole inches.

Eighteen-inch japanned waiters, very substantial in appearance and with japan well baked on.

Sheet-iron drip pans with handles at each end wire bound, size, 10x15 inches, and 2½ inches deep.

Ten-inch polished sheet-steel frying pans, with cold handles extra heavy.

Meat cleavers, with 7-inch blades, 3 inches wide and red enameled wood handles.

Each of the articles enumerated can be profitably sold for 10 cents and all appear to be nearer a 25-cent retail value than the price at which they are designed to be sold.

Aren't these a good example of the merits of a bargain department?

POPULAR TALKS ON LAW.

Landlord and Tenant.

No. 9. NOTICE TO QUIT.

In determining what, if any, notice to quit is necessary, reference should be had to the terms of the lease.

When the lease fixes a time for the termination of the tenancy no notice to quit is necessary.

Where the lease is for an indefinite time, notice to quit is required to be given where the parties have not in the lease agreed as to the notice; the statutes of the State in which the property is situated should therefore be consulted.

Indefinite terms arise either from the fact that the lease itself sets no limit to the term, or from the fact that one who has held under a lease made for a fixed term, holds over into another term without the consent of the landlord, becoming in the latter case a tenant from year to year or from month to month, as the original lease was for a year or years or for a month or months.

Where the original lease provides for an indefinite period, it usually provides that notice must be given to terminate; if it does not so provide, then the law fixes the notice.

The law fixing the notice is the same for an indefinite tenancy as for a tenancy by holding over.

Where the term is from year to year, there must be a notice of at least six months before the end of the year, unless otherwise provided by statute.

In case of a tenancy from quarter to quarter, a full quarter's notice is necessary, and in case of a tenancy from month to month, a full month's notice.

It should be thoroughly understood that when renting by the year, even although the rent is payable monthly, one holding over his term is taken as a tenant for another year, and that where the original tenancy is for a quarter, even although the rent is payable monthly, the one holding over is held for another quarter.

If a notice is given to terminate a tenancy in ten days, when it should be a notice of a month, it is held that the notice will be good if the month is allowed to expire before taking proceedings.

A notice to quit is considered as waived if the landlord accepts rent that becomes due after the time set in the notice for the ending of the term.

One who has a mere license is not entitled to notice.

A licensee is one who may be removed at any time at the pleasure of the owner, even although in some cases the owner would be liable for action for damages for breach of a contract of which the license is a part.

A person who occupies premises as an employee of the owner and whose occupation is in furtherance of his employer's business, is a mere licensee. Instances of this are managers of hotels, keepers of toll-gates, employees of mining companies living in the company's cottages, an employee on a farm, even when there is an agreement to work a farm by shares, desk room in another's office, guests in a hotel, boarders in a boarding house, roomers or lodgers.

This is not saying that there may not be a tenancy of a single room.

In general, however, when the landlord resides on the premises, cares for the rooms and has a general control of the premises, there is no tenancy. The relation of landlord and tenant must exist.

Where the owner of the premises has deeded them away, the purchaser should, on giving notice, notify the tenant of a change of ownership.

Where the tenant is in possession under a contract of purchase which he does not fulfill he is not entitled to notice to quit.

Notice to quit is not invalidated by a mistake in the christian name of the tenant, if he or his family on receiving it understood it to be intended for him.

When a term ends at midnight, April 30th, a notice that the tenant quit on May 1st is good.

A tenant who denies his landlord's title and asserts ownership to the property himself, is not entitled to notice.

(To be continued.)

BICYCLES AND THE HARDWARE TRADE.

(Concluded from page 25.)

To those familiar with the business, every indication points to a second boom on bicycles this season, and that the business is sure to develop largely is conceded and a foregone conclusion: still, I am of the opinion that the ground has not been scratched; that if the Hardware trade will take hold of this line and *plow deep,* the harvest will yield profits far in excess of their most sanguine expectations. Those Hardware dealers now already in the bicycle business will reap results from the efforts of those yet to begin and if every Hardware dealer in the country carried bicycles, the demand is enough for all and the trade already established can be enlarged and will certainly result to the advantage of the individual dealer.

St. Louis, Mo. G. H. DIEHOLD,

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RETAIL HARDWARE DEALERS' ASSOCIATION.

ANNUAL MEETINGS IN JANUARY, FEBRUARY AND MARCH.

TEXAS RETAIL HARDWARE AND IMPLEMENT ASSOCIATION:
President, S. L. Erwin, Honey Grove.
Secretary-Treasurer, J. W. McManus, Waxahachie.
Annual meeting at Dallas, January 23, 24 and 25.

NORTH DAKOTA RETAIL HARDWARE ASSOCIATION:
President, H. F. Emery, Fargo.
Secretary, C. H. Barnes, Grand Forks.
Annual meeting at Grand Forks, January 30 and 31.

COLORADO RETAIL HARDWARE ASSOCIATION:
President, A. B. Meservey, Colorado Springs.
Secretary-Treasurer, Davis Barkley, Fort Collins.
Annual meeting at Adams Hotel, Denver, Feb. 7 and 8.

WISCONSIN RETAIL HARDWARE ASSOCIATION:
President, Joseph M. Selheimer, Lewistown.
Secretary-Treasurer, C. A. Peck, Berlin.
Annual meeting at Milwaukee, February 7 and 8; headquarters and exhibits at West Side Turn Hall.

PENNSYLVANIA RETAIL HARDWARE ASSOCIATION:
President, Joseph M. Selheimer, Lewistown.
Secretary-Treasurer, J. E. Digby, McKees Rocks.
Annual meeting at Williamsport, February 7, 8 and 9.

INDIANA RETAIL HARDWARE ASSOCIATION:
President, A. N. Shidler, South Bend.
Secretary-Treasurer, M. L. Corey, Argos.
Annual meeting at Indianapolis, February 13, 14 and 15; headquarters and exhibits at Tomlinson Hall.

NEBRASKA RETAIL HARDWARE ASSOCIATION:
President, Max Uhlig, Holdrege.
Secretary, Frank K. Barr, Lincoln.
Annual meeting at Lincoln, February 13, 14 and 15.

IOWA RETAIL HARDWARE ASSOCIATION:
President, H. S. Vincent, Fort Dodge.
Secretary-Treasurer, A. R. Sale, Mason City.
Annual meeting at Des Moines, February 14, 15 and 16.

MISSOURI RETAIL HARDWARE & STOVE DEALERS' ASSOCIATION:
President, Taylor Frier, Louisiana.
Secretary-Treasurer, Frederick Neudorff, St. Joseph.
Annual meeting, Hannibal, Mo., February 20 and 21.

ILLINOIS RETAIL HARDWARE ASSOCIATION:
President, Frank B. McKenney, Rockford.
Secretary, L. D. Nish, Elgin.
Annual meeting at Chicago, February 20, 21 and 22; headquarters and exhibits at First Regiment Armory.

KENTUCKY RETAIL HARDWARE AND STOVE DEALERS' ASSOCIATION:
President, J. C. Frederick, Owensboro.
Secretary, John R. Sower, Frankfort.
Annual meeting at Louisville, February 20, 21 and 22; headquarters at Galt House.

NEW YORK STATE ASSOCIATION OF RETAIL HARDWARE DEALERS:
President, C. P. Sherwood, White Plains.
Secretary, J. B. Foley, Syracuse.
Annual meeting at Binghamton, February 20, 21 and 22.

CONNECTICUT RETAIL HARDWARE ASSOCIATION:
President, Chas. G. Agard, Torrington.
Secretary, James De F. Phelps, Windsor Locks.
Annual meeting at New Haven, February 27 and 28.

OHIO HARDWARE ASSOCIATION:
President, John F. Baker, Dayton.
Secretary, Frank A. Bare, Mansfield.
Annual meeting at Canton, February 27 and 28 and March 1; headquarters and exhibits at Auditorium Building.

MINNESOTA RETAIL HARDWARE ASSOCIATION:
President, A. T. Stebbins, Rochester.
Secretary, M. S. Mathews, Boston Block, Minneapolis.
Annual meeting at Minneapolis February 28 and March 1 and 2.

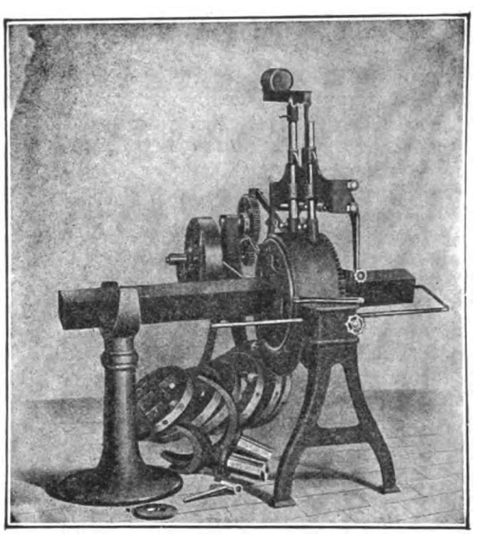
NEW ENGLAND RETAIL HARDWARE ASSOCIATION:
President, J. B. Hunter, Boston.
Secretary, F. Alex. Chandler, Chandler & Farquhar Co., Boston.
Annual meeting at Boston, March 1 and 2.

CALIFORNIA STATE RETAIL HARDWARE ASSOCIATION:
President, H. C. Bennett, San Francisco.
Secretary, Henry Gracey, 235 Powell St., San Francisco.
Annual meeting in March.

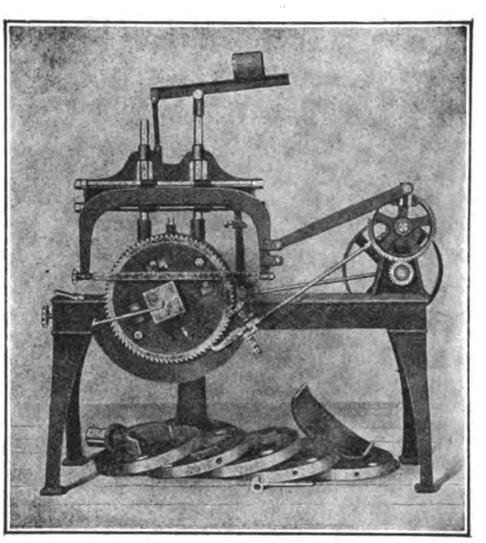
NATIONAL RETAIL HARDWARE ASSOCIATION:
President, W. P. Bogardus, Mt. Vernon, Ohio.
Secretary, M. L. Corey, Argos, Ind.
Annual meeting at Chicago, in March.

THE GLOBE POWER HACK SAW.

The West Haven Mfg. Co., Inc., West Haven Conn., are the manufacturers of the Globe Hack Saw of which we give two illustrations. It is a power hack saw, devised for cutting metal off the bar, and is claimed by the makers to be by far the most complete and useful article of its kind. The material is rotated intermittently, and the saw is cutting when the work is stationary, thereby accomplishing its purpose accurately in the shortest possible time. Using a 20 inch Universal Saw Blade this machine will cut steel 6 inches in diameter off the bar in two hours; will cut four inches square off the bar in 38 minutes; will cut 1⅝ inches round off the bar in 5 minutes.



THE GLOBE POWER HACK SAW.



SIDE VIEW.

If all the happiness that is dispersed through the whole race of mankind in this world were drawn together and put into the possession of any single man, it would not make a very happy being. Though, on the contrary, if the miseries of the whole species were fixed in a single person they would make a very miserable one.—ADDISON.

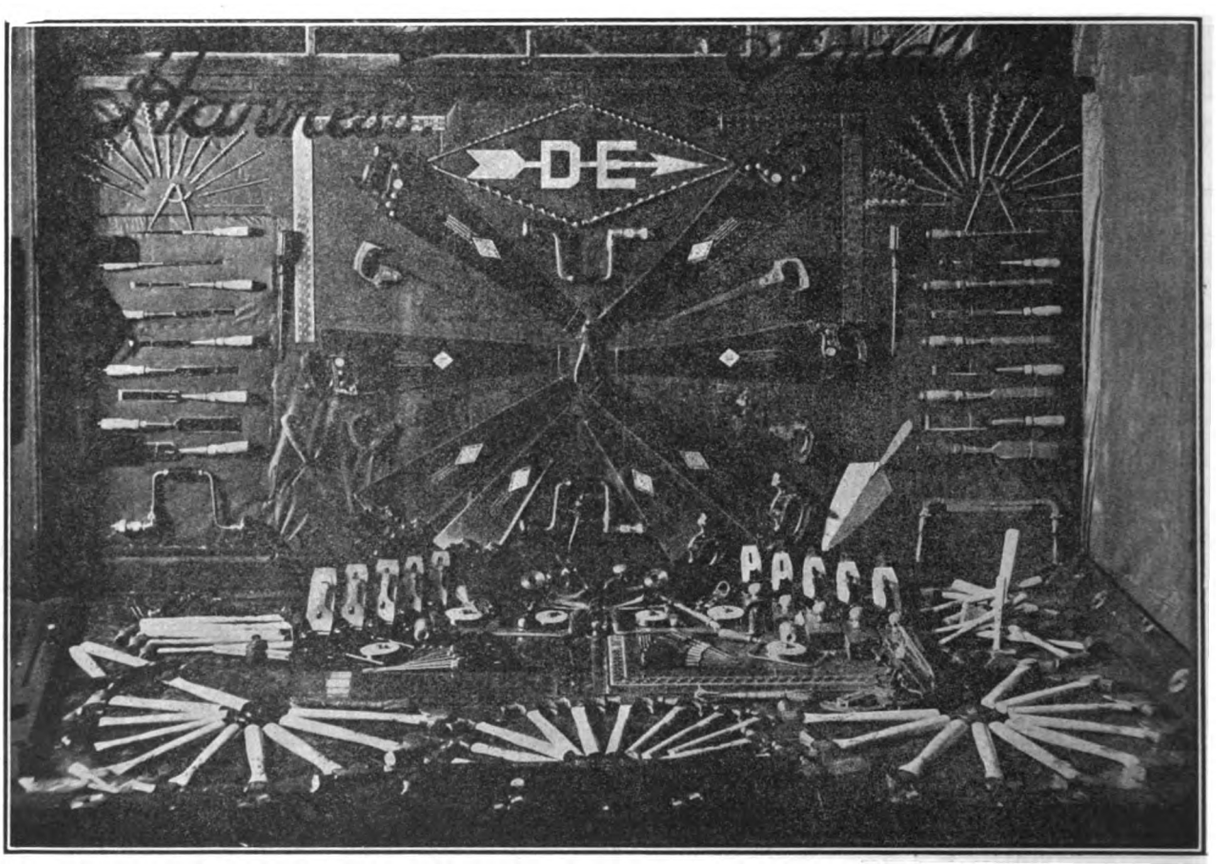
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GEO. BORGFELDT & CO.'S SOUVENIR VOLUME.

The Twenty-fifth Anniversary of the house of Geo. Borgfeldt & Company has been happily commemorated by the publishing of an extremely artistic volume in honor of the event. It is indeed a charming souvenir and one that will be preserved not alone for the recollections which it reviews but also for the manner in which the work has been done, as is shown in the tasteful volume before us. From the frontispiece, which is a portrait of the late George Borgfeldt, to its final page it is replete in illustrations which show the greatness of the house it glorifies. The portrait is presented of everyone connected with the house since its establishment; who were in any way instrumental in forwarding the interests of the house, or devoted to the upbuilding of its majestic and unique greatness; those connected with the management having full pages given them, while a number of smaller portraits show the numerous persons who are connected with the parent house and the numerous branches throughout the world which add to its importance. The seventeen departments of the business are shown by a fine view of the department, together with the head of department, embodied in the illustration identifying him with it. The portraits are given, fifty-five in number, of the selling force of the house and a noble array is here presented. The different branches are illustrated by a view of the outside and inside of each, and a portrait of the manager in this manner. Fourteen different branches are shown and the office force and other employees finish the book, until you feel, if a customer of the house that in no house in which you have dealings are you so thoroughly intimate. The work of compiling and printing this volume has been admirably accomplished. It is printed on fine coated paper, without the conventional folio; the single and grouped portraits being surrounded with original artistic design borders, that add greatly to the perfection of the volume; while the whole is presented with a card adorned with a silver monogram and the dates 1881-1906, in which "Geo. Borgfeldt & Co. present their Compliments with the accompaning Souvenir of the Twenty-Fifth Anniversary of the Founding of the House'.'

A "DIAMOND EDGE" SHOW WINDOW.

An attractive display of the Diamond Edge Tools of Norvell & Shapleigh Hardware Co., St. Louis, Mo., is shown in the following illustration which occupied one of the windows of the Frantz Hardware Co. of Enid, O. T. The admirable manner in which the goods are displayed speaks well for the training of the clerks in the store and is evidently a successful exhibition of the resources of the establishment, showing great character and efficiency.



AN ATTRACTIVE WINDOW DISPLAY.

NAMED AFTER "AULD CLOOTIE."

The custom of naming places after his satanic majesty is not confined to this country. Mary Osborne some time ago made a presentation of these titles, or some of them, which exhibit quite a variety and indicate in some instances, the devil's partiality for water. Here is her list as it appeared in American *Notes and Queries*:

At Boroughbridge, in Yorkshire, is a group of remarkable prehistoric monoliths called the Devil's arrows. The Devil's Bit mountains are in the county of Tipperary, near Templemore. A remarkable ancient earthwork near Newmarket, in England, is called the Devil's ditch. An ancient wall across the stewartry of Kirkcudbright is the Devil's dyke. Another devil's dyke is a hill in the South Downs of Sussex, with remains of a prehistoric and probably Celtic hill fort. The Devil's glen is a deep valley of the County Wicklow; Devil's lake is a saline lake (and modern city) of North Dakota. Another Devil's lake is near Baraboo, Wis. The Devil's inkstand is a deep and wonderfully fine crater lake of South Australia. The devil lends his name to form a part of the title of a celebrated cavern of Derbyshire, England. The Devil's punchbowl is an interesting mountain tarn of the county of Kerry. In the Black Hill country of South Dakota is the Devil's tower, an enormous natural obelisk of trachyte, 625 feet high. One of the Fuegian islands is called the Devil's island (54 deg. 58 min. south, 69 deg. 5 min. west). In the same group is a Devil's harbor, on another island. There is another Devil's island off the coast of Maine; another belongs to French Guinea. The Devil's peak is a high mountain of Hayti; there is another in South Africa, and a third (Mount Diabolo) is in California. The Devil's bridge is in the canton of Uri, Switzerland. The Devil's bridge in Cardiganshire is also well known. The Devil's nose is a Canadian Rocky Mountain peak. The Devil's tower is the North-east angle of the works at Gibraltar. Another Devil's lake is in the coast region of Tillamook county, Ore. A Mount Diablo rises near Samana in Santo Domingo. Devil's Bosch is a moutain region of South Africa. Devil's point is very near Cape Town. Devil's river is in Victoria, Australia. The Devil's thumb is on the west coast of Greenland. There is a Devil's den (ominous fact) in a cemetery at Lawrence, Mass. The Devil's back (or limb) is a rock off Boston, Mass. Another rock with the same name is in Muscongus bay, Me. The Maine coast has also a Devil's elbow and three devils' heads. Time fails me to count up the many punch bowls, snuff boxes, chairs, kitchens, fireplaces, etc., which the devil has in this country, to say nothing of Britain, Ireland and the colonies.

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OUR BRITISH LETTER.

(By Our Special Correspondent.)

London, Jan. 13th., 1906.

A REVIEW OF THE METAL TRADE.

The prices of raw material influence the rise and fall of manufactured goods very considerably, although labour and other forces have to be taken into consideration when quotations and estimates of cost are ascertained. The steady upward tendency—at first slow, afterwards more pronounced—which went on during 1905, was well maintained throughout the latter portion of the year and the metal markets now show strong tendencies of strengthening. In May the price of pig-iron was 55/-, in October hematite had reached 73/9 per ton. Coal remained low during the year. The British export of rails increased in the early part of 1905 and it has kept steady. The stocks of copper have been gradually lessened until they are now exhausted; chiefly owing to the heavy buying of China. The demand for tin has been on the up-grade and the output has exceeded the production; South Wales manufacturers made a record output of tin-plates in 1905, the home demand alone having consumed about 200,000 tons. Among the industries upon which there have been exceptional calls for metal, the motor industry may be instanced, the growth of this business being very exceptional; ten years ago there were no makers of motor cars in England, to-day it is estimated that £15,000,000 worth of motors are running in this country. Colonial business has improved and has helped the progress of the trade. Australian prosperity is very marked and the buying of manufactured goods by the Hardware merchants of the Federation has had a tendency to stiffen prices. Indian trade is improving. Export business, too, is steady, and some large orders from foreign countries have been received lately. On the whole, trade is good, and there is every prospect of increased prices being maintained, at any rate for some time to come.

DISLOCATED TRADE.

It would seem that there is always an undercurrent of political thought lying dormant throughout British commercial life, and, whenever a General Election occurs this undercurrent is ready to burst forth and more or less dislocate business. The dissolution of the first Parliament of His Majesty King Edward VII took place on the 8th. inst.; writs have been issued for summoning a new Parliament to meet in February, and, at the present moment, the whole of Great Britain is in the throes of a General Election. Although wise manufacturers and merchants are always careful to keep their political opinions in the background, in order that they may not interfere with business relations, it is not so easy for retail Hardwaremen to conceal their opinions. In small towns and country localities it is only in rare instances that the local traders are enabled to exhibit an utter indifference to party politics during election time, and, when the political opinions are freely expressed and public meetings held, often resulting in warfare of words if nothing worse, tradesmen who take prominent part must, more or less, suffer for their opinions; consequently, retail trade during the last week or so has been almost stationary, and for the next few days little will be done in the way of buying and selling. It is fortunate that the General Election is taking place at such an opportune time, the month of January usually being considered one of the quietest months in the year. Party feeling does not do any serious harm as the majority of traders and their customers are on sufficiently friendly terms to allow their difference of opinion to sink rapidly into the background when the excitement of an election is over. By the time this letter reaches its destination the election will be over and the government of this country once more in a settled state.

NEW YEAR'S TRADE

The early weeks of the New Year are usually devoted to settling up affairs, laying plans for future work, and, in many instances, taking stock—a very necessary duty practiced to a much larger extent than formerly. The old fashioned ironmonger regarded stocktaking as an evil to be avoided, and preferred to go on in a more or less uncertain state rather than experience the inconvenience arising from stocktaking; the modern ironmonger knows the importance of periodical investigation; and realizes the opportunities afforded for turning out superfluous stock and discovering errors in buying which have occured in the past, enabling him to avoid such mistakes in future. Some ironmongers are not following the example set by drapers and others and are taking advantage of the quiet weeks after Christmas activity, in order to hold clearance sales and so dispose of superfluous stock and make room for new goods and seasonable specialties.

WINDOW DRESSING.

An English trade journal, of current issue, commences a paragraph on window dressing with the pronouncement "Never have we seen more elaborate displays in the shops and shop windows of dealers than we have seen this Christmas." On several occasions I have alluded to the steady development going on during recent years, bringing ironmongers' windows more in line with those of other traders. The improved appearance of Hardware displays, not only in towns but in comparatively small country villages has been very marked lately. Probably this is due to rebuilding operations and the increased facilities afforded by modern architectural schemes of enlarged and better show windows in which good displays may be made. Apart from the improvements noticeable in general window dressing, some of the effects in artistic windows, especially arranged for Christmas trade, were exceptionally good, and not a few ironmongers made up some excellent models and representations of pictorial scenes on lines very similar to those adopted by American Hardwaremen. The possibilities of smart window dressing by Hardwaremen have been added largely to during the latter times by the rapid introduction of lighter goods in Hardware stocks. Not only is ornamental art metal work extensively sold by ironmongers, but fancy leather goods, ornamental cabinet work as well as glass and china have been very extensively purchased recently; the advantage of handling these goods, so many of which are sold to ready money buyers, are fully appreciated by those who believe in "quick returns and small profits."

AGRICULTURAL HARDWARE.

Those ironmongers dealing in agricultural Hardware have had one more opportunity of examining the latest and best in farm machinery. Last month the annual exhibition of implements and machines, at the Agricultural Hall, London, took place under the auspices of the British Farmers' Club, and implement and machinery manufacturers from all parts of the world were represented; as usual the exhibits of American harvesting machinery being large and prominent. The next important event in the implement and machinery world will be the Royal Show, which is to be held at Darby in June. The Royal Agricultural Society has made a clean sweep of its officials and is now starting again with a series of migratory shows. It is hoped that, under the new management, aided by the enterprise and activity of Thomas McRow, the new secretary of the Royal, agriculturists and manufacturers may have a good time during their visit at the popular Midland town. Derby is well situated and served efficiently with railways; every convenience will be afforded manufacturers and exhibitors and special arrangements made to enable implement agents and farmers to visit the show, so that there appears to be every prospect of a good representative gathering, and, as the general state of trade is tending upward, of some good business being done.

SCREEN DOORS AND WINDOW SCREENS.

It is a fact perhaps not generally known to all the retail trade, that the Continental Company, which is selling the product of nearly all the screen door and window screen factories, has established 602 distribution points throughout the United States. The orders received from retailers by the jobbers, are assembled at the factories in cars which go to these distribution points, and the goods, excepting those for retailers located at these distribution points, are then reshipped to tributary towns and villages. The carload rate of freight from factories is usually less than one-half the cost of freight on less than carloads. By the use of these distribution cars, therefore, the retailer saves from 25 cents to $1.50 per dozen on screen doors and from 10 to 50 cents per dozen on window screens and window screen frames. These cars go forward during the month of February, although additional cars to some points may be made up later, if local demand warrants shipping two cars. Orders should be in the hands of jobbers and forwarded to factories early enough so that the factories have sufficient time to get together the assortment necessary for each car. Notwithstanding the condition of the wire cloth market, lumber conditions are such as to prevent any reduction in the price of screen doors during the present season, and prices on screen goods are very firm. Retailers who do not take advantage of the February distribution cars are losing considerable in freight, as on later shipments they will have to pay freight either from the jobbing center, or from the factories.

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JAP-A-LAC

REGISTERED TRADE MARK

"WEARS LIKE IRON"

A QUESTION OF IDENTITY.

There seems to be a fallacy among some dealers that for them to push an advertised article will cause them to lose their identity in the locality. This is entirely erroneous. If you will take up your morning paper and read the advertisement of any one of your large stores, you will find that they give special prominence to advertised articles.

They do this because they realize that although everybody in their city who might possibly buy goods of them does not know them; they all know of the advertised article. They realize at the same time, that it is of much importance to proclaim the fact that they stock these advertised articles which are so well-known in their community. Whether a woman has ever been in John Smith's or John Jones' store makes no difference. If she wants to buy JAP-A-LAC or some other advertised article, she will go to whichever store keeps it, as soon as she knows they keep it. Neither Jones nor Smith lose identity in a case of this kind; they thus get an opportunity of making a *permanent customer* out of this woman.

Thousands of customers are diverted from one store to another every day in the year because of some particular article they can get in one store and not another. A store that keeps the articles which are most in demand, is therefore the largest gainer of this floating trade. We believe you are sharp enough to not let the trade float, if you once get hold of it. You can lose nothing by the experiment which we now suggest.

JAP-A-LAC is known by almost every magazine reader in your community. Put your JAP-A-LAC in your window, keep it near the front of the store, advertise the fact that you keep JAP-A-LAC, and see what will happen. By doing this you will identify yourself with the best known article of the kind made. You will secure a great many new customers. You will give no excuse to your old customers for going to some other store for JAP-A-LAC, and we think there will be no question of identity after you finish the experiment.

PUSH JAP-A-LAC

THE GLIDDEN VARNISH COMPANY,

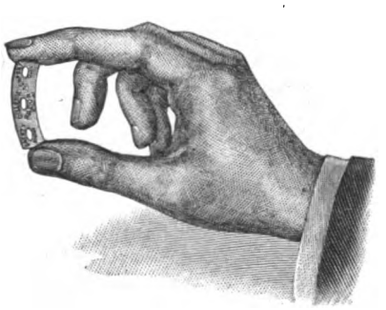
MAKERS OF HIGH-GRADE VARNISHES FOR ALL PURPOSES

641 ROCKEFELLER BUILDING, CLEVELAND, OHIO.

A NEW INDUSTRY.

A growing industry which bids fair to rank with the large manufacturers of the United States is the new safety razor industry. The Gillette Safety Razor Plant, which is located in Boston, Mass., has become the largest factory devoted exclusively to the manufacture of razors in the world. It employs over six hundred people, and has one of the model business systems of the United States.

This plant is equipped with the most remarkable automatic machinery to be found in the country, and the process in the fusion of the steel used in the Gillette safety razor blades is truly a scientific marvel in steel work. The process frees the steel absolutely from all natural impurities, removing all manganese, sulphur and phosphorus, yet retaining the carbon in just the right proportion. The result of this process leaves the blades flexible and resilient as a Damascus sword. The hardening, tempering, grinding and sharpening of the blades to secure the desired edge is an invention or process which the visitor to the factory looks upon as one of the twentieth century wonders in working steel.



SHOWING FLEXIBILITY OF THE BLADE.

Until this blade was created, it was not thought possible to make steel to possess such a fine degree of tensile strength and perfection; it was looked upon as one of the lost arts. Perhaps the greatest difficulty that has formerly troubled workers in steel has been the tempering of such thin steel without hardening to a degree of useless brittleness. The flexibility of the Gillette blade as shown in the accompanying illustration proves how perfectly the secret and patented process has been developed and accomplished after a long series of experiments.

Another peculiar and interesting feature of this blade is its two cutting edges, keen as lightning, sharpened to perfect uniformity. It has always been considered an unsolved problem to produce a double edged instrument of such thin steel because of the inability to uniformly perfect the edges. The accuracy with which these blades are made by automatic machinery proves that the genius of invention still has undiscovered realms.

POINTED PARAGRAPHS.

A man who is a friend only to himself has but few friends.

An undertaker never complains that he is worked to death.

No woman cares to be a silent partner in a matrimonial firm.

Query: Is the poor man who marries a rich grass widow in clover?

The coat doesn't make the man, but the lawsuit makes the attorney.

There would be no labor troubles if every man had a job on Easy street.

Many a man is unable to stand on his dignity because his wife sits on it.

Don't attempt to belittle others because you feel that they are superior to yourself.

If some men were paid only for what they know they would never possess more than 30 cents.

AWARE OF IT HIMSELF.

"John, here is a newspaper article in 'The Making of a Successful Husband.' What would you call a successful husband?"

"I should say, Maria, that a successful husband is one who can manage his wife without her suspecting the fact."

"Huh! Then you're not a successful husband by a long shot."

"I know it, my dear."—*Chicago News.*

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REVIEW OF THE MARKETS.

WIRE NAILS: The advance made by the American Steel & Wire Co., on January 8, of $1 per ton, was anticipated by the trade in general and for several weeks it was thought it would open the New Year. The largest purchasers had liberal orders in the mills upon which they can make requisitions as the season advances. A large volume of business is the feature of the market and the price is held very firm. Quotations are as follows: f.o.b. Pittsburgh, plus actual freight rate to point of delivery, sixty days or 2 per cent. discount for cash in ten days. Car loads to jobbers $1.85; car loads to retailers, $1.90.

New York—The prices on Wire Nails being advanced in accordance with the market, 5 cents a keg, makes a good demand at a quotation for small lots from store on the basis of $2.10 per keg.

CUT NAILS: There was no advance in price to meet the quotations on Wire Nails. The next meeting of the Cut Nail Association will be held on January 31, when it may be done. The demand from the mills has been larger than is usual for the month of January, and the shipments are made with but little delay. Quotations are as follows: f.o.b. Pittsburgh, for carload lots, $1.75 base; for less than carload lots, $1.80. For carload lots on dock New York, $1.90, for less than carload lot, $1.95. Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 10 cents advance on Steel Cut Nails.

New York—The demand is reported as moderate and prices are quite firm. Quotations for small lots from store are on the basis of $1.95 to $2 per keg.

BARB WIRE: The advance of $1 per ton affected all wire products, making prices bear a relative value. Contract orders from the leading jobbers previous to the advance were more prevalent than usual; the demand for Spring trade being a good one, and orders are being booked in a noticeable volume. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$2.00	$2.30
Retailers, Carload lots	2.05	2.35
Retailers, less than carload lots	2.15	2.45

SMOOTH FENCE WIRE: The specifications on orders previously given by the large Fence Manufacturers form the principal business on which shipments are fairly prompt. New orders are only moderate in amount as the wants of the season were covered by previous orders given at an earlier date. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days. Jobbers in carload lots, $1.70. Retailers in carload lots, $1.75. The foregoing prices are for base numbers 6 to 9. Other numbers, plain and galvanized wire, take the usual advances.

THE WIRE GOODS COMPANY: The Wire Goods Company, Worcester, Mass., has just issued Discount Sheet No. 24, applying to its catalogue No. 5, January, 1903. It gives a line of discounts on the extensive output of Wire Goods manufacturer by the company and also lists and illustrates several of the company's Coat and Hat Hooks, Spring Cotters and Flat Spring Keys, Iron and Brass Wood Screws, Dog Chains, Elastic Steel Door Mats, etc.

BRIGHT WIRE GOODS: The advance in Bright Wire Goods has just been announced, bringing the price up to 90 and 25 per cent. discount to best retail trade, although concessions can be secured by jobbers on desirable orders. Brass Cup Hooks and Brass Screw Hooks have also advanced and are now quoted at 85 and 10 per cent. discount.

SPRING COTTERS AND KEYS: A revised list of Spring Cotters and Flat Spring Keys has been agreed upon by the principal manufacturers. It is subject to discounts ranging from 90 and 50 per cent. to 90 and 50 and 10 and 5 per cent., according to the grading of the purchaser and the size of the order. On the new lists as adopted the larger sizes are considerably advanced.

SHEET ZINC: Under date of January 6 another advance is to be noted in Sheet Zinc, which is now quoted at $8 per 100 pounds, f.o.b. mill, in 600-pound casks, subject to the usual discounts for cash and quantity.

WRINGERS: The American Wringer Company has issued to the trade a new wholesale price list, dated January 1, 1906. General advances are announced, amounting to $1 per dozen on Wringers carrying the one-year guarantee, $1.50 on the three-year and $2 on the five-year Wringers. The manufacturers explain that lists have also been readjusted on the larger sizes to make them correspond more exactly with the variations in manufacturing cost.

ROPE: The following prices may be said to represent the market:

	Cents per Pound.
Pure Manila, 7-16 and larger	12½
B Quality Manila	11½
Pure Sisal, 7-16 and larger	9½
No. 2 Sisal, 7-16 and larger	8

BINDER TWINE: General market quotations f.o.b. Eastern factories may be given as follows:

White Sisal (500 feet to the pound)	9 @ 9½
Standard (500 feet to the pound)	9 @ 9¼
Standard Manila (550 feet to the pound)	10 @ 10½
Manila (600 feet to the pound)	10 @ 10½
Pure Manila (650 feet to the pound)	13 @ 13¼

LINSEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....45 cents per gallon.
In lots of 5 barrels or more.....44 cents per gallon.

The "American" brand for respective quantities, 2 cents per gallon less.

The five-barrel price only applies to deliveries of that quantity at one time.

Double Boiled Linseed Oil, 2 cents per gallon higher than Raw. Regular Boiled Linseed Oil, 1 cent per gallon higher than Raw.

Calcutta Oil .....65 cents per gallon.

THE PITTSBURGH TRADE.

January started off with a spurt of good business in the jobbing line, and sales in the first two weeks show a large increase over 1905. It is to be hoped that this may be continued through the year. Advances in manufacturers' prices are general, fully one hundred different lines having moved upward within the past two weeks. Most of these advances are based upon higher values of raw material. Retailers will do well to buy their Spring stock early this year.

LOGAN-GREGG HARDWARE CO.

THE PHILADELPHIA TRADE.

The New Year opens auspiciously and seldom if ever have we heard more hopeful expressions for the future. If 1906 should turn out one-half as well as its many prophets predict, the result should be most gratifying to all. Of course, the first of the year is a dull time as the effects of the Holiday season are still felt and jobbers' salesmen are at home preparing for the work of the New Year; this usually requires a couple of weeks, but now salesmen are generally on the road and are meeting with a gratifying demand for goods. It is generally recognized that the moderate advance in price made so far is justified by trade conditions, and there is less opposition than might be ordinarily expected, owing to the large demand which has existed for some time, coupled with the fact that there has been little or no inducement for speculative buying. The shelves of dealers are by no means full and goods are bought for immediate sale. In times like these it certainly seems wise to keep stocks fairly well filled as loss of sales by reason of depleted stocks goes very far towards offsetting any possible decline. There is no evidence, however, at present of any decline in price; on the contrary the market is firm and new advances are coming almost daily. It is gratifying to report that collections are improving. The open Winter has caused a falling off in the sale of Winter Goods and we fear some of these may be carried over until next year. On the other hand, dealers report that the unusually mild weather has afforded opportunity for out-door work and the demand for goods and Tools to be used in this way has largely offset the loss of Winter goods. In such times it is a wise man who does all he can towards

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FILES

Nicholson
Arcade
American



Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASPS

Kearney
& Foot
Eagle



J. B. Smith
"X-F"
Gold Medal

MANUFACTURED — BY — **NICHOLSON FILE CO., - Providence, R. I.**

reducing his indebtedness. When collections are good and money plenty, that is the time for dealers to make a special effort to get in their out-standing accounts, some of which, perhaps, have been on the books for months, if not years, and many of the dollars saved in this way, may in the light of past experience, be regarded as clear gain, while such collections go a long way in enabling the dealer to pay in turn his own accounts and to put himself on a more sure financial footing.

BIDDLE HARDWARE CO.

CLEVELAND ON CHINESE EXCLUSION.

The boycott of American goods by the Chinese is the natural result of our action towards Chinese citizens. The Sand Hill orators of California were permitted to stampede our National legislature into legislation that was a disgrace to the nation. The fundamental principal upon which the Republic had acted was ignored in the interest of persons, or party, with no regard to the right of Chinese citizens. A decent respect for her own people compelled China to resent it. The moral sense having failed to restrain us they were compelled to appeal to our love of gain, and in doing so they forced the respect of the world. The fallacious argument in support of our policy, deceives nobody. Our ports are open to many people, far inferior to these, and no argument can be, or has been made, to justify our action. Outside of the Chinese Colony in San Francisco, we had no cause of offense from these people. They were law abiding, industrious, cleanly in their habits, and made valuable employees. That they were economical, saved their money, and lived cheaply, was the argument used against them, and the only argument that was true of them as a class. If this justifies our boycotting these people, they are justified in boycotting our goods. Is it strange that our missionaries are not welcome to teach religion, that justifies such action? Or that we should expend millions to save the souls of those, to whom we deny the privilege of an improved care for their bodies? Are they not entitled to the inheritance of the earth as much as they are of heaven, and our anxiety to secure them one, while we deny them the other, is sham piety, that should not command respect from either God of Man. The argument used to justify our action is taken from the code of the highwayman, and is unworthy of a nation calling itself Christian. The writer had several years experience among Chinese residents in the mining section of California, and their example of peaceful, quiet industry, was the only offense they furnished the Sand lot orators, and he has never recovered from a sense of shame for his country on account of the disgrace of the legislation against these people. Compared to our offence against them, the rebuke is very moderate. That might makes right to exclude them from the benefits of this country, would justify us in fencing off heaven to exclusive use, and we are likely to find "China is no joke."

There is no abatement in business activity. It is becoming more and more difficult to fill mail orders as customers expect the same prices as last and stocks bought before the advance are becoming exhausted. No jobber has room enough to carry surplus stocks sufficient to fill orders for a long time, and trade has been so active that stocks have become depleted. Expenses are increased in effort to provide for greatly increased business, more room, more help and more waste are the result. Every jobber is anxious to treat his customers better than his competitor does, and each salesman wants to give his trade a chance to get under cover, so gladness brings trouble, but trouble being only the memory of departed joy, so long as joy predominates, as it does at present, complaints are base. There is very little reason to find fault with present conditions or with the outlook.

THE LOCKWOOD-TAYLOR HARDWARE CO.,
C. B. Lockwood, Pres.

THE SAN FRANCISCO TRADE.

Affairs in California are in their usual cheerful and easy condition. Domestic and export trade are active, building operations apparently as large as at any time in recent years, while the growing tendency to extend the Western railroads into the State, and especially into San Francisco, impart a feeling of confidence to all classes. The event of the week in California was the generous rain, which extended all over the State, and imparted a wholly new aspect to the agricultural, mercantile and industrial situation. This soft warm rain means a restoration of pasturage, increased acreage into grain, improved conditions in orchards and vineyards, more power for the mines and electric plants, and in brief is a blessing all around and practically insures another fine year. At this writing California has certainly nothing to complain of as far as the business outlook is concerned. We can now go ahead with our plans with a fair prospect of seeing them succeed later on, and the uncertainty and doubt attendant on the recent long cold and dry weather can be forgotten.

This letter-mailing day for HARDWARE is the day of departure of President Bennett and Secretary Gracey of the California State Retail Hardware Association, and ten other Hardware merchants of San Francisco and Oakland, to the scene of the annual convention of the Pacific Retail Hardware Association at Marysville, 135 miles northeast from this city. The Pacific is the daddy of them all, has in its jurisdiction a number of counties, and all of the other younger twelve Hardware societies of the State look up to it, and with great respect take off their hats when in the presence of the venerable Pacific. J. C. White's name ought to be mentioned right here, for he has always been the energetic and progressive president of the Pacific Association, and is likely to be till his end of time.

(Concluded on page 41.)



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He was followed by E. M. Brannick, Northwest, Portland, Oregon, who addressed the Convention on

SALESMEN; THEIR VIRTUES AND THEIR FAULTS.

Mr. President and Gentlemen of the Convention:

I am before you to speak on the subject of traveling salesmen, their faults and their virtues. I feel safe in saying that I am voicing the sentiment of every jobber and manufacturer, that the hardest work he has is, in selecting his employes, is to get good travelers, and there is more care used in their selection by the most successful houses in the country, for when they get good travelers they don't part with them, and they become so identified with each other that it is not wise for them to part. They are chosen for their character, for honesty, integrity, and for the higher characteristics of manhood, and they are always expressed in a good traveler, and I am thankful to say that the good ones are largely in the majority, and when you find a traveler who has been on the road a good many years representing a good house, as a general thing you will find a man of character and reputation, and a man who is worthy of your trust. As proof of that I will mention a few of the great travelers who have risen from the ranks, some of them went out in the country riding a sore backed horse, and some of them walked, anyway, they have gotten there.

I have one of the grandest names here in American history, who has served time as a traveler—I venture to say that there are but few of you here who appreciate the fact that Gen. U. S. Grant carried a grip and sold leather out of Galena, Ill. I heard of a little incident which illustrates how he stood. I was down in Clinton, Iowa, and a fire had occurred in a little town near there, and it burned out a little old landmark of a hotel which had been kept by an old fellow for forty years. Gen. Grant used to stop at this hotel and his name was on the register for several visits, and that register was destroyed in the fire, and the first thing the old landlord said after he recovered from his first shock, was "Damn the hotel, if they had only saved the register; I had Grant's name on there.

There was one characteristic of Gen. Grant which followed him through life and was one of the keynotes of his success, and that was his truthfulness. When you were brought in contact with the man, he immediately gained your confidence; he had honesty, he had integrity, he had truthfulness, and these characteristics, gentlemen, are the foundations of success of every successful traveler. And you can take the heads of a majority of the most successful houses, and you will find an ex-traveler either as proprietor or manager or having an interest in some way, or head of a department; and you will find that ex-travelers are usually there in recognition of their sterling qualities—they have won their way up. I can see here today the faces of many men who a few years ago were carrying the grip, and now they are managers or proprietors or heads of departments and on their way to fame and fortune; and if they didn't have these characteristics, gentlemen, they would not occupy those positions.
tions.

In glancing over the names of the great merchants of the country, there is one whose name will be handed down to posterity—Marshall Field, an ex-traveler. He carreid his grip in Illinois before there were railroads there and rode through the swamps of central Illinois, and there he got his start. And then the name of Spencer, of Hibbard, Spencer & Bartlett, was also a great traveler; I met him one time in Studebaker's store, buying a gift for his daughter, who, by the way, is now Mrs. Marshall Field; at that time she was Mrs. Caton, and we were walking through the showroom, and he saw a Concord buggy and he says, "There, my dear, is a buggy I drove 10,000 miles in," and we shipped those buggies to him before there were railroads in that country; and he bought one buggy that was shipped to Kansas City, in which he drove to the Rio Grande and back again selling goods, and in that way he laid the foundation of his fortune.

Now I could go on, gentlemen, and name name after name that have done likewise. I cannot pass without mentioning Mr. Symonds, of the Symonds Hardware Company, another ex-traveler, who today is reported to be the head of the greatest hardware establishment in the world—I am not prepared to say whether it is or not—but he is a great ex-traveler.

We have good and we have bad travelers, and I have mentioned a few of the good ones. I venture to say that I see before me heretoday young men, who, twenty years hence you will see at the head of vast establishments, and they will work up by their sterling qualities of character. Patience is a great virtue, and I want to say to you that patience in a traveler is necessary; sometimes his patience is strained a little, but if he is a good one he stays by it, and as a general thing, many of them have adopted the old saying, that "He who learns to wait, gains the world," although that may be a little overdrawn.

The traveling salesman goes into the business house with the best intentions in the world—not with the intention of overloading you with goods—if he does that he knows those goods will stare him in the face the next time he comes along; but he will sell you to the best of his judgment as to your wants, and no more; and, if any of you need any help, many of you are located where the banking facilities are very poor, and what do you do? you say to this traveling man, "I have such and such a note coming due, and I want some more goods, and I wish you would carry that note for thirty days," and the salesman says "All right, we will do it," and he writes to the house and the house confirms what he says. They are your friends, and whenever you need assistance they will come to your aid, and to the fullest extent of their power, if you are worthy of it.

GEORGE BOOLE'S ADDRESS.

"A Few Observations" was the subject which followed, which was delivered by George Boole of the Swabacher Hardware Co., Seattle.

Mr. President and Gentlemen:

I am very glad to be here today. Just at the present time we are in the midst of moving and it takes one's whole time, and I was not sure that I could get here. I know you have had a good meeting from what I have heard this day, and I will state a few things about Association work. Everything is not understood by the majority of those attending the meetings here; one thing is that the handling of the situation is left in the hands of a few to be taken care of. As you grow older your Association will still be handled by a few—the rest of you will relax into the routine of life and let those few handle it who will handle it; no matter what we say at our meetings; the work still goes on in the hands of the few.

In 1897, or previous to 1897, the jobbing houses of the Pacific Coast were at loggerheads and would hardly speak to one another; on June 17th, 1897, we formed the Pacific Coast Hardware & Metal Association, which has been running ever since, and which is very thriving, and it has done a great deal of good work and will continue to do so. From that organization, the members of it in the Northwest territory, thinking that they could do better work, at the same time formed a separate organization called the Northwest Jobbers' Association, the merchants of Portland, Tacoma, Seattle and Spokane and we worked in unison with the jobbing interests of San Francisco from a jobbing standpoint. When the jobbers formed their association the retailers thought it was a move to gouge them, but two or three heads are better than one, and the ideas of a dozen men are better than those of one man; and the point I want to make is that the good that comes out is brought out by a number of people, and it can only be brought out by association work. There exists the National Hardware Association and the Pacific Coast Association. They meet annually together; that is, at the same time and in the same place, and in that way things are brought out for discussion and papers read, and the ideas are distributed among us.

The history of the whole Hardware business is that there are very few men who have amassed fortunes, but Hardware men have amassed enough money to live well on and have that part of life which makes it interesting to work. They are enthusiastic and they have been well educated, or else they would go down and have to go out of business, and we know that the failures in the Hardware business are few.

If you will allow me to suggest that you do help your secretary and your executive committee by writing letters that are not in their line of thought, you will enthuse them and your work is bound to go on; but it is not encouraging for those who try to do the work to have everybody lax. I could go on and tell you of incidents that have happened, of misunderstandings that have been straightened out, things that were not true that were untangled, and of men who were brought into prominence, and houses brought into prominence through association work; and I believe you have had enough of association work to bring you to a point where you know it is of some good, and while you may go along slowly and may not see results of this meeting to-morrow, you will think of this meeting in coming weeks—think of getting together at the next meeting and have something you don't like and want fixed up, and if you bring that up—even though you be known as a kicker—yet it will only be a matter of time when you will come together in a general way and become a power; and that cannot be done in any other way except by association work.

I am very pleased to have had your attention; I thank you.

Then W. A. Jones, Associate Editor of the *Weekly Implement Trade Journal*, Kansas City, Mo., was listened to, his address being

RELATION OF THE TRADE PAPER TO THE DEALER.

The relation of the trade paper to the dealer is a subject that is not always thoroughly understood, either by the trade, or by the publishers of the trade paper.

The trade paper that does its duty by its constituency has a difficult and delicate task to perform. Naturally, it must look to the manufacturers and jobbers for its chief financial support, for no trade paper published could exist upon the amount received from subscriptions at least no paper that is of a class worth considering.

For instance, the dollar a year, or even two dollars, asked for subscriptions to any reliable and up-to-date weekly publication, will scarcely cover the cost of paper and postage, to say nothing of heavy bills for special correspondence, salaries of the staff, special articles, cuts and the thousand and one features that make a paper interesting, not to speak of the regular expenses of composition, press work, and binding—figures which would no doubt

(Concluded on page 41.)

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Are You A Gillette Safety Razor Dealer?

We supply signs, booklets and other advertising matter in liberal quantities to all dealers.

The Gillette Safety Razor

America's Foremost Trade Leader

It offers liberal profits, and its quick sales make it a trade winner in all lines . . . .

The best hardware dealers of the United States carry these razors, and the demand is constantly increasing.

Our new combination set, with razor, including soap and brush in silver case, is now ready



The "Gillette" cannot be put together in any way but the right way, and when so put together the blade is concaved and both edges are in the right position in their relation to the guards to be used with absolute safety.



Exact Size Set, Complete.

Greater Profits--- Greater Satisfaction

There are not only greater profits in handling this razor, but greater satisfaction because the **Gillette Safety Razor** is fully guaranteed, is backed by *responsible* and strong financial interests, and the razor itself is already endorsed by several hundred thousand users who are voicing its merits throughout the civilized world.

You see Gillette advertisements everywhere, and up-to-date dealers are joining our ranks every day.

Do not delay, but write us *at once* and let us show you evidence of such a nature that will make you regret the delay which for some reason unknown to us, has resulted in your name not being on our list of dealers.

ADDRESS US TO-DAY

Gillette Sales Company

1104 Times Building
Broadway, New York City

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startle the uninitiated, especially if he were obliged to meet the bills. It is therefore dependant upon the advertising which it receives—and much of that also, at heavy expense—to furnish the fuel necessary to keep the machinery moving.

For the above reasons it occasionally happens that some trade publications are inclined to fall into the way of becoming to a greater or less extent manufacturer's organs, rather than catering to the highest and most urgent needs of the retail trade.

However, it is manifest that

THE TRUE POSITION OF THE TRADE JOURNAL

is that of furnishing the news of the trade to the dealers of that particular trade, not only in the way of keeping them posted thoroughly on all the latest novelties manufactured, the new inventions and the trend of the times towards the use of certain classes of machinery and implements, fluctuations of prices of raw materials and of the finished products, the opening of new manufacturing establishments and jobbing houses, etc.; but also particularly of the movements of the dealers themselves, of their efforts at organization to better their trade conditions, of their losses and successes and of their conventions, great and small. To do all this, and to do it well, requires a vast amount of earnest, thorough, intelligent and conscientious effort, of vigilant journalistic watchfulness and of research through extraordinary and difficult channels, of accurate and painstaking work by trained journalists—for but few items of this sort can be gathered through the ordinary channels of news such as are available to the makers of the daily newspaper.

Editorially the conscientious trade journal occupies, oftentimes, the difficult position of arbitrator between two (more or less) hostile factions; for while in many respects the interests of both manufacturer and dealer are similar, if not identical, there are differences which are bound to arise from time to time, and both parties to the controversy naturally turn to the trade paper to express their opinions and defend their position. This as I say, is a delicate position to be placed in, and naturally calls for the wisdom of a Solomon. That occasionally something arises to displease one or the other party is, therefore, to be expected. Then there are the differences among the dealers themselves which not infrequently arise and call for an airing (of course in the trade paper) and each party expects the editor to uphold his side of the controversy. If he were able to do so, he would be in position to win fame and financial profit as a lawyer or a diplomat—perhaps both.

But the editor of

THE TRADE PAPER HAS STILL ANOTHER MISSION,

if he fulfills his duty. He must, week after week, furnish ideas to the trade, no matter how many years of experience his readers may have had nor how resourceful and successful they may have been in their own business. He must advise, council, cheer, and spur them on to better things. Perhaps he may feel it incumbent upon him to "call down" some of them who do not seem to appreciate the possibilities of their own business, and to urge upon them modern and advanced ideas that shall make their own businesses more profitable and pleasant.

Possibly you may think I am exaggerating the difficulties and the importance of the trade paper, but I assure you that these views are borne out by the best in the trade. In fact, the importance to the trade of the trade journal could only fully be realized were the dealrs, by some mischance suddenly and permanently to be deprived of their influence. Of course they could exist without them; so could they exist without the daily paper; without the telephone and telegraph; without the schools and churches, possibly even without the railroads. Our forefathers got along without most of these things and that they were leading comparatively full and worthy lives; and yet we would scarcely be willing to let the old world spin so far backward as to bring us again into that cycle.

SOMEHOW, LIFE WOULD HARDLY BE THE SAME,

after once having been used to these modern conveniences.

In view of all these facts, therefore, it seems to me that the live dealer, having had these matters called to his attention in a way he may possibly never before thought of them, will be better able to appreciate the work the trade paper is endeavoring to do for him; that hereafter he will devote more attention to its news and editorial pages than perhaps he has given in the past; that he will endeavor to co-operate with the editor and the publishers of his favorite paper by sending in items of news and communication on subjects of interest to himself as a dealer and to the trade at large.

Of course the live dealer subscribes and pays for this paper as well as reads it, for he is unwilling to make use of these available helps, which he receives from week to week, at the expense of some one else, for he knows that is not in keeping with his reputation as an honest and thorough business man. In fact, he will usually subscribe for more than one for he realizes that he cannot get too much information upon his business, and that the very small investment he would make, both of money and time, in taking all the principal trade papers in his line, would be without exception the most profitable investment he could possibly make.

But at any rate, he should be a regular subscriber and a regular and thorough reader of at least the one most nearly meeting his needs in reference to the particular locality in which his lot is cast.

After the usual reports of the Outstanding Committees the meeting adjourned.

Friday evening was devoted to a Banquet and Smoker, in which E. F. Waggoner acted as Toastmaster.

(Concluded from page 38.)

For the next State society's convention, next March, Secretary Gracey tells the writer of this that the association's traveling missionary for the State, F. & B. Dickson, is having remarkable success in getting Hardwaremen throughout the State to pledge themselves in writing that they will attend the next State convention. Mr. Gracey says the outlook now is that there will be fully 500 in attendance.

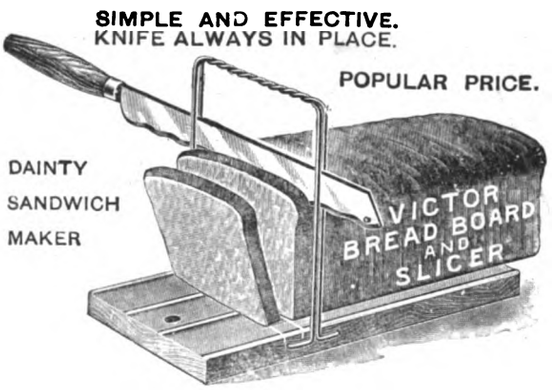
And, we'd like to say for our growing State, Mr. Martindale is not the only arrival in California. In spite of the Eastern roads booming Cuba as a winter resort and issuing attractive low round-trip rates to Florida and the City of Mexico, first-class winter travel to California this present season is larger than ever. Southern California is crowded with Easterners and they are still pouring into that part of the State. About the end of the month they will begin to move North into this section of California. Such experts on the subject as Messrs. Fee and Horsburg of the Southern Pacific and J. J. Byrne and H. R. Gregory of the Santa Fe, say the travel this winter gives every indication of being the largest in the history of the State. They are confident the winter travel this season will bring here from east of the Rocky Mountains 42,000 people. And in their opinion this large crowd of people—all with some means—will spend a total of $24,000,000, of which the railroads and Pullman Company get $7,000,000. The remaining $17,000,000 will be spent by the tourists within the limits of California for hotel bills and a thousand and one other things that usually confront the traveler. According to the railroad people fully $12,000,000 of the good tourist money will be spent south of the Tehachapi, and the other $5,000,000 in Central and Northern California, the reason being that the tourists spend most of their time in the south and only remain a few days up north while en route back east at the approach of Spring.

J. C. Stubbs, traffic director of the Harriman roads, as chairman of a committee of his Western traffic confreres, causes many a San Francisco and California shipper to first show surprise and then a mixed look of doubt and regret when they hear him say no more passenger passes or passenger half rates are to be given to merchants as an inducement to get their shipments. It is notorious that Stubbs has used free transportation and half rates for years past on this coast to influence shipments he could not otherwise reach. His present decision is the sequel of a recent visit he and other Western railroad men paid to the Interstate Commerce Commission in Washington, on which occasion they promised "to be good." By means of free transportation in years past both the Southern Pacific and Santa Fe have controlled lots of competitive business. This free transportation ran up into hundreds and thousands of dollars annually and hundreds of shippers on the coast have enjoyed those favors.

INDUSTRIAL PRESS ASSOCIATION.

VICTOR BREAD SLICER.

Kus-Kus Specialty Co., 96 Warren Street, New York, is interesting the Hardware and housefurnishing goods trade in the sale of their Victor Bread Slicer which we illustrate herewith.



VICTOR BREAD SLICER.

It consists of a clean handy board with ridges to guide the bread and a strong wire rack which retains a knife with a serrated edge that will cut through the hardest crust. The device is extremely simple; it will cut slices of bread of any desired thickness, and anyone can use it. When not in use the wire rack may be folded back, and the utensil will hang flat against the wall. They are intended to be sold at a moderate price and designed to pay the dealer a good profit. As it is something which every family requires they have proved fast sellers.

✤

There is nothing more universally commended than a fine day; the reason is that people can commend it without envy.—SHENSTONE.

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HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

PATENTS EXPIRED JANUARY 1, 1906.

395,309. ANIMAL TRAP M. J. Bartlett, Providence, R. I.
395,319. RECORDING DOOR LOCK. G. J. Ferguson, Greenville, Tex.
395,393. DISH DRAINER. I. Holzmark, Kansas City, Mo.
395,431. WRENCH. G. E. Franklin, Natick, Mass.
395,450. SCREW DRIVER. C. B. Morgan, Telluride, Colo.
395,489. TUBULAR LANTERN. F. Dietz, New York, N. Y.
395,497. CARPET STRETCHER AND TACK DRIVER. F. Koepp and J. C. Gueth, Pittsburgh, Pa.
395,539. COMBINED CHAIR AND STEP LADDER. C. Bookenheuser, Kenosha, Wis.
395,595. WRENCH. A. K. Spaulding, North Belgarde, Me.
395,596. WASHING MACHINE. G. J. Squires, Aurora, Ill.
395,598. COMBINATION TOOL. A. Wagoner, Columbus, Ohio.
395,618. CORK EXTRACTOR. G. Edwards, Berkeley, Cal.
395,650. WASH BOARD. S. Bingham, Conklingville, N. Y.
395,661. VISE. E. D. Morgan, Delair, N. J.
395,658. VEHICLE TOOL. L. E. Lewis, Hartford, Conn.

PATENTS ISSUED JANUARY 2, 1906.

808,627. KNOB. K. Booth, Philadelphia, Pa.
808,686. WINDOW SCREEN FASTENING. B. C. Rockwell, Perla, Ark.
808,687. CLOTHES PIN. D. R. Rosebrough, Casey, Ill.
808,695. WINDOW SCREEN. S. F. Smith, Freeport, and S. S. Sweet, New York, N. Y.
808,702. ATTACHMENT FOR WASHTUBS. M. W. Story, Indianapolis, Ind.
808,722. SHADE ROLLER. L. T. Rulley, New Haven, Conn.
808,730. COFFEE POT. M. M. DeGrody, St. Louis, Mo.
808,749. SUPPORT FOR SLIDING DOORS. L. Holmer, Limhamm, Sweden.
808,770. LAMP BURNER. W. M. Merchant, Garrison, Iowa.
808,786. POLISHING MACHINE FOR SAD IRONS. O. Tverdahl, Mineral City, Ohio.
808,801. PIPE WRENCH. R. Adams, Toronto, Canada.
808,815. LOCK FOR SASHES. C. B. Conant, Adrian, Mich.
808,861. FRUIT SQUEEZER. D. H. Mosteller, Chicago.
808,954. WRENCH. H. T. Thompson, Flovilla, Ga.
809,062. DOOR CHECK OR FASTENER. C. N. P. Ingalls, Lynn, Mass.
809,152. PIPE WRENCH. G. W. Waitt, San Francisco, Cal.
809,191. COMBINATION TOOL. E. J. LaDuke and I. G. O'Harra, Seattle, Wash.
809,243. MOP HOLDER. H. Bitner, Berwyn, Ill.
809,257. TOOL HOLDER. B. M. W. Hanson, Hartford, Conn.

PATENTS EXPIRED JANUARY 8, 1906.

395,693. DOOR HANGER. R. Clarke, Toronto, Canada.
395,751. DOOR CHECK. J. J. Krom, St. Augustine, Fla.
395,775. CLOTHES DRIER. F. J. French, Miles Grove, Pa.
395,803. TUBULAR LANTERN. O. D. Woodruff, Southington, Conn.
395,864. LANTERN. O. D. Woodruff, Southington, Conn.
395,865. RATCHET WRENCH. C. E. Adams, Chatham, N. Y.
395,889. LAWN MOWER. D. Bearly, New Castle, Ind.
395,895. IRONING BOARD. B. Gude, St. Anthony, Ind.
395,903. CARPET STRETCHER. B. Holden, Geneva, Ohio.
296,017. WRENCH. T. Warren, Centralia, Ill.

PATENTS ISSUED JANUARY 9, 1906.

809,340 WHEELBARROW. Wm. Tasker, Biloxi, Miss.
809,342. LOCK AND LATCH MECHANISM. H. G. Voight, New Britain, Conn.
809,424. LOCK. C. J. Caley and H. G. Voight, New Britain, Conn.
809,425. LOCK AND LATCH FITTINGS. S. J. Caley, New Britain, Conn.
809,448. ADJUSTABLE BRACKETT. S. Kahn, Cadallic, Mich.
809,461. KETTLE AND LID SECURING AND OPERATING MEANS THEREFORE. C. S. Pierce, Duluth, Mich.
809,485. SAW. F. A. Wuest, Lawrenceburg, Ind.
809,508. LANTERN. D. C. Kline, Rochester, N. Y.
809,527. CAN OPENER. H. B. Ray, Bridgeport, Conn.
809,534. LATCH. A Shepard, Plantsville, Conn.
809,544. GATE LATCH. G. Warner, Dearborn, Mont.
809,545. CARPET STRETCHER. S. J. Wever, Sheller, Ill.
809,582. MACHINE FOR PEELING VEGETABLES. H. Robinson, Brooklyn, N. Y.
809,610. DOOR LOCK. C. F. Fringer, Lithia, Va.
809,639. BROILER. J. M. Stokoe, Cleveland, Ohio.
809,673 CAN OPENER. J. W. Davis, Alto, Tex.
809,753. WINDOW SCREEN. E. D. Segar, Randolph, Vt.
809,783. SASH BALANCE. H. A. Crommett, Patten, Me.
809,803. NAIL PULLER. W. F. Hobbs, Bridgeport, Conn.
809,807. SPADE. E. C. Jewett, Eaglegrove, Iowa.
809,838. WRENCH. A. W. Parfitt, New London, Wis.
809,843. BOLT CLIPPER. J. Pulvitt, Alvarado, Tex.
809,858. WRENCH. F. M. Straube, Boulder, Colo.

PATENTS EXPIRED JANUARY 15, 1906.

396,059. SPRINKLING NOZZLE. J. W. Anderson, South Bend, Ind.
396,150. SASH FASTENER. J. C. Erickson, Hadley, Minn.
396,181. WEATHER STRIP. J. Walker, Belleville, Kans.
396,248. GRATE. J. Wakeham and J. Cunningham, Toronto, Ontario, Canada.
396,273. PERMUTATION LOCK. B. J. Douds, Canton, Ohio.
396,286. CORKSCREW. L. S. McWhorter, Chicago, Ill.
396,363. SASH FASTENER. W. T. Morgan, Muncie, Ind.

PATENTS ISSUED JANUARY 16, 1906.

809,926. COMBINED STEP LADDER AND IRONING TABLE. A. L. Alspach, Chicago, Ill.
809,962. WRENCH AND ANALOGOUS ARTICLE. O. A. Lane, Adrian, Mich.
809,990. WINDOW SASH. J. H. Shepherd, Huron, Mich.
809,991. DUSTLESS ATTACHMENT FOR BROOMS. F. Sheridan, Anamosa, Iowa.
810,021. DOOR CHECK. L. Audrieth, New York, N. Y.
810,045. WINDOW LOCK. E. Etenhauser and R. L. Morse, San Jose, Cal.
810,052. HINGE. E. C. Hall, Braintree, Mass.
810,096. PIPE WRENCH. J. H. Vinton, Boston, Mass.
810,110. SASH LOCK. C. M. Evans, Carmichaels, Pa.
810,142. SHADE ROLLER AND CURTAIN POLE SUPPORT. J. Herr, Gibsonburg, Ohio.
810,146. COIL SPRING. E. Hogan, Portland, Ore.
810,147. TRUNK LOCK. J. A. Horne, Stamford, Conn.
810,166. IRONING BOARD. D. Messer, Rochester, N. Y.
810,320. BIT EXTENDER. W. B. Swan, Seymour, Conn.
810,268. CURTAIN FIXTURE. C. E. Dunn, New York, N. Y.
810,278. CURTAIN FIXTURE. C. L. Hopkins, Albany, N. Y.
810,279. SHADE FIXTURE. C. L. Hopikns, Albany, N. Y.
810,288. WRENCH. M. M. LeMay, Leighton, Ala.
810,304. PIPE WRENCH. L. V. Remion, San Bernardino, Cal.
810,340. SPRINGLESS LOCK. H. K. Meis, Lawton, Okla.
810,365. PIPE WRENCH. H. C. Barlow, Goldendale, Wash.

CHANGING THE WINDOW DISPLAY.

Frequent change in the window display is most essential but when you have made a popular hit don't lose the best results from it by changing it too soon. The *first* results come from the people who are attracted by it in passing—where it ends, if the display is taken down too soon. If it remains long enough the second and *best* results begin through the people who are enough interested to tell and bring their friends to look; that is the stage when people get to talking about it, when it possibly is mentioned in the local papers, when people go out of their way to have a look at your window and begin to notice the store itself.

You never can tell in advance how long it will pay to leave a certain display up; that is for the public to decide for you and you must abide by their decision. So long as they keep bringing friends to see it do not disappoint them by its removal. When they begin to look for something new or to glance rather hastily at the window in passing give them something new at once, before the old impression fades away and the interest you have awakened in your window is forgotten.

♦

In little trades more cheats and lying
Are used in selling than in buying;
But in the great, unjuster dealing
Is us'd in buying than in selling.

BUTLER.

♦

All smatterers are more brisk and pert
Than those that understand an art;
As little sparkles shine more bright
Than glowing coals that give them light.

BUTLER.

♦

I am told so many ill things of a man, and I see so few in him that I begin to suspect he has a real but troublesome merit, as being likely to eclipse that of others.—BRUYERE.

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BUSINESS ATMOSPHERE.

By NATHANIEL C. FOWLER.*

"I have been announced as an advertising counsellor, and am supposed to know something about publicity. In order that there may be no argument, I admit that I do know about advertising. I believe that I can give you many facts, figures, and theories about publicity; but to do so, I would have to talk about what I know about, and to use truth as an accessory. I don't propose to be handicapped by fact, or to be forced to call upon truth for assistance. I would much rather take a broader subject, one which I know so little about that I would be untroubled by fact, and therefore be permitted to spread myself and to say what I wanted to say irrespective of truth. I know that some of you, if not most of you, will appreciate my natural condition, and I feel that some of you at least, will realize what a fearful thing it is for a man to confine himself to fact and to limit his words to the telling of the truth; consequently, by throwing fact aside, and by forgetting all about truth, I shall place myself in harmony with you, and feel at home.

"However, I will not entirely go back on first principles, and will smuggle in a little advertising here and there.

"Comparatively few of you, as I understand it, are advertisers in a broad advertising sense. Few of you use daily newspapers or the magazines. Your printer's ink advertising is confined to the trade paper, the circular, the catalogue, and the price list. But notwithstanding that you are not, broadly speaking, advertisers, everyone of you is an advertiser, for without advertising you couldn't do business.

"My definition of advertising is that advertising is anything which connects the maker or seller with the buyer. If my definition be correct, then the sign on your store, your counters, your shelves, your letterheads, your salesmen, and the policy of your business are advertising.

"One of the essentials of business, whether one be a wholesaler, a retailer, a canvasser, or a peanut vender, is the policy of the business. That I may go deeper into the psychology of it, I would change the word 'policy' to 'atmosphere,' and for a few moments will talk to you upon the atmosphere of business, that something which is of vital consequence, which stands between no profit at all or moderate profit and the flush of profit. I may venture the statement that not one of you makes or sells any article which I cannot buy at practically the same price, and of practically the same quality, of somebody else. Therefore, you do not compete in quality or in price. You are not monopolists, whether you want to be or not. To sell what you have to sell requires the introduction of something besides the goods themselves, the price, and the salesman. This something is your policy, your individuality, your personality, your method and the atmosphere you create in your factory, your store, and which surrounds your representatives.

"For argument's sake, I assume that each one of you offers the same quality and the same price. I think this is so, and that I need not make this point for argument's sake. Now why is it that John Smith can sell John Jones, and that John Black cannot sell John Jones? The reason for this lies in the fact that John Jones likes John Smith's policy better than he likes the policy of John Black. There is something about the way John Smith does business, something about the atmosphere of his store, the character of his representatives, which appeal to John Jones, and this something, this atmosphere is what consummates the trade.

"I understand that you, in common with other wholesalers, have, or are supposed to have, a definite credit method, with established time discounts. I further understand that many of you, rightly or wrongly, go back upon your own self-made principles. For instance, you sell a bill of goods with a 5 per cent., 30-day discount. The buyer doesn't pay in 30 days. Ten days later, you write him a letter, in which you apologize for asking for money which belongs to you. In another 10 or 20 days you write him again, and repeat the apology. Then you write again and again, with or without result. If the man pays, say in 90 days or in 120 days, he deducts the 5 per cent., 30-day discount, and usually you take it. Your excuse for doing this is because you are afraid of losing the customer. Now, gentlemen, I believe in the cordiality and liberality of business, but I don't believe in the breaking of business principles. If a principle is worthy of establishment, it is worthy of maintenance. True, you may lose a customer by standing by your principle; but I ask you, as business men, is it not better to lose an unprofitable customer—a customer who won't keep his word, and a customer in bad credit—than it is to voluntarily break a principle of business?

"I take it for granted that all of you would maintain this credit principle if you felt that every one of you would do so. If this be so, then you have little confidence in one another. It doesn't speak well for the Credit Men's Association, if its members haven't sufficient confidence in each other to maintain a system of credits admitting of no exception.

"In the first place, I fail to see why it is profitable to sacrifice a profitable principle to keep a bad-paying or a non-paying customer. For my part, I don't believe that you cannot trust one another. I believe that the reason you don't trust each other is because you have never seriously considered a complete and harmonious binding together—an organization standing for more than turtle soup and coffee and cheese. I don't believe that more than a very few of the members of this association would break an agreement, if the agreement became a fundamental by-law of the association, and the few fellows mean enough to break such an agreement of honor, should be punished by being allowed to have all of the poor-paying customers they can get hold of.

"Bad bills have broken more firms than bad business. Getting one's money is essential to the doing of profitable business. I don't believe it pays to continue to do business with a man who will not pay with reasonable promptness, and who refuses to buy of you if he cannot have the 30-day, 5 per cent. discount when he doesn't pay for 90 days. If there is any loss in sticking to principle, it is a temporary loss, a much more apparent than real loss. There is a fundamental principle in everything, even in dishonest business; and the maintenance of that principle pays in the end; while the doing away of that principle means loss, if not a greater disaster. There is more humor among men, and especially among business men, who bind themselves together for business principles, than most of us believe. A business man of success, wether he be honest or dishonest, sticks to the principles of business doing and to the principles of credit, if those principles are made to be a part of broad business policy.

"Co-operation with the clerk and salesman is necessary. Cordiality is essential. But back of it all, and especially in credits, is the necessity of an established and unbroken policy, a policy of realized importance, a policy as solid as the corner stones of trade.

"If what I have said, gentlemen, does not apply to you, it will do you no harm. You have only to pass it along to the poor fellow who needs it."

*An address delivered before the Boston Credit Men's Association, December 12, 1905.

CONNECTICUT HARDWARE ASSOCIATION.

The several committees appointed recently to arrange matters pertaining to the third annual meeting of the Connecticut Hardware Association, to be held in New Haven, February 27 and 28, have outlined somewhat the programme for that event. The headquarters will be at the Hotel Davenport, at which rooms can be secured by those wishing them, and the guests will, in all probability, be accommodated there also. Opening session at 1 o'clock February 27 at Chamber of Commerce rooms, 763 Chapel Street. The regular routine business will be done at this time as well as Election of Officers for the coming year. Address by the National Officers present, the opening of the Question Box, etc. It is hoped that members will be prepared with questions for the box. A question box committee will be appointed at this time to answer the questions, said committee to report the following day, at 6 P. M. Tickets for theatre will be distributed and meeting adjourned to lunch, to meet at 8 P. M. at the theatre, which will conclude the first day. February 28, at 10 A. M.—Business session to care for unfinished business. Report of Question Box Committee. Address by manufacturers present, guests and representatives of trade journals. 1.30 P. M.—The banquet of the meeting will occur, which it is expected will eclipse all previous efforts of the association. A great deal of interest is being displayed by the members in this meeting and it is expected it will be the largest in the history of the association. The following is a list of the committee's serving for the convention: Hotel Accommodations—H. W. Kelley, R. T. Warner, W. A. Warner & Bro. Banquet and Lunches—F. L. Leighton, G. J. Bassett, L. L. Rosenberg. Theatre and Entertainment—R. C. Lightbourn, W. H. Burchell, N. T. Bushnell Co.; Fred. J. Meyers, L. L. Rosenberg & Co. Manufacturers' Exhibits—E. M. Walsh, R. B. Bradley Co.; G. H. Baker, G. H. Baker Co. Reception Committee—F. T. Terry, A. H. Abbe, Irving C. Treat, W. A. Church.

LANDLORD'S GAMBLING LIABILITY.

The United States Supreme Court also affirmed the constitutionality of the Ohio law permitting a third party to sue and recover money lost in gambling, and holding the owner of the property in which the gambling took place liable for the amount won. The case in point was that of Mrs. Belle Trout, who, under the State law, had won the right to recover from William E. Marvin, the owner of the premises in which her husband had lost $3,473 by gambling.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Ashland, Ky.—S. J. Morrow & Son have opened up a Hardware store.

Ashland, Neb.—The McCartney Bros. Co. has opened a new Hardware store.

Blackwell, Okla.—The Frank Gould Hardware & Implement Company, capitalized at $10,000, has been incorporated with the following directors: A. H. Velie and George A. Parker of Kansas City, and Frank Gould of Blackwell.

Carrollton, Miss.—The Carrollton Hardware & Implement Co. has been incorporated with $12,000 capital.

Charleston, W. Va.—The Goshorn Hardware Company has been incorporated to do a general Hardware business. Capital, $75,000. Incorporators, W. F. Goshorn, H. D. Goshorn, J. A. deGruyter, W. A. MacCorkle, W. E. Chilton, R. G. Hubbard, L. A. Holly, Wm. Neal and Harrison B. Smith of Charleston, and W. E. Mohler of St. Albany.

Chicago, Ill.—The Trout Hardware Company has been incorporated with $200,000 capital. George W. Trout, president, and A. B. Wilbur, secretary.

Clayton, Mo.—The J. G. Weber Hardware and Supply Company has been incorporated; capital, $15,000. Incorporators, John G. Weber, Annie F. Weber, Charles D. Weber, Mollie E. Weber and Annie Weber.

Canton, Ill.—Hard & Kimball Co. has been incorporated to deal in Hardware. Capital, $6,000. Incorporators: A. Peary Hard, George B. Kimball, Wylie M. Hard.

Denver, Colo.—Garrett-Elliott Hardware & Heating Company has been incorporated. Directors: Francis E. Garrett, James R. Elliott, Charles Thorpe; $25,000 capital.

Edmore, N. D.—Rosholt Hardware Co. has been incorporated. Capital, $10,000; incorporators: Thorman Rosholt, Julius Rosholt, James S. Rosholt.

Elmdale, Kansas.—W. F. Smith has engaged in the Hardware and lumber business.

Grand Rapids, Mich.—The Badger Hardware Company has been incorporated. Capital stock, $25,000.

Henderson, Ky.—Henderson Hardware Co. has been incorporated. $100,000 capital stock.

Horrell, Mich.—A. F. Peavy & Son have opened up a Hardware store.

Jackson, La.—The Capital City Hardware Co. has been incorporated with $20,000 capital. President, A. C. Jones.

Keyser, W. Va.—The Seiver Hardware Company has been incorporated to conduct a general wholesale and retail business. Capital, $100,000. Incorporators: C. W. Seiver, J. T. Carskadon, J. D. Gelwicks, Charles N. Fennell, Keyser and W. P. Heiskell, of Wheeling.

Monett, Mo.—The Monett Hardware Co., capital, $5,000, has been incorporated by S. W. Pierce, D. C. Marbut, W. O. Batson, A. T. Bramer and others.

Murray, N. C.—The Murray Hardware Company has been incorporated to do a general wholesale and retail Hardware business. Capital stock, $10,000. Incorporators, A. M. Brittain, J. V. Brittain, L. W. Brittain, C. S. Hasson and C. A. Webb.

Newbern, Tenn.—The Newbern Hardware Company has been incorporated with a capital of $10,000, to do a general Hardware business.

Newkirk, Okla.—The Harrington Bros. Hardware Co. has been incorporated with $10,000 capital stock. The incorporators are A. O. and B. B. Harrington and G. C. Rector.

New York, N. Y.—American Pottery Supply Company has been incorporated to sell the products of companies and firms manufacturing products of sand flint granite and earthern products; capital, $150,000.

New York, N. Y.—Brounfels, Browning & Co. has been incorporated to deal in Hardware.

New York, N. Y.—Mohr Specialty Co. has been incorporated to deal in Hardware. Capital, $25,000. Directors: W. L. Mohr, J. F. Holliday, J. M. Nolan.

New York, N. Y.—Robert J. Masbach Co. has been incorporated to deal in Hardware. Capital $25,000. Directors: Robert J. Masbach, Emil Heller, F. W. Zuck.

No. Redwood, Minn.—Farrell & Keefe have been incorporated to deal in Hardware. The capital stock is $15,000.

Norman, Okla.—The Hullman Taylor, Minteer Hardware Co. has been incorporated with $15,000 capital.

Omaha, Neb.—The Omaha Iron Store Co. has been incorporated to do a general heavy Hardware jobbing business. The capital stock is $100,000 and the incorporators are H. I. Adams, Mrs. Grace Adams and L. C. Sholes.

Paterson, N. J.—Walker & Christie Co. has been incorporated to deal in heavy and shelf Hardware and electrical supplies; capital, $25,000. Directors: Joseph W. Walker, Aida D. Walker, Aurelian R. Christie, Maggie K. Christie, all of Paterson.

Rockford, Ill.—Union Hardware Co. has been incorporated to deal in Hardware and wood stock. Capital, $25,000. Incorporators, F. S. Blakesley, P. H. Reynolds, J. H. Preston.

St. Louis, Mo.—Michel Brothers' Hardware & Paint Company has been incorporated; capital stock, $10,000. Incorporators—Edward A. and Frank H. Michel, Albert J. Michell.

St. Paul, Minn.—The Bowen Manufacturing Co. has been incorporated to manufacture tools. Capital stock, $50,000. Incorporators—H. J. Gillun, Frank B. Plapp and John T. Galbraith.

St. Thomas, Ont.—S. A. Crawford has opened a Hardware store with a very complete and up-to-date stock of Hardware.

Trenton, Tenn.—Jones & Wade are opening up a store and will deal in Hardware and farming utensils.

Warren, Ohio.—The Park Company will be incorporated at Columbus, Ohio, within a month. The company will become the owners of the largest Hardware store in this part of Mahoning County. The new firm will purchase the business of the S. W. Park store, which has been in active business for 45 years. Stock is being invoiced and appraised, this work progressing for several weeks. A few days ago it appeared as if the deal would be declared off, but after lengthy conferences an amicable arrangement was reached. The new firm will be composed of experienced business men and with changes in the store and elsewhere a larger business is expected to be built up. The names of the incorporators and board of directors will not be made public until after the incorporation papers have been applied for.

Waitsburg, Wash.—The Smith-Pool Hardware Co. has recently engaged in business.

Changes and Improvements.

Baxter, Iowa.—Peter Burkey has sold out his furniture and Hardware business.

Bennettsville, S. C.—P. A. Hodges is succeeded in the Hardware business by the Bennettsville Hardware Co.

Bloomfield, Neb.—H. Blanchard has sold his Hardware store to H. Bayer.

Boonville, Mo.—Rogers, Sheppard & Suillers have succeeded to the Hardware business of Hudson, Burge & Co.

Bovey, Minn.—The Bovey Hardware Co. is erecting a large addition to their warehouse here.

Centralia, I. T.—Beaulieu & White have succeeded to the Hardware business of Edmond Beaulieu.

Clarendon, Tex.—The O'Neal Hardware Company has succeeded to the business of the Witt-Richardson Hardware & Implement Company.

Connellsville, Pa.—The Schell Hardware Co. are adding three more stories to their one-story brick business block erected last spring.

Delta, Colo.—Hornsby & Johnson have sold their Hardware and grocery business to H. K. Correll.

Des Moines, Iowa.—The L. H. Kurtz Hardware Company is arranging to build a new business block, also a new warehouse, to take care of their enlarged business.

Douglas, Ga.—E. P. Fillington & Company have sold out their Hardware business.

Dover, N. J.—J. Halsey Doty, of Morristown, and buyer for J. E. Burnet, the Hardware dealer, has purchased the Hardware business of Edward H. DeHart.

DuBois, Neb.—G. W. Potts has sold his Hardware and furniture business to R. F. Scott.

East Dubuque, Ia.—J. R. & T. White have purchased the Hardware store of Valentine Hellstern.

BLASTING SUPPLY? Write for Prices and Particulars on

ELECTRIC EXPLODERS, ELECTRIC SAFETY FUSES, ELECTRIC TIME FUSES, ETC., TO

STAR ELECTRIC FUSE WORKS, Wilkes-Barre, Pa.

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ASK FOR "AGENCY"



The Comfort Swing Chair

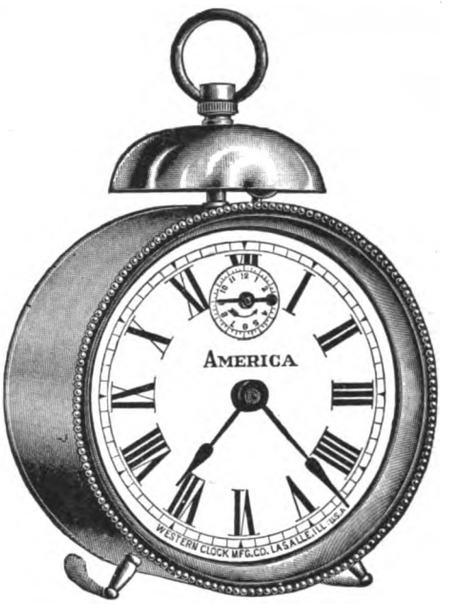
The Comfort Swing Chair combines the comfortable features of ordinary porch chairs, hammocks and swings. Occupies but little space and can be moved about at will. The frame work is made of steel. The back and seat of fancy colored canvas. Retail selling price **$3.50** f. o. b. Chicago.

Our advertisements in popular magazines this year during May, June and July will occupy large space commanding the attention of nearly 7,000,000 readers monthly. This advertising creates the demand. We sell through the trade exclusively so far as possible. Write for "agency proposition."

HAGGARD & MARCUSSON COMPANY
Manufacturers
425 South Canal St., Chicago

COMFORT SWING CHAIR

The America Alarm



Gives you an opportunity to offer a clock, accurate, efficient, guaranteed, at a remarkably low price and is sold at a figure that leaves you plenty of room for profits. Your jobber has the "America."

***The* Western Clock Mfg. Co.**
La Salle, Ill.

NEW YORK
51 Maiden Lane

CHICAGO
131 Wabash Ave.



A Shovel Catalog Worth Having

If you want shovels of firstclass Quality, Style and Finish, our prices will interest you.

"Never-Break"
"National"
"Buckeye"
"Mohawk"

Good, Strong, Durable Shovels. Plainback and Hollowback.

THE AVERY STAMPING CO.
Cleveland, Ohio.

Mfrs. "Never-Break" Steel Cooking Utensils.

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procured promptly and with care in all countries. Also trade marks and copyrights.

DAVIS & DAVIS
ATTORNEYS-AT-LAW.
WASHINGTON, D.C.
St. Paul Building, NEW YORK.



PLYMOUTH ROPE

Is upheld everywhere, by everyone,—consumers, retailers, jobbers,—who have bought or sold it.

It's quality has never been questioned.

***The* Question for You to Decide**

is: How can you, in justice to yourself and your customers, afford to handle any other kind than the

Best--"Plymouth" Rope?

If your jobber doesn't offer you genuine "Plymouth" write us and we will put you in touch with a convenient source of supply.

Mention HARDWARE when writing.

Plymouth Cordage Co.,
38 A Court St., No. Plymouth, Mass.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Alva, Kan.—Atmospheric Washing Machine Manufacturing Co. has been incorporated with $50,000 capital stock. The directors are: John H. Shafer, F. H. Meyer, H. H. Sherman, F. W. Hanford and D. E. Thomas.

Buffalo, N. Y.—Western Wire Goods Company has been incorporated to manufacture wire, wire goods, Hardware, etc.; capital, $25,000.

Chicago, Ill.—McAllaster, Spencer & Co. has been incorporated; capital, $25,000; object, to manufacture Hardware. Incorporators, Arthur L. McAllaster, Seward S. Spencer, Delos Kennedy.

Chicago, Ill.—Sliding Blade Shear Company has been incorporated; capital, $30,000. Incorporators, P. McMillen, P. E. Thomas, B. F. Moore.

Des Moines, Ia.—The E. L. Watrous Manufacturing Co. has been incorporated for the manufacture and sale of Hardware. The capital stock is $10,000 and the incorporators are E. L. and A. B. Watrous.

La Fayette, Ind.—The Columbia Manufacturing Co. has been incorporated to manufacture and sell machinery and tools of various kinds and to export and import them. The capital stock of the company is $75,000, and the directors are Robert L. Jaques, Thomas Duncan, W. Bent Wilson, Herman Pottlitzer, Frank A. Headson, John H. Schuessler and Sigmund Pisinger.

La Salle, Ill.—La Salle Machine & Tool Co. has been incorporated with $20.000 capital. Incorporators: F. W. Matthiessen, Sr., E. Roth, and G. P. Blow.

Live Oak, Fla.—The Live Oak Sash & Door Company has been incorporated with $25,000 capital stock. President, Joseph Roof; vice-president, H. H. Hair; R. E. McNeil, secretary and treasurer.

Lyons, N. Y.—The Lyons Cutlery Company has been incorporated to manufacture cutlery. Capital stock $50,000.

Newark, N. J.—The Bonney-Vehslage Tool Company has been incorporated; capital stock, $20,000. Incorporators, Charles S. Bonney and Ernest C. Vehslage, of Irvington, and Arthur L. Fullman, of New York.

Newcastle, Pa.—Standard Wire Co. has been incorporated. Capital, $60.000. Directors, James Kaufman, John E. Norris, C. F. Wheeler.

New Haven, Conn.—Snow & Petrello Manufacturing Co. has been incorporated with $27,000 capital stock, for the purpose of manufacturing and dealing in Hardware, merchandise, machinery, tools, etc. Incorporators, Levi T. Snow, Joseph Petrello and John O. Shares.

New York, N. Y.—R. K. Carter & Co. has been incorporated to manufacture Hardware, tools, etc.; capital, $50.000. Incorporators, Alfred C. Greening, Frank R. Blauvelt, and Walter H. Dodd.

New York, N. Y.—Robert J. Masbach has been incorporated to manufacture and deal in Hardware, etc.; capital, $25.000. Incorporators: Robert J. Masbach, Emil Heller, Fred W. Zuck.

New York, N. Y.—Yankee Manufacturing Co. has been incorporated to manufacture scrubbing brushes. Capital, $10,000. Directors: F. E. Whitney, P. N. Earle, New York; W. O. Stewart, Newark, N. J.

Palacios, Tex.—Palacios Lumber & Hardware Company has been incorporated with $7,500 capital stock. The incorporators are C. Doss, P. A. Eider and C. E. Smith.

Phoenicia, N. Y.—Benjamin F. Kelley & Son have been incorporated to manufacture stoves, heaters, etc.; capital, $10,000. Incorporators: Olaf S. Pedersen, Harry D. Randall, Mary H. Kelley, all of Brooklyn.

Richmond, Ind.—The Hall Mercantile Co. has been incorporated. The capital stock is $25,000 and the incorporators are: Wm. B. Overhiser, Philip Franzman, Geo. W. Hall, Orange D. Hall and George Benedict.

St. Paul, Minn.—The Bowman Manufacturing Company has been incorporated with a capital stock of $50,000. The concern will manufacture Hardware specialties. H. J. Gillam, F. B. Fiatt and J. P. Galbraith are the incorporators.

Troy, N. Y.—Watervliet Novelty Company has been incorporated to manufacture ice cream dippers. Capital, $1,000; directors, A. P. Hinstead, J. W. Dorman, F. P. Von Denbergh, Watervliet; F. A. Michael, Troy.

Union, Mo.—Union Handle Company has been incorporated with $3,000 capital stock. Incorporators: George M. Schmitt, Edwin P. Mantels and Henry P. Cuneo.

Changes and Improvements.

Allentown, Pa.—The Allentown Wire Mill, representing an investment of over $2,000,000, is being enlarged under the direction of the new superintendent, J. G. Mustin.

Anniston, Ala.—The City Hardware Co. is erecting a two-story brick building to be used for the extension of the harness manufactory, which has long since outgrown its present compressed quarters. A large lot of new and improved machinery will be purchased and many more men given employment in the plant.

Athol, Mass.—The L. S. Starrett Company, manufacturers of fine mechanical tools, has acquired the three-story wooden mill building, 40x80 feet, known as the William H. Kaufman mill, one-fourth the water rights of Lord's Mill Brook and almost three acres of land fronting on Freedom and South Streets, for the purpose of enlarging its business.

Baltimore, Md.—The Enterprise Wire Works is erecting a one-story building, dimensions 46 by 155 feet 6 inches, and costing $4,500.

Bayonne, N. J.—Edward Ogden, Hardware manufacturer of New York, has recently purchased property here consisting of about 24 lots, having a frontage of 201 feet on the north side of the street and 292 feet on the west, 200 feet on the south and 316 feet on the east, for the purpose of erecting a large factory.

Boston, Mass.—The Gillette Safety Razor Company has started work on an addition to its plant. The building will be brick, will measure 80 by 90 feet and will be five stories high, costing about $50,000.

Bridgeport, Conn.—The Challenge Cutlery Co. has just completed a three-story brick factory building, 50 by 265 feet, and the structure is being equipped with machinery. The concern has finished the installation of a 250 horse power electric plant, with a direct connecting engine and motor in each department. Work will at once be begun on the erection of a forge shop, 30 by 110 feet.

Camillus, N. Y.—Adolph Kastor & Bro. are making extensive improvements at their pocket knife factory. The new building the company is erecting will be 22 by 100 feet in dimension and two stories high.

Chicago, Ill.—The Simonds Manufacturing Company, saw and knife makers, has taken over the business of the Canada Saw Company of Montreal, St. John, Ottawa and Toronto. The new company will be known as the Simonds-Canada Saw Company. More than $250,000 is involved in the merger.

Evansville, Ind.—The Evansville Foundry Association has been purchased for $109,000 by a company composed of M. S. Sountag, George Dauble, William Boetticher and others. Its name has been changed to the Advance Stove Works.

Fairhaven, Mass.—The Atlas Tack Co. has made a number of improvements recently at their factory, the most important of which is the equipment of a hospital room for the use of employees in case of sudden illness. The room has been fitted up at an expense of about $500.

Jacksonville, Fla.—The name of the Diebold Safe & Lock Company has been changed to that of The Franz Safe & Lock Co.

La Crosse, Wis.—Stamping & Tool Co. has increased its capital stock from $10,000 to $25,000.

Lititz, Pa.—At a stockholder's meeting of the J. M. Mast Manufacturing Company held recently the following were elected directors: A. R. Bomberger, N. K. Brubaker, J. C. Brubaker, D. H. Kreiter, N. B. Leaman, A. B. Long, C. B. Risser, J. M. Mast and W. H. Muth. The stockholders also voted to change the present name to that of Animal Trap Company because of the purchase by the J. M. Mast Manufacturing Company of this larger and better known trap manufacturing plant which will be removed here from Abingdon, Ill., as soon as the new factory buildings are completed. The new board reorganized by electing J. M. Mast, president; N. B. Leaman, vice-president; J. C. Brubaker, secretary; N. K. Brubaker, treasurer, and F. W. Shultz, business manager. The capitalization of the corporation, under the new charter, is $150,000, nearly all of which is already subscribed.

Martins' Ferry, O.—The Spencer Baggs Stove Co., owing to the marked and steady increase in business, has purchased two lots for the erection of another large warehouse.

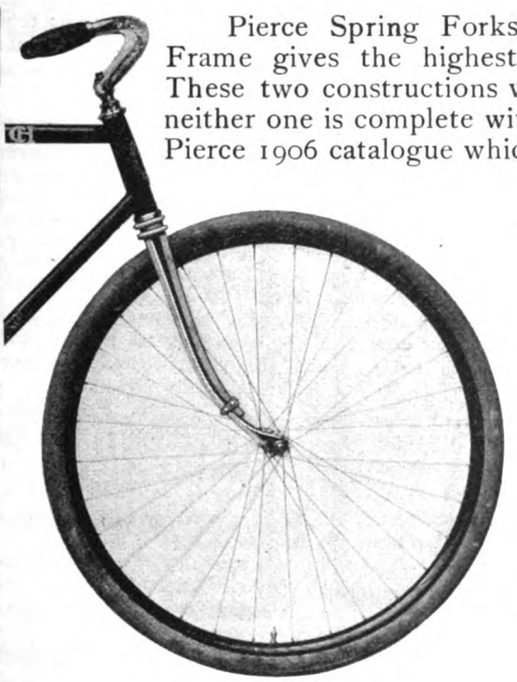
Milwaukee, Wis.—The Western Hardware & Manufacturing Co. has increased its capital from $25,000 to $50.000. L. C. Braecken, president, and John N. Schiffler, secretary.

Philadelphia, Pa.—The manufacturing business of files and rasps, conducted by Mayer & Co., has been taken over by Liveright Brothers.

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The bicycle business this year has been the largest since the decline of the craze. Next year the demand will be even greater. This present growing demand is not for the freakish or the cheaply-constructed vehicles which flooded the market in the boom days. It is for wheels of proven merit.

Pierce Spring Forks in conjunction with the Cushion Frame gives the highest luxury to be obtained in cycling. These two constructions work together in entire harmony and neither one is complete without the other. Examine this in the Pierce 1906 catalogue which will be furnished upon application.



Pierce Cycles

have maintained their high standard of mechanical excellence from the beginning. Every change has been for the benefit of the rider. The cushion frame, spring forks and coaster brake of the 1906 Pierce give it precedence over all others. Consider now the advisability of a Pierce agency.

The Geo. N. Pierce Company

Buffalo N. Y.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Bridgeton, N. J.—The Standard Amusement & Manufacturing Co. has been incorporated with $50,000 capital. One of the numerous things the new company intends to do is to sell and repair cycles. Albert R. McAllister, Clarence Crane and Elmere H. Crane are the incorporators.

Brooklyn, N. Y.—George B. Pieper has opened up a bicycle store at 1205 Bedford Avenue.

Denver, Colo.—The Denver Auto Goods Co. has been incorporated. Capital, $10,000. Directors are: H. O. Cartwright, Smith McKay and J. W. Foster.

Lowell, Mass.—The George E. Wye Co. has been incorporated to deal in sporting goods; capital, $25,000. President, C. E. Stanwood, Highlandville, Mass.; treasurer and clerk, A. H. Bowers, Needham, Mass.

Marysville, Cal.—The A. J. Menz Company has been incorporated with $10,000 capital, by A. J., E. E. and A. J. S. Menz, to conduct a general sporting goods store, and deal in bicycles, firearms, cutlery, ammunitions, etc.; and do a general repair business in these lines.

New York, N. Y.—Eagle Tire Repair Co. has been incorporated; capital, $1,000. Directors—J. G. Battle, Jr., I. J. Reynaud, Glen Ridge, N. J.

Waltham, Mass.—Harding Manufacturing Company has been incorporated to manufacture sporting goods; capital, $30,000; president and treasurer, Hawley Harding; directors, Thomas Murphy, William J. Brannan.

Watertown, N. Y.—The Franklin Arcade Company has been incorporated to deal in sporting goods. The capital is $1,000 and the directors are: John H. Coon, James B. Wise and Jere Coughiln.

Wilmington, Del.—The Bradford Company has been incorporated to manufacture, sell and deal in bicycles, etc. Capital stock, $50,000.

Changes and Improvements.

Meriden, Conn.—The Meriden Firearms Co. has recently purchased the Atlas Gun Company of Ilion, N. Y., which manufactured a small sporting or target rifle. The machinery for the making of the Atlas rifles in this city is now being installed. A number of expert rifle makers from the Winchester factory in New Haven and other rifle shops will be added to the firearms force on account of the acquisition of the Atlas gun. At present something over 350 hands are employed at the firearms plant.

Rutland, Vt.—The Coolidge Cycle Co. sold out to Howley Bros.

Miscellaneous.

At the annual meeting of the Minneapolis Cycle Trade Association on the 2d inst., the following officers were chosen for the ensuing year: President, S. Stevenson; vice-president, W. Edwards; treasurer, O. Fenstermacher; secretary, E. H. Hammer. At the meeting a committee was appointed to wait on the city clerk and urge that cyclepath tags be made ready before the opening of the riding season.

Charles H. Hall has been elected president of the Chicago Motorcycle Club. The other officers chosing at the annual meeting are as follows: Vice-president, Dr. S. W. Fahrney; secretary, Irving R. Hall; treasurer, George H. Gardner; captain, Charles W. Van Sickle; directors, C. H. Hall, S. W. Fahrney, F. E. Yates, Edw. Landgraf and V. Bendix.

✤

E. M. Moss, a dealer in bicycles and sporting goods at Hopkinsville, Ky., has filed a petition in bankruptcy. His liabilities amount to $3,600 while his resources are claimed to aggregate $5,000.

✤

The Haverhill (Mass.) Cycle Club has elected the following officers for the ensuing year: President, Abner Hoyt; vice-president, H. J. MacMonagle; secretary-treasurer, B. F. Bragdon; committee, Daniel Frawley, Thomas Liniment and William Sturgeon.

✤

The Maplewood Sporting Club of Newark, N. J., which pays more attention to cycling, perhaps, than any other form of sport, has elected the following officers for the ensuing year: President, Theodore W. Van Iderstine; vice-president, Emory H. Dare; secretary, William J. Rink; treasurer, Charles P. Edwards; members of board of governors, Frederick H. Allendorf, chairman; Ernest M. Van Iderstine, Chas. C. Barnard, Michael J. Lyons, Jr., and Charles L. De Grasse.

RETAIL DEALERS' RECORD—Cont.

Lake City, Colo.—C. L. Sweet & Co. have sold their Hardware business to Harmon Snyder.

Lelrose, Iowa.—Westlake & Knowles have succeeded to the Hardware and implement business of Westlake & Hannan.

Madison, Neb.—J. Horst has purchased the Hardware business of R. A. Maloney.

Massena, Iowa.—W. C. McCurdy has sold his Hardware store to William Langworthy.

Melbourne, Mo.—J. K. Terry has sold his Hardware business to Harris & Attebery.

Moberly, Mo.—Thorne & Gillum have succeeded to the Hardware business of Thorne & Key.

Monewi, Neb.—F. Kappel has sold his Hardware store to Ambrog Bros. & Co.

Monroe, Ga.—The Breedlove Hardware Co. has applied for a charter, increasing its capital to $10,000.

Mt. Sterling, Ky.—Prewitt & Howell succeed A. G. Prewitt in the Hardware business.

Nashville, Tenn.—The McKelden & Reed Co.'s name has been changed to that of the Reed Hardware Co.

Neligh, Neb.—F. E. Gieseker has sold his Hardware business to F. M. Housh.

Neligh, Neb.—Housh & Lee have purthe Hardware store of F. E. Geiseker.

Paden, I. T.—G. B. Lamberton has purchased the business of the Newton Hardware Company.

Princeton, Iowa.—P. H. McGinnis has purchased the Hardware business of Baxter & Baxter.

Putnam, Okla.—Owen Campbell has been succeeded in the Hardware business by Owen Campbell & Co.

Richmond, Vt.—E. E. Fish has purchased of J. O. Olmstead his interest in the Richmond Hardware Co. and will conduct the business himself hereafter.

Rogers, Neb.—George E. Gless has sold his Hardware store to G. L. Pierson, formerly of Moscow, Idaho.

Sheboygan, Wis.—Joseph Thrilling Hardware Company has increased its capital stock from $10,000 to $25,000.

Solomon, Kans.—Frank L. Baker has sold his Hardware store to C. Vanderbilt.

Sterling, Ill—Gus A. Phelps has purchased an interest in the Hardware firm of J. E. Philips & Co. The firm name will remain unchanged.

Sterling, Ill.—L. W. Argraves has purchased the Hardware store of Blodgett & Blodgett, who will enter into the business of manufacturing washing machines.

St. Louis, Mo.—The Witte Hardware Co. has transferred its stock to the new six-story building just completed by them. The building was erected in response to pressing demands for increased facilities.

Sykesville, Md.—W. H. D. Warfield & Company are making arrangements for building a new store with up-to-date fixtures and appliances. They will carry a general line of Hardware, which they intend selling both wholesale and retail.

MANUFACTURERS' RECORD—Conc.

Philadelphia, Pa.—The National Cutlery Company is erecting a one-story addition, 41 by 48 feet, to its factory. The structure will cost about $2,200.

Richmond, Va.—The Richmond Cedar Works, whose employes now number over a thousand, are building a large addition to their mammoth plant, which will give employment to several hundred more in making and contemplating ice cream freezers, a new industry for this plant.

Sheboygan, Wis.—Joseph Thrilling Hardware Company has increased its capital stock from $10,000 to $25,000. President, Joseph Thrilling; secretary, William Hinz.

Sheboygan, Wis.—The name of the Sheboygan Sashlock Co. has been changed to that of the Diehl Novelty Co.

Waterville, Conn.—The Waterville Cutlery Company has increased its capital stock from $15,000 to $80,000.

Fires.

North Easton, Mass.—The handle shop of the Ames Shovel & Tool Company was burned out recently, causing a loss estimated at between $30,000 and $40,000.

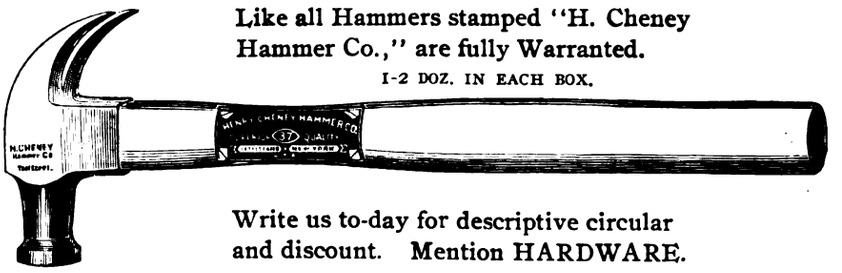
Shelby, Ohio.—The Shelby Stove Factory was recently destroyed by fire, entailing a loss of $15,000.

Valdosto, Ga.—The large plant of the Valdosto Sash & Door Co. was almost completely destroyed by fire recently. The burned property was valued at $30,000, with insurance estimated at from $19,000 to $23,000, though the exact amount could not be ascertained.

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CHENEY BELL FACE HAMMERS

A little higher in price than ordinary hammers but of extraordinary quality — every one of them.



Like all Hammers stamped "H. Cheney Hammer Co.," are fully Warranted.

1-2 DOZ. IN EACH BOX.

If you are looking for the best in hammers, made of "Crucible Cast Steel," you can ill afford not to investigate ours.

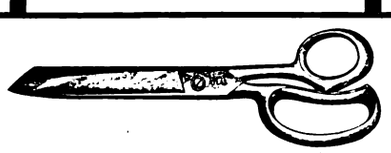
Write us to-day for descriptive circular and discount. Mention HARDWARE.

The HENRY CHENEY HAMMER CO., Little Falls, N.Y., U.S.A.

BY SHEAR FOROE

OF QUALITY

ATLAS BRANDS



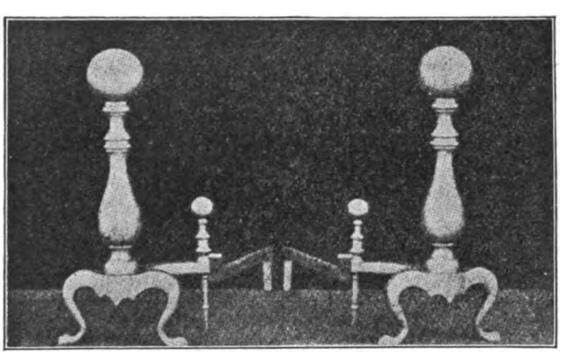
have achieved their well merited popularity They embody all the essential features required in a good running SHEAR, with an exceptionally fine cutting edge. :-: :-: :-:

CAST SHEARS, SCISSORS, TINNER SNIPS, BENT TRIMMERS, BANKERS.

Send for Catalogue No. 16.

THE ATLAS SHEAR CO.,

Bridgeport, Conn., U. S. A.



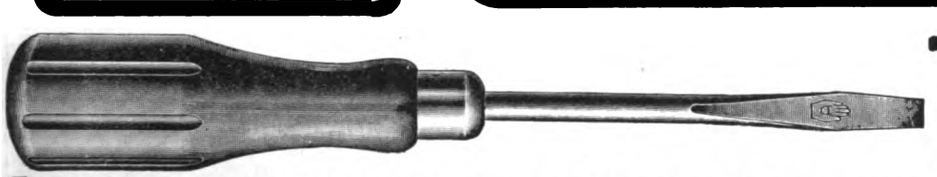
YOU HAVE NEVER investigated the merits of our goods.

Do you know that our line of

Rostand Fire Place Fixtures

is so complete, the designs so varied and handsome that their very appearance makes them quick sellers? A single trial order will prove it. Send for catalog H and discounts.

Tho Rostand Mfg. Co., Milford, Conn.

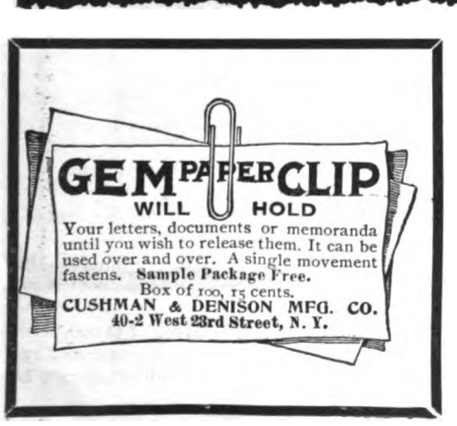


PEERLESS

No. 7 SCREW DRIVER

Is made from best Screw Driver Steel. Every blade is highly finished, hand-forged and tested to break a screw head.

Send for circular and prices. THE DUCHARMES & CO., Shelburne Falls, Mass.



GEM PAPER CLIP

WILL HOLD

Your letters, documents or memoranda until you wish to release them. It can be used over and over. A single movement fastens. Sample Package Free.

Box of 100, 15 cents.

CUSHMAN & DENISON MFG. CO.

40-2 West 23rd Street, N. Y.

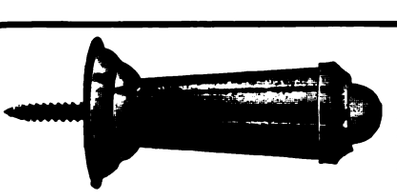


BOX STRAPPING OF ALL KINDS

BOX CORNER FASTENERS, SEALS, ETC.

WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.

STANDARD METAL STRAP CO., 336-342 E. 38 St., New York



Tho Champion Metallic Base Knobs

NEVER BREAK

(TRADE MARK)

Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all Finishes to match other hardware. Manufactured only by

THE CHAMPION SAFETY LOCK CO., Geneva, O.

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Robert Murray.
24 Duane St.,
New York City.

General Hardware

Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines*

Stove Manufacturers.

STOVE MANUFACTURERS. If you intend opening up a branch in Canada for the manufacture of stoves, it will be to your interest to communicate G. L., Room "C", Confederation Life Building, Toronto, Ont., Canada.

Superintendent Wanted.

SUPERINTENDENT WANTED. First class man to take full management of Furnace and Stove plant. Would prefer if he would take a financial interest in the business, which will bear the closest investigation. Address Room "C", Confederation Life Building, Toronto, Ont., Canada.

For Sale.

FOR SALE.—Wholesale and Retail Hardware Stock Business, well established, fine location, store 100 feet deep; rent $60 per month, doing good business; owner wishes to retire. Will sell at inventory figures. Bael's Hardware Store, Trenton, N. J.

Side Line Offered.

MANCHESTER, England—Agent established 25 years is desirous of representing Manufacturers of articles suitable for the Hardware Trade (Whole connection only). First Class references. Will be over to New York in February to complete arrangements. Address "D700" W. H. Smith & Son, Advertising Agents, Blackfriars, Manchester, England.

YOUNG, thorough, Hardware man, having traveled a number of years, but now managing a corporation in the West, desires to return East and represent factory manufacturing anything in the line. Willing to travel anywhere. Best of references given. Address Reference c/o HARDWARE.

AN EXPERT Cutlery and Specialty man having renowned reputation on the Pacific coast as salesman, but now with man'f'g. Hardware corporation West, desires to return East and represent the manufacturers direct to the jobbers or large retailers. Willing to travel anywhere; best of references given. Address Expert c/o HARDWARE.

For Sale.

FOR SALE.—In prosperous New Jersey farming town an old established Hardware general business which greatly increased last year. Well equipped buildings and clean stock which would inventory about $8,500. Would rent buildings. Owner wishes to return to country. Address Retire, care of HARDWARE, 307 Broadway, N. Y.

To Practical Men

We are offering a portion of the capital stock of a manufacturing company, incorporated in June, 1905—sold within sixty days one-half of its stock. Under original plan the remainder is now offered. The article manufactured is a long sought for combination of two of the most universally used time-saving devices—your office has one and perhaps both—you consider it unquestionably the most important feature of your equipment. If you believe a proposition can bring enormous returns and still be safe, give us a call—if you are sceptical, call anyway and be convinced—we'll get your endorsement.

Stock placed in lots of $500 to $5000 on satisfactory payments. No water—no leaks—no freezing out of small investors. A square deal all around; every cent received devoted to actual manufacture. As traders in practical articles you will grasp its business possibilities at a glance—as experts you will enjoy its beautiful mechanism and perfect proportions. The Company will stand the closest investigation; all questions cheerfully answered. Call and see the machine in operation or write for Prospectus. DO IT NOW.

A. B. Woodward Co.
Eastern Representatives

1 Madison Ave., N. Y.
Telephone, 4334 Gramercy

If You Want to Ride
A "Winner" Ride a

Thoroughbred

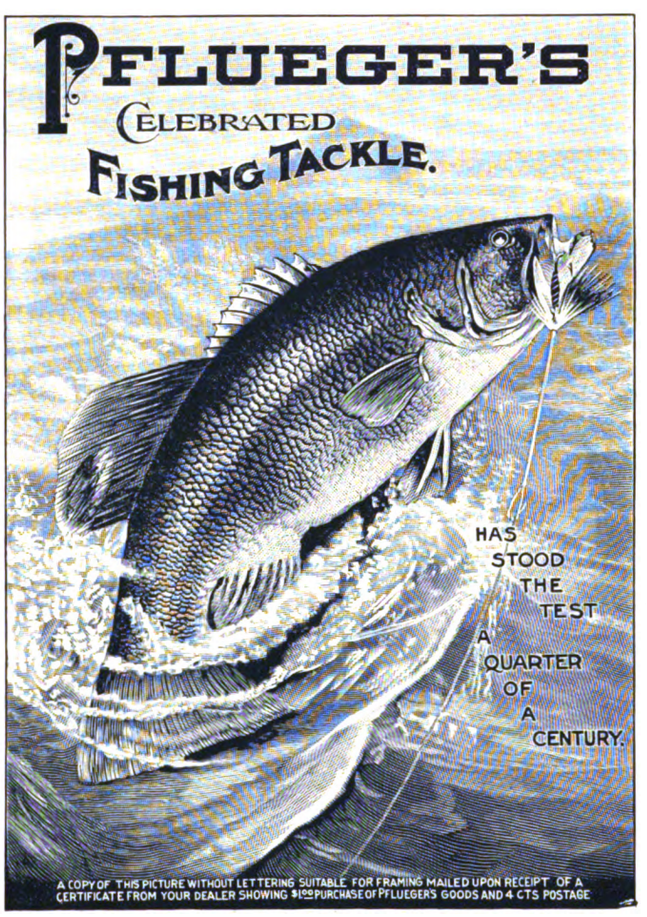


The **Thoroughbred Motor Cycle** is famous for its achievements. There is no question about this for it has a long list of victories on track and road which proclaim it the speediest, sturdiest and most satisfactory Motor Cycle. If interested, address

READING STANDARD CYCLE MFG. CO.
READING, PA.

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Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines, Everything in Fishing Tackle.



NOTICE.

Free to any dealer in Sporting Goods. Sent Express Prepaid.
170 page illustrated Catalogue No. F 24.
Metal Fish Sign in 8 color lithograph.

The Enterprise Manufacturing Co.,

Akron, Ohio, U. S. A.

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A Wave of Enthusiasm

Has been created by the Greatest Little Barber in the shaving world—**The Zinn Automatic Razor.**

Portland, Ore., Dec. 28, '05
Messrs. The Gem Cutlery Co.,
34 Reade St,, New York.
Gentlemen:—Your "Zinn" Razor is all right. I have been shaving with it every day since I received it and am well pleased with the work. I thought that I had just the right razor when I bought the advertised two-edge Safety, but I must confess that the "Zinn" is away ahead and is so well poised that it makes shaving a luxury.
Yours truly,
A. C. Going, Pres.
The Loewenberg & Going Co.

This testimonial is only one of thousands—conclusive proof that the Zinn is all we claim for it. ∴ ∴ ∴ ∴ ∴



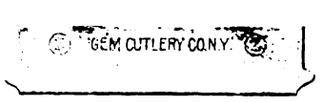
The ZINN
Automatic Razor

Is the Razor with the Always Keen Blades. Twenty-four of them—so thin that 200 of them are only an inch thick! So hard that they cut glass; so sharp that no whiskers are too tough for the Zinn.



The Zinn effects a great saving in shaving--that's why it has made friends fast and--fast friends.

Show a Customer a Zinn Blade



He will buy a Zinn Razor

No Honing! No Stropping! No Dissatisfaction!

That's why its sales are so phenomenal and your profits, Mr. Dealer, so quick and sure—the very reason why you should

Share in ZINN PROFITS in 1906



We are advertising it everywhere. We furnish you with advertising literature.

We protect you against cut prices.

Send for our 1906 proposition to-day—

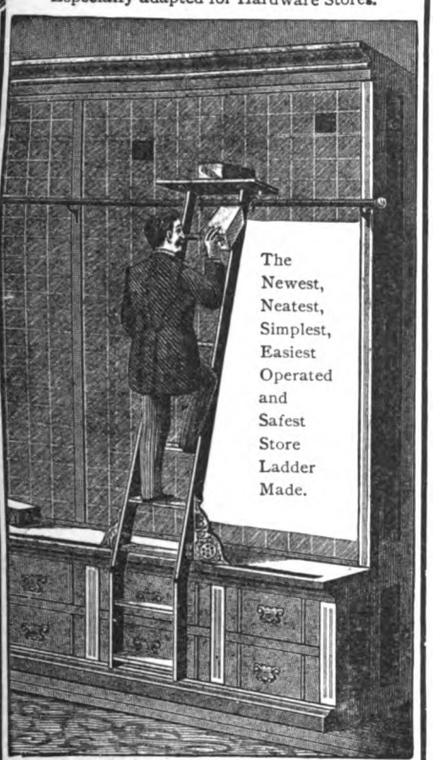
Don't wait till to-morrow!



Gem Cutlery Co., 34 Reade St., New York

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The BICYCLE STEP LADDER.
Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO .ILL.



All Kinds of Clippers **For All Kinds of Hair**

Ask us for anything you wish in the way of Clippers for man or beast and if Coates Clippers are not just what you want for your trade, it will be a surprise to us. ∴ ∴ ∴ ∴ ∴
Their cutting plates—tempered glass hard—ground by special machinery by our special method—make them so adaptable. ∴ ∴ ∴

COATES CLIPPERS

Have been our specialty for twenty years.

Their Patent Pull Spring
Ball Bearings
Style and
Finish

give them superiority over other makes and as sellers. ∴ ∴ ∴ ∴ ∴ ∴
Get a better grip on your Clipper trade by handling the "Coates". ∴ ∴ ∴ ∴ ∴

Mention HARDWARE

Coates Clipper Mfg. Co.
Worcester, Mass., U. S. A.



Superior Door Holder
holds the door open without injury to the floor or carpets.

Operated by foot pressure, Adjusts itself to any unevenness of the floor. ∴ ∴ ∴ ∴ ∴

Superior Floor Spring Hinges

Have Ball Bearings. Are simple, compact and efficient. Easiest adjusted. Spring tension.

Superior Spring Hinge Co.,
15 So. Canal St.,
Chicago, Ill.



LOOK

each ad. in the face. It is a salesman. If you doubt his words, write to the firm he represents. If you believe him—write anyway.
Always Mention "HARDWARE" for having "put you wise."

SCHOFIELD'S ACME DUST PAN

Never spills dust and dirt as ordinary dust pans do. It can be pressed so snugly to the floor (without stooping) that every particle of dust is taken up. When raised the dust is dumped in the pocket, allowing the pan to be carried without spilling the contents.



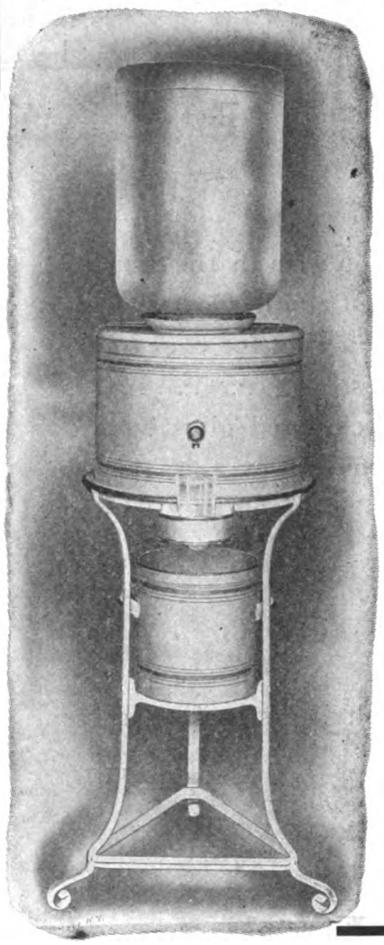
It is made of steel and will outlast ten ordinary pans.
It's a time and labor saver for the housewife and a money maker for you. **Retails for 25c.**
Your Jobber sells them. Order a sample doz. to-day.

SCHOFIELD & CO.,
FREEPORT, ILL.



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Rose Water Coolers



Having greatly increased our facilities, we are now willing to offer

Rose Water Coolers

for sale through Hardware Dealers.

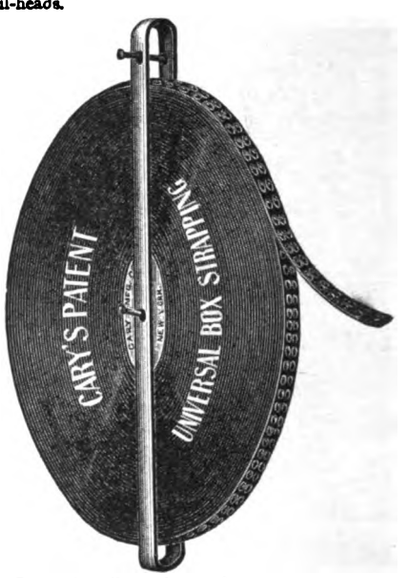
Merit and price have made their demand enormous.

Send for circular and prices to-day

Rose Mfg. Co.
505-13 W. 50th St.,
NEW YORK

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

"CLEANER"

Rug and Carpet Beater

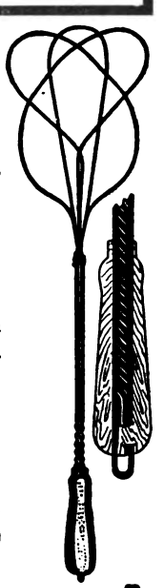
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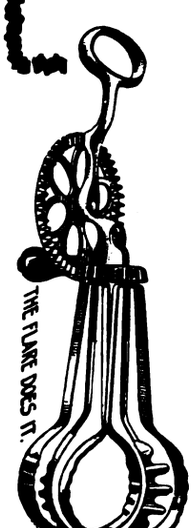
The Best Furniture Spring Steel

Beats everything: clothing, upholstered furniture, mattresses, robes, rugs, carpets.

Warranted not to break off at handle, nor to become loose or come off.

Beats all others as a profitable seller.





HOLT'S

Dover Egg Beater

beats eggs in 20 seconds—four times faster than the best hand whipper, lighter and stiffer.

***The* Flare Does It.**

Ours is one-third larger than others.
Four sizes.

Over 23 tons of 15 and 25c. sizes sold in England since July 1904.

Send for circular and prices.
Mention HARDWARE.

Holt-Lyon Company,
Tarrytown, N. Y.

No Better Time
No Better Place Even

TO BUY

FISHING TACKLE

Send for Free Catalogue

CLARK-HORROCKS CO.,
Utica, N. Y.

PAINTS, OILS AND COLORS.

Oils	
Linseed, City, raw, in barrels, ₱ gal	39c
Linseed, City, boiled, in bbls, " "	41c
Out of Town, on spot, ₱ gal	37c
Calcutta, raw, in barrels, ₱ gal	62c
Lard, prime city, ₱ gal	63@64c
Lard extra, No. 1	49@52c
Lard, No. 1	38@40c

Paints and Colors	
Barytes, Foreign floated, ₱ ton	$17.50@19.00
Barytes, American floated, ₱ ton	$18.00@19.00
White Lead, American, dry, in bbls., ₱ lb	6½c
White Lead, American, in oil, in lots of less than 500 lbs., ₱ lb. net	7½c
In lots of 500 lbs. and over, ₱ lb	7c
White Lead Eng., in oil, ₱ lb	8½@9½c
Zinc, American dry, ₱ lb	4½@5c

Putty, Commercial—₱ 100 lb		
In bladders	$1.65	@1.85
In bbls. or tubes	1.20	@1.40
In 1 lb. to 5 lb cans	2.60	@2.90
In 12½ to 50 lb cans	1.45	@1.85

Spirits Turpentine	
In regular bbls	62@63½c
In machine bbls	65½@66c

Dry Colors	₱ Lb
Blue, Chinese	20@25
Blue, Prussian	20@25
Blue, Ultramarine	5@15c
Sienna, Italian, burnt & powdered	3@6½c
Sienna, Italian, raw & powdered	3@6½c
Umber, Turkey, burnt	2½@5½c
Umber, Turkey, raw	2½@5½c
Green, Chrome, ordinary	5@7c
Green, Paris, in kegs	12½@14½c
Indian, Red, American	3@8½c
Indian, Red, English	4½@8½c

Colors in Oil	
Black Ivory, best	16@20c
Blue, Chinese	25@30c
Blue, Prussian	27@30c
Blue, Ultramarine	14½@15c
Sienna, burnt	3@3½
Sienna, raw	3@4½
Umber, burnt	11½@12
Umber, raw	11½@12

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B ..... 52@55c
G. D ..... per M 84@35c
F. L ..... per M 40@42c
G. E ..... per M 48@50c
Musket ..... per M 62@63c

PRIMERS—

Berdan Primers $2.00 per M ..... 20&20%
B.L. Caps (Sturtevant Shells) $2.00 per M 20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
22 C. F., $5.50 ..... 10&5%
32 C. F., $7.00 ..... 10&5%
22 cal., Rim, $1.50 ..... 10&5%
32 cal., Rim, $2.75 ..... 10&5%
B. B. Caps, Con. Ball, swgd $1.90
B. B. Caps, Round Ball $1.49
Cent. Fire 25%
Target and Sporting Rifle ..... 15&5%
Primed Shells and Bullets ..... 15&10%
Rim Fire Sporting 50%
Rim Fire Military ..... 15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all gauges ..... 60&10%
Climax, Club, Rival, 10 and 12 gge. 65&10%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge ..... 25&10%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge ..... 20&5%
Climax, Union, League, New Rival, 10 and 12 gauge ..... 25&5%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list) ..... 20&5%
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge ..... 33⅓&5%

SHELLS, LOADED—

Black Powder 40%
Smokeless Powder, medium grade ..... 40&5%
Smokeless Powder, high grade ..... 40&10&10

SHOT—

Drop, up to B 25 lb bag $1.70
Drop, B and larger, per 25 lb bag 1.95
Buck, 25 lb bag 1.95
Chilled, 25 lb bag 1.95
Dust Shot, 25 lb bag 2.25

GUN WADS—₱ 1000—

B. E., 11 up ..... $ 60
B. E., 9 and 10 70
B. E., 8 80
B. E., 7 80
P. E., 11 up ..... 1.00 } 15%
P. E., 9 and 10 ..... 1.25
P. E., 8 ..... 1.50
P. E., 7 ..... 1.50
Ely's B. E., 11 and larger ..... $1.70@$175
Ely's P. E., 12 to 20 ..... $3.00@$3.25

Animal Pokes

Iowa Farming Tools. ₱ doz.
Hawkeye $3.25
Western 4.00

Anti-Rattlers

Fernald, Quick Shift, ₱ doz. pair, net .. $2.00
Burton's, ₱ doz. pair, Nos. 2 and 5 ..... 50c
Per doz. pair, No. 1 ..... 75c
Per doz. pair, No. 4 ..... 1.00
Kohler's: ₱ Gro.
Daisy, No. 4 ..... Net. $5.00
Perfect, No. 2 ..... Net. 7.20
Bolt Holder, No. 1 ..... Net. 9.00

Anvils

American "Horse-Shoe" 9¼c
Arm and Hammer ..... 8½@8¾c
Eagle Anvils, ₱ lb, net ..... 7@7½c
Peter Wright's 10½c
Trenton 9 to9½c
Columbian, all steel, ₱ lb, net 9c

ANVIL AND VISE COMBINED—

Millers Falls (with drill) ..... $13.00, 15&10%

Augers and Auger Bits

Boring Machine Snells 70%
Com. Auger Bits ..... 75@75&5%
Forstner Pat. Bits 25%
Ford Auger Bit Co:
Auger Bits ..... } 40@40&5%
Car Bits ..... }
Machine Bits ..... }
C. E. Jennings & Co.:
D'ble Spur pattern car, No. 20 .. 40&7½&10%
Nobles Double Spur, No. 32 ..... 55&10%
No. 10, Extension Lip ..... 25&10%
Car Bits, No. 10 ..... 25&10%
Car Bits, No. 30 ..... 40&7½&10%
Ring Augers ..... 60%&10%
Jennings' Pattern ..... 50&10%@60%
Snell's Auger and Car Bits 60%
Extra 60%
No. 1 ..... 60&10%
Russell Jennings' Augers and Bits ..... 25&10&2½%

HOLLOW AUGERS—

Ames ..... 25&10%
Bonney's Adjustable ..... $5.50@6.00
Hibbard's Adjustable ..... Net prices
Ives ..... 25&10%
Millers Falls, Goodell ..... 15&7½&10%
Universal, each $4.50 ..... 20%

EXPANSIVE BITS—

C. E. Jennings & Co., Steers' Pat ... 33⅓&10%
Clark's small, $18 ..... 50&10%
Clark's large, $26 ..... 50&10%
Ives' Model, ₱ doz. $60 ..... 50%

DOUBLE CUT GIMLET BITS—

Common, net ..... $3.00@$3.25
German Pattern, net ..... $4.50@5.75
Mayhew's Diamond ₱ doz. $1.25 ..... 40%
C. E. Jennings & Co ..... 45&10%
Ladds ..... 60&10%
Mayhew's ..... 40&10%
Snell's Bell Hangers 60%

TWIST DRILLS—

Bit Stock ..... 60&10@60, 10&10
Taper and Straight Shank ... 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co ..... 33⅓&5%
L'Hommedieu's 15%
Snell's 40%
Watrous' ..... 55&5%

Awl and Auger Handles

See Handles

Awls

	Per Gro.
Handled Brad	$2.75@3.00
Handled Scratch	$3.50@4.00
Patent Peg	81@84c
Sewing, Cem	88@$1.00
Shouldered Peg	65@70c
Shouldered Brad	63@66c
Socket Scratch ₱ doz	$1.00
Stanley Rule and Level Handled Brad	45%

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ₱ doz. $7.50; No. 20, ₱ Doz. $10 ..... 60&10%
Brad Sets:
No. 42, $10.50; No. 43, $12.50 ..... 70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7 ..... 50%
Ice Awls 55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18 ... 15&10%
C. E. Jennings & Co's. Adj. Tool Hdls. 33⅓&5
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18 ..... 30%

Axes

Single Bit, base weights:
First Quality $6.75
Second Quality $6.25
Double Bit, base weights:
First Quality $9.00
Second Quality 8.50
Ice, Bradley's 30%
Bradley's wide bit, net $10.50
Long Island, net $9.25

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc 50%
Broad and Bbl ..... 40&10%
Boy's Axes 50%
D Simmons & Co.:
Broad ..... }
Shingling and claw ..... } 50&5%
Lath, Hunters', etc ..... }
Picks and Mattocks 50%
Peck Edge Tool Co.:
Hatchets, shingling, etc 50%
Broad and Bb'l ..... 40&10%
Boy's Axes and Hatchets 50%

Axle Grease

Dixon's "Everlasting" Graphite:
1 lb cans (36 in case) ..... 15 ea.
2 " " " " ..... 25 "
10 " firkins (6 in case) ..... $1.20 "
25 " " ..... 2.75 "
50 " kegs ..... 5.00 "
100 " ..... 9.00 "
200 " half bbls ..... } 8½lb
875-400 lb " ..... }
Snow Flake:
One-quart cans, ₱ doz. . . . $ 2.00 } Discount 10%
Two-quart cans ₱ doz. . . . 3.20
One-gallon cans, ₱ doz. . . . 6.00
Five-gallon cans, ₱ doz. . . . 24.00
Quarter bbls. (15 gals.), ₱ gal.. .45
One-half bbls. ₱ gal. 40
Bbls., ₱ gal. 35

Balances, Spring

Chatillon's:
Light, class A ..... 40&10%
Circular Balances, class C 50%
Ice Balances, class B 50%
Straight Balances, Class A1 and A2 ... 40%
Class D. E. F 80%
Class G 20%

Balances, Sash

Caldwell's 50%
Pullman's ..... 50&10@60

Beef Shavers

Enterprise:
Japanned, each, $8.00 ..... 25@30%
Tinned, each, $10.50 ..... 25@30%

Bells

HAND—

Hand Bells, polished brass ..... 60@60&10%
Pure bell metal 60%
Silver chime ..... 33⅓@35%
White metal 60%

DOOR—

Trip, Gem ..... 50&10%
Jong, Abbe's 45%
Jong, Yankee 35%
New Departure:
Rotary ..... 50@10%
Push 50%

COW—

Common wrought ..... 75%@75&10%
Kentucky ..... 70@70&10%
Kentucky, Sargent's list 70%
Texas Star 50%
Western, Sargent's list ..... 70@70&10%

Bellows

Blacksmiths' ..... 65&10@70%
Hand ..... 25&10%
Moulders' ..... 25&10%

Belting Rubber

Boston Belting Co:
"Boston" 50%
"Imperial," seamless stitched 45%
Niagara 60%
New Jersey Car Spring & Rubber Co:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50 ..... 50%
Seymour Smith & Sons ..... 25&10%
Miller's Falls ..... 15&10%
Weston's 40

Binder Twine

	Per Pound
Sisal	10c
Standard	10c
Standard Manila	11c
Manila	12c
Pure Manila	13c

Bit Holders.

Angular 45%
Extension:
Barber's, ₱ doz. $15.00 ..... 45@50%
Ives' ₱ doz. $20.00 ..... 60&10%

Blind Adjusters

Columbian 33⅓%
Domestic, ₱ doz. $3.00 ..... 33⅓%
Excelsior, ₱ doz. $10.00 ..... 50&10&2%
North's 10%
Zimmerman's ..... 50%@50&10%

Blind Fastenings and Tenons

Security Gravity, ₱ gr $9.00
Zimmerman's ..... 50@50&10%

Blocks, Tackle

Eddy's ..... 50&10@60%
Hartz' Steel ..... 40&10@50&5%
Iron Strapped, Japanned Sheaves ... 70&10%
Iron Strapped, Lig Vitae Sheaves 60%
Rope Strapped, Japanned Sheaves ... 65&10%
L. V. Sheaves 40%
Lanes:
Junior, Self Sustaining 80%
Pat. Automatic 80%
Perfect Safety 80%
Stowell, Novelty Block ..... 50&10%

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c ..... 60&10%
Cast Iron Chain ..... 60&10%
Cast Iron Shutter Bolts ..... 60&10%
Ives' Patent Door Bolts 60%
Wrought Barrel ..... 80@80&10%
Wrought Barrel Bolts, Griffin's ..... 75&10%
Wrought Square ..... 70@70&10%
Wrt Shutter, St'nrd list ... 50&10%@50&10&5%
Wrought Spring, Sargent's ..... 70&10@75%

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ⅝x6 and smaller 75%
Larger and longer ..... 65&5%
Phila. Eagle, $3.00 list May 24, '99 ..... 80%
Bolt ends, list Feb. 14, '96 ..... 65&10%
Bolt ends, with C and T nuts ..... 65&5%
Machine, ⅝x4 and smaller 75%
Machine, larger and longer ..... 65&10%

TIRE—

American Screw Co:
Bay State, plain, list Dec. 28, '99 ... 72½%
Bay State, fluted 72½%
Eagle Phila 82½%
Norway, Phila 80%
Common ..... 75&10@80%
Norway, Phila 80%
Portchester, Norway 80%
Phila 80%

STOVE AND PLOW—

Plow ..... 60&10&10@70%
Stove ..... 85@85&10%

MISCELLANEOUS—

Sink 80%

Bone Mills

Enterprise ..... 25@30%
Stearns 40%

Borers, Tap

Enterprise ..... 20@25%

	Each	Nos. 1	Nos. 2	Nos. 3
	$1.25,	$1.65,	$2.50	

C. E. Jennings & Co.:
No. 6 ..... 30&10%
No. 10 ..... 25&10%
Common ring ..... 20&10%
Ives ..... 25&10%

Boring Machines

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		35&5%
Miller's Falls	$7.50,	15&10%
Snell's, Rice's Pat	$2.50,	$2.75
Ajax		40%
Phillips		$4.00 net

Bow Pins

Hotchkiss ..... 60&10%

Boxes, Mail

Heller's ..... 40&5%

Box Hooks

Humason & Beckley's ..... 60&10&10%

Box Openers

Humason's ..... ₱ doz. net $5.00
Bemis & Call's 55%

Box Scrapers

Bradley's 20%

Box Strapping

Cary Mfg. Co's., in case lots:
"Universal" ..... 25&20%
Standard Metal Strap Co's.:
Eclipse ..... 20&10&10&5%

Braces

Barbers' ..... 50&10&10@60&10%
Barbers' Ratchet ..... 60@60&10%
Common Ball American ..... 60@60&10%
Ives':
Barbers' ..... 60&5%
Barbers' Ratchet ..... 60@60&10%
New Haven Novelty 70%
New Haven Ratchet ..... 60&10%
Spofford ..... 60&5%
C. E. Jennings & Co.:
No. 108@114½ ..... 50&5&10%
No. 208½@214½ ..... 50&5&10%
Lancaster Mach. & Knife Works 50%
Gen. Spofford's 60%

Brackets

Griffin's Folding ..... 70&10%
Griffin's Pressed Steel 80%
Bradley's Patent, full cases ..... 80&10&10%
Bradley's, in broken cases ..... 80&10%

Bracket Saw Frames

Miller's Falls Co ..... 25&10%

Bracket Sets

Miller's Falls Co ..... 33⅓&10%

Bright Wire Goods

Standard list, June 24, 1903 ..... 90&25

Bull Rings

Humason, Beckley & Co's 80%
Rea's 2½ in. net, ₱ doz $1.50
Sargent's 80%
Seymour Smith & Sons 60%

Bull Punches

Humason & Beckley's, ₱ doz. net $3.05

Butchers' Cleavers

Bradley's 40%
Foster Bros., flat heads 30%
Foster Bros., round heads 30%
Lancaster Mach. & Knife Works .... 33⅓&40%
L. & I. J. White 30%
Plumb's 33⅓%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star ..... 15@15&10%
C. E. Jennings & Co ..... 30&10%

Butter and Cheese Triers

Ordinary Black Handle 25%
Humason & Beckley's 40%

Butt and Rabbet Gauges

Stanley's ..... 25&10%

Butts

BRASS—

Wrought Brass, list September, 1898 .... 15%

CAST IRON—

Fast Joint, broad ..... 40&10@50%
Fast Joint, narrow ..... 40&10&50%
Loose Joint ..... 70&5@75%
Loose Joint, Japanned ..... 70&5&75%
Loose Joint, Jap. with Acorns .... 70&5@75%
Loose Pin ..... 70&5@75%
Mayer's Hinges ..... 70@70&5%
Parliament Butts ..... 70@70&5%

WROUGHT STEEL—

Table and back flaps ..... 75% } Ex 10&10@10&10%
Narrow and broad 75%
Inside Blind 75%
Loose Pin 75%
Loose Pin, Ball and Steeple Tip 75%
Japanned, Ball Tip Butts 85%
Bronzed Wrt. Nar. and Inside Blind Butts ..... 79&10%
..... 55&10%

Calipers

Bemis & Call:
Wing 60%
Double 60%
Inside and outside 65%
Straight leg 65%
Call's Pattern, inside 55%

Can Openers

American ..... ₱ gross, $1.75@$2.0
Goodell's Acme ..... ₱ gross, 6.00
Hopper's ..... ₱ gross, 15.00
No. 5, iron handle ..... ₱ gross, $2.00@2.25
Phœnix 40%
Sardine Scissors ..... 75&10%
Sardine Scissors, forged steel .. ₱ doz., $4.50
Sprague, Nos. 1, $3.00; 2, 2.25; 3, 2.50 .. 75&10%
Universal, ₱ doz 50%

Cartridges

See Ammunition.

Casters

Bed ..... 70@70&10%
French or Philadelphia Iron wheel 75%
Plate ..... 60@60&10%
Payson's Furniture ..... 70&10&10%
Payson's Truck ..... 70&10%
Standard, Ball Bearing 45%

Cattle Leaders

Humason, Beckley & Co's 70%
Sargent's ..... 70&10%
Welton's ..... 70&10%

Chain

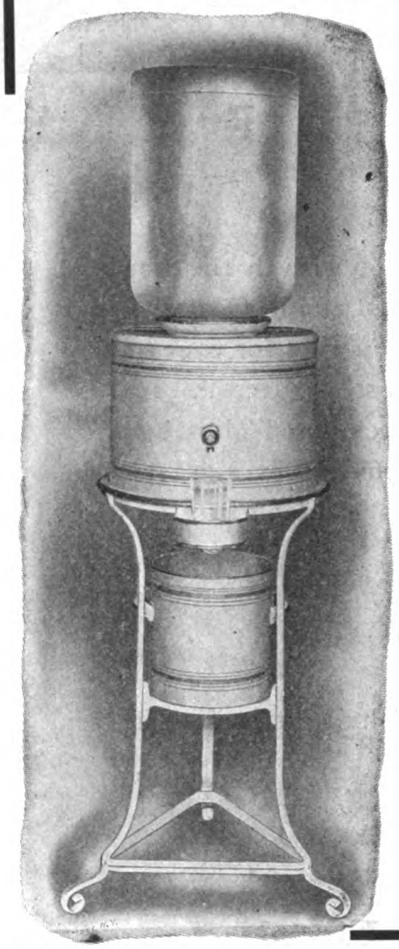
American Coil, Straight Link:

Inch	₱ 100 Lbs.
3-16	$5.50
¼	5.30
5-16	4.85
⅜	4.10
7-16	3.85
½	3.85
9-16	3.85
⅝	3.80
¾	3.75
⅞ to 1	3.60
1⅛ to 1¼	3.55

Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain ..... 35&5%

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Rose Water Coolers



Having greatly increased our facilities, we are now willing to offer

Rose Water Coolers

for sale through Hardware Dealers.

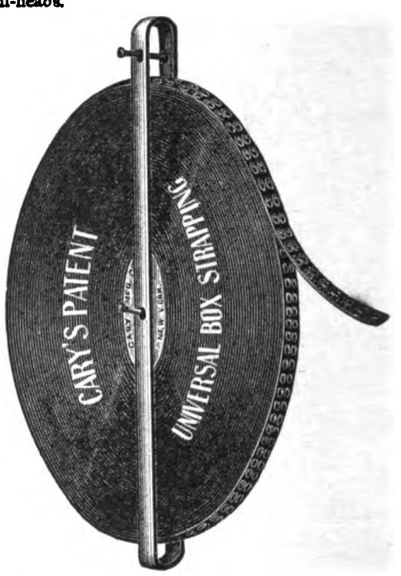
Merit and price have made their demand enormous.

Send for circular and prices to-day

Rose Mfg. Co.
505-13 W. 50th St.,
NEW YORK

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

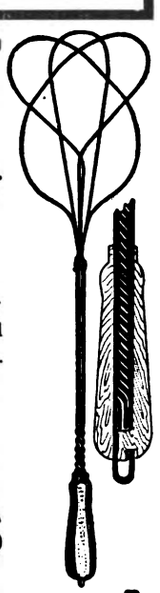
CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

"CLEANER"

Rug and Carpet Beater

made from

The Best Furniture Spring Steel

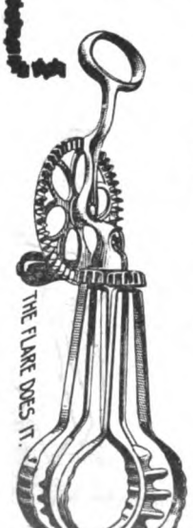


Beats everything: clothing, upholstered furniture, mattresses, robes, rugs, carpets.

Warranted not to break off at handle, nor to become loose or come off.

Beats all others as a profitable seller.

HOLT'S



Dover Egg Beater

beats eggs in 20 seconds—four times faster than the best hand whipper, lighter and stiffer.

***The* Flare Does It.**

Ours is one-third larger than others.

Four sizes.

Over 23 tons of 15 and 25c. sizes sold in England since July 1904.

Send for circular and prices.

Mention HARDWARE.

Holt-Lyon Company,
Tarrytown, N. Y.

No Better Time
No Better Place Even

TO BUY

FISHING TACKLE

Send for Free Catalogue

CLARK-HORROCKS CO.,
Utica, N. Y.

PAINTS, OILS AND COLORS.

Oils	
Linseed, City, raw, in barrels, ₱ gal	39c
Linseed, City, boiled, in bbls, " "	41c
Out of Town, on spot, ₱ gal	37c
Calcutta, raw, in barrels, ₱ gal	62c
Lard, prime city, ₱ gal	63@64c
Lard extra, No. 1	49@52c
Lard, No. 1	38@40c

Paints and Colors	
Barytes, Foreign floated, ₱ ton	$17.50@19.00
Barytes, American floated, ₱ ton	$18.00@19.00
White Lead, American, dry, in bbls., ₱ lb	6½c
White Lead, American, in oil, in lots of less than 500 lbs., ₱ lb. net	7½c
In lots of 500 lbs. and over, ₱ lb	7c
White Lead Eng., in oil, ₱ lb	8½@9½c
Zinc, American dry, ₱ lb	4½@5c

Putty, Commercial—₱ 100 lb		
In bladders	$1.65	@1.85
In bbls. or tubes	1.20	@1.40
In 1 lb. to 5 lb cans	2.60	@2.90
In 12½ to 50 lb cans	1.45	@1.85

Spirits Turpentine	
In regular bbls	65@65½c
In machine bbls	65½@66c

Dry Colors	₱ Lb
Blue, Chinese	30@35
Blue, Prussian	28@30
Blue, Ultramarine	5@15c
Sienna, Italian, burnt & powdered	2@6½c
Sienna, Italian, raw & powdered	2@6½c
Umber, Turkey, burnt	2½@3½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	5@7c
Green, Paris, in kegs	12½@14½c
Indian, Red, American	2@3½c
Indian, Red, English	4½@4½c

Colors in Oil	
Black Ivory, best	18@20c
Blue, Chinese	23@30c
Blue, Prussian	27@30c
Blue, Ultramarine	14½@15c
Sienna, burnt	8@9½
Sienna, raw	8@9½
Umber, burnt	11½@12
Umber, raw	11½@12

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B.....52@55c
G. D.....per M 34@35c
F. L.....per M 40@42c
G. E.....per M 48@50c
Musket.....per M 62@63c

PRIMERS—

Berdan Primers $2.00 per M.....20&20%
B.L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
22 C. F., $5.50.....10&5%
32 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal., Rim, $2.75.....10&5%
B. B. Caps. Con. Ball, swgd.....$1.90
B. B. Caps, Round Ball.....$1.49
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all gauges.....60&10%
Climax, Club, Rival, 10 and 12 gge.65&10%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge.....25&10%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge.....20&5%
Climax, Union, League, New Rival, 10 and 12 gauge.....25&5%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).....20&5%
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Black Powder.....40%
Smokeless Powder, medium grade....40&5%
Smokeless Powder, high grade....40&10&10

SHOT—

Drop, up to B 25 lb bag.....$1.70
Drop, B and larger, per 25 lb bag.....1.95
Buck, 25 lb bag.....1.95
Chilled, 25 lb bag.....1.95
Dust Shot, 25 lb bag.....2.25

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B. E., 8	80	
B. E., 7	90	
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Peter Wright's.....10¾c
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C. E. Jennings & Co., Steers' Pat...33⅓&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, ₱ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@$3.25
German Pattern, net.....$4.80@5.75
Mayhew's Diamond ₱ doz. $1.25.....40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper and Straight Shank...60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....33⅓&5%
L'Hommedieu's.....15%
Snell's.....40%
Watrous'.....35&5%

Awl and Auger Handles

See Handles

Awls

	Per Gro.
Handled Brad	$2.75@3.00
Handled Scratch	$3.50@4.00
Patent Peg	81@84c
Sewing, Cem	88c@$1.00
Shouldered Peg	65@70c
Shouldered Brad	63@66c
Socket Scratch ₱ doz	$1.00
Stanley Rule and Level Handled Brad	45%

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ₱ doz. $7.50; No. 20, ₱ Doz. $10.....60&10%
Brad Sets:
No. 42, $10.50; No. 43, $12.50.....70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18....15&10%
C. E. Jennings & Co's. Adj. Tool Hdls..33⅓&5
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18.....30%

Axes

Single Bit, base weights:
First Quality.....$6.75
Second Quality.....$6.25
Double Bit, base weights:
First Quality.....$9.00
Second Quality.....8.50
Ice, Bradley's.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....$9.25

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc.....50%
Broad and Bbl.....40&10%
Boy's Axes.....50%
D Simmons & Co.:
Broad, Shingling and claw, Lath, Hunters', etc.....50&5%
Picks and Mattocks.....50%
Peck Edge Tool Co.:
Hatchets, shingling, etc.....50%
Broad and Bb'l.....40&10%
Boy's Axes and Hatchets.....50%

Axle Grease

Dixon's "Everlasting" Graphite:

1 lb cans (36 in case)	15	ea.
2 " " " "	25	"
10 " firkins (6 in case)	$1.20	"
25 " "	2.75	"
50 " kegs	5.00	"
100 " "	9.00	"
200 " half bbls	8½	lb
375-400 lb "		

Snow Flake: Discount 10%

One-quart cans, ₱ doz.	$ 2.00
Two-quart cans ₱ doz.	3.20
One-gallon cans, ₱ doz.	6.00
Five-gallon cans, ₱ doz.	24.00
Quarter bbls. (15 gals.), ₱ gal.	.45
One-half bbls. ₱ gal.	.40
Bbls., ₱ gal.	.35

Balances, Spring

Chatillon's:
Light, class A.....40&10%
Circular Balances, class C.....50%
Ice Balances, class B.....50%
Straight Balances, Class A1 and A2...40%
Class D. E. F.....30%
Class G.....20%

Balances, Sash

Caldwell's.....50%
Pullman's.....50&10@60

Beef Shavers

Enterprise:
Japanned, each, $3.00.....25@30%
Tinned, each, $10.50.....25@30%

Bells

HAND—

Hand Bells, polished brass.....60@60&10%
Pure bell metal.....60%
Silver chime.....33⅓@35%
White metal.....60%

DOOR—

Trip, Gem.....50&10%
Gong, Abbe's.....45%
Gong, Yankee.....55%
New Departure:
Rotary.....50@10%
Push.....50%

COW—

Common wrought.....75%@75&10%
Kentucky.....70@70&10%
Kentucky, Sargent's list.....70%
Texas Star.....50%
Western, Sargent's list.....70@70&10%

Bellows

Blacksmiths'.....65&10@70%
Hand.....25&10%
Moulders'.....25&10%

Belting Rubber

Boston Belting Co:
"Boston".....50%
"Imperial," seamless stitched.....45%
Niagara.....60%
New Jresey Car Spring & Rubber Co:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Seymour Smith & Sons.....25&10%
Miller's Falls.....15&10%
Weston's.....40

Binder Twine

	Per Pound
Sisal	10c
Standard	10c
Standard Manila	11c
Manila	12c
Pure Manila	13c

Bit Holders.

Angular.....45%
Extension:
Barber's, ₱ doz. $15.00.....45@50%
Ives' ₱ doz. $20.00.....60&10%

Blind Adjusters

Columbian.....33⅓%
Domestic, ₱ doz. $3.00.....33⅓%
Excelsior, ₱ doz. $10.00.....50&10&2%
North's.....10%
Zimmerman's.....50%@50&10%

Blind Fastenings and Tenons

Security Gravity, ₱ gr.....$9.00
Zimmerman's.....50@50&10%

Blocks, Tackle

Eddy's.....50&10@60%
Hartz' Steel.....40&10@50&5%
Iron Strapped, Japanned Sheaves...70&10%
Iron Strapped, Lig Vitae Sheaves.....60%
Rope Strapped, Japanned Sheaves...65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50&10%

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....60%
Wrought Barrel.....80@80&10%
Wrought Barrel Bolts, Griffin's.....75&10%
Wrought Square.....70%70&10%
Wrt Shutter, St'nrd list...50&10%@50&10&5%
Wrought Spring, Sargent's.....70&10%75%

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ⅝x6 and smaller.....75%
Larger and longer.....65&5%
Phila. Eagle, $3.00 list May 24, '99.....80%
Bolt ends, list Feb. 14, '96.....65&10%
Bolt ends, with C and T nuts.....65&5%
Machine, ⅝x4 and smaller.....75%
Machine, larger and longer.....65&10%

TIRE—

American Screw Co:
Bay State, plain, list Dec. 28, '99.....72½%
Bay State, fluted.....72½%
Eagle Phila.....82½%
Norway, Phila.....80%
Common.....75&10@80%
Norway, Phila.....80%
Portchester, Norway.....80%
Phila.....80%

STOVE AND PLOW—

Plow.....60&10&10@70%
Stove.....85@85&10%

MISCELLANEOUS—

Sink.....80%

Bone Mills

Enterprise.....25@30%
Stearns.....40%

Borers, Tap

Enterprise.....20@25%

Each	$1.25,	$1.65,	$2.50
Nos.	1	2	3

C. E. Jennings & Co.:
No. 6.....30&10%
No. 10.....25&10%
Common ring.....20&10%
Ives.....25&10%

Boring Machines

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		55&5%
Miller's Falls	$7.50,	15&10%
Snell's, Rice's Pat.	$2.50,	$2.75
Ajax		40%
Phillips		$4.00 net

Bow Pins

Hotchkiss.....60&10%

Boxes, Mail

Heller's.....40&5%

Box Hooks

Humason & Beckley's.....60&10&10%

Box Openers

Humason's.....₱ doz. net $5.00
Bemis & Call's.....65%

Box Scrapers

Bradley's.....20%

Box Strapping

Cary Mfg. Co's., in case lots:
"Universal".....25&20%
Standard Metal Strap Co's.:
Eclipse.....20&10&10&5%

Braces

Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
Ives':
Barbers'.....60&5%
Barbers' Ratchet.....60@60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108@114½.....50&5&10%
No. 208½@214½.....50&5&10%
Lancaster Mach. & Knife Works.....50%
Gen. Spofford's.....60%

Brackets

Griffin's Folding.....70&10%
Griffin's Pressed Steel.....80%
Bradley's Patent, full cases.....80&10&10%
Bradley's, in broken cases.....80&10%

Bracket Saw Frames

Miller's Falls Co.....25&10%

Bracket Sets

Miller's Falls Co.....33⅓&10%

Bright Wire Goods

Standard list, June 24, 1903.....90&25

Bull Rings

Humason, Beckley & Co's.....80%
Rea's 2½ in. net, ₱ doz.....$1.50
Sargent's.....80%
Seymour Smith & Sons.....60%

Bull Punches

Humason & Beckley's, ₱ doz. net....$3.05

Butchers' Cleavers

Bradley's.....40%
Foster Bros., flat heads.....40%
Foster Bros., round heads.....80%
Lancaster Mach. & Knife Works....33⅓40%
L. & I. J. White.....80%
Plumb's.....33⅓%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star.....15@15&10%
C. E. Jennings & Co.....30&10%

Butter and Cheese Triers

Ordinary Black Handle.....25%
Humason & Beckley's.....40%

Butt and Rabbet Gauges

Stanley's.....25&10%

Butts

BRASS—

Wrought Brass, list September, 1898....15%

CAST IRON—

Fast Joint, broad.....40&10@50%
Fast Joint, narrow.....40&10&50%
Loose Joint.....70&5@75%
Loose Joint, Japanned.....70&5&75%
Loose Joint, Jap. with Acorns....70&5&75%
Loose Pin.....70&5&75%
Mayer's Hinges.....70&5&75%
Parliament Butts.....70@70&5%

WROUGHT STEEL—

Table and back flaps	75%
Narrow and broad	75%
Inside Blind	75%
Loose Pin	75%
Loose Pin, Ball and Steeple Tip	75%
Japanned, Ball Tip Butts	85%
Bronzed Wrt. Nar. and Inside Blind Butts	79&10%
	55&10%

Ex 10&10@10&10%

Calipers

Bemis & Call:
Wing.....60%
Double.....60%
Inside and outside.....65%
Straight leg.....65%
Call's Pattern, inside.....55%

Can Openers

American.....₱ gross, $1.75@$2.0
Goodell's Acme.....₱ gross, 6.00
Hopper's.....₱ gross, 6.00
No. 5, iron handle.....₱ gross, $2.00@2.25
Phœnix.....40%
Sardine Scissors.....75&10%
Sardine Scissors, forged steel...₱ doz., $4.50
Sprague, Nos. 1, $2.00; 2, 2.25; 3, 2.50..75&10%
Universal, ₱ doz.....50%

Cartridges

See Ammunition.

Casters

Bed.....70@70&10%
French or Philadelphia Iron wheel.....75%
Plate.....60@60&10%
Payson's Furniture.....70&10&10%
Payson's Truck.....70&10%
Standard, Ball Bearing.....45%

Cattle Leaders

Humason, Beckley & Co's.....70%
Sargent's.....70&10%
Welton's.....70&10%

Chain

American Coil, Straight Link:

Inch	₱ 100 Lbs.
3-16	$3.60
¼	5.80
5-16	4.85
⅜	4.10
7-16	3.85
½	3.85
9-16	3.80
⅝	3.75
¾	3.60
⅞ to 1	3.55
1⅛ to 1¾	3.70

Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain.....35&5%

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Chains

Galvanized Pump chain, ₱ lb.....4½@4¾c
Ger. coil, list July 24, '97...60&10@60&10&10%
Ger. Halter chain, list July 24, '97..60&10@60&10%
Jack chain, Iron.....60&10@60&10&5%
Jack chain, Brass.....60&10@60&10&10%
Oneida Wire Dog chains.....45@50&5%
Trace Wagon and Fancy Chains:
New list.....60@60&10%
Bridgeport Trace chains.....65%
Stake chains.....65%
Heel chains.....30%

COW TIES—

American.....45@50%
Niagara.....45&5@50&10&5%
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....50%
Sisal.....30&10%

Chain Guards

Aluminum S. & N. Co.....50%

Carpet Stretchers

Montross' "Excelsior," ₱ doz., $6.00.....20%
Bullard's.....33⅓%
Cast iron, Steel points, ₱ doz.....80c
Sockets, ₱ doz.....$1.75

Carpet Sweepers

	₱ Doz.
Bissell's Cyco Bearing:	
"Parlor Queen"	$30.00
"Elite"	29.00
"Boudoir"	27.00
"American Queen"	27.00
"Ideal"	25.00
"Gold Medal"	24.00
"Premier"	24.00
"Superior"	24.00
"Prize"	24.00
"Welcome"	24.00
"Grand Rapids," nickel	24.00
"Grand Rapids," Japan	22.00
"Standard," nickel	22.00
"Standard," Japan	20.00
"Crown Jewel," nickel	21.00
"Crown Jewel," Japan	19.00
"Crystal"	36.00
"Grand," length of case, 17 inches	36.00
"Club," length of case, 24 inches	54.00
"Hall," length of case, 28 inches	60.00
"Junior," nickel, length of case 12¾ inches	22.00
"Junior," Japan, length of case 12¾ inches	20.00
"Misses"	9.00

Sterling Carpet Sweepers:

Model A, Nickel trimmings		25.00
" B, Japd.	"	21.00
" " Nickel	"	23.00
" C, "	"	21.50
" D, Japd.	"	19.50

Carpet and Rug Beaters

	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10, Wire, Glavanized	1.50	18.00

Cherry Stoners

Enterprise.....25¢@80%
Goodell's Family, net ₱ doz.....$5.00
Rollman's, net., ₱ doz.....6.00

Chisels

SOCKET FRAMING & FIRMER—

Standard Makes.....70&10@75%
L. & I. J. White.....30@30&5%
C. E. Jennings & Co., No. 70.....25&10%
Jennings & Griffin Mfg. Co.....65&2&10%

TANGED & MISCELLANEOUS—

W. & S. Butchers'.....$4.75 @ $5.00&2
C. E. Jennings & Co.....25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels.....25&10%
Tanged Gouges.....25&10%
Tanged Firmers.....33⅓&10%
Tanged Gouges.....33⅓%
L. & I. J. White.....25&5%

COLD CHISELS—

Good quality, ₱ lb.....18&16c
Snell's best C. S.....50&10%
Cronk's.....50%

Cleaners, Sidewalk

	₱ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers

HORSE—

Chicago Flexible Shaft Co's.:

	Each.
Lightning Belt Clipping Mach.	$15.00 15%
New '98, Chicago	8.75 15%
1902 Chicago	10.75 15%
Twentieth Century	5.00 20%

Coach Oil

Snow Flake.

One-pint cans, ₱ doz.	$ 3.00
One-quart cans, ₱ doz.	4.80
One-gallon cans, ₱ doz.	15.00
Five-gallon cans, ₱ doz.	66.00

33⅓&10%

Cocks, Brass

Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks....70&10@75%

Coffee Mills

Box and Side.....50&10@60%
Enterprise Mfg. Co.....25@30%
Lane Bros. Co.....30%

Compasses, Dividers, &c

Athol Calipers and Dividers.....40%
Bemis & Call Co's.:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers...75@75&10%

Coopers' Tools

Bradley's:
Hoop Drivers.....25%
Rivet Sets.....20%
Cold Chisels.....20&5%
Punches.....15%
Vises.....15%
Inshaves.....20%
Barton's.....20@20&5%
L. & I. J. White.....20@20&5
Sandusky Tool Co.....25&10@30&10%

Corkscrews

Detroit Cork Screw Co.....33⅓%
Humason & Beckley Mfg. Co.....50&10%
Samson, ₱ doz.....$10.00

Corn Hooks

	₱ Doz.
Kretzinger Cut-Easy	net $3.00

Corn Knives and Cutters

Bradley's.....net
Wadsworth's.....net $1.50

Countersinks

Mayhew's Diamond.....40@45%
Smith's.....25%
Snell's.....40%
Wheeler's Patent.....50%

Cow Ties

See Chain.

Crayons

Sargent's List.....20%

Dixon's:	₱ Gro.
Eclipse.....7 in., $3.75; 9 in.,	$4.38
Emerald	5.00
Oriole	5.00
Rainbow	3.12
Solid	7.50
Tailors, black, $5.62; red and blue	9.00

Curry Combs

Kohler's.....40%
The Metal Stamping Co.....40%
Southington Cutlery Co's.....25&10%

Cutlery

Foster's Pocket.....30%

Diggers

See Post Hole, etc.

Dividers

See Compasses, Dividers, etc.

Dog Collars

Walter B. Stevens & Son:
Brass.....40%
Embossed Gilt.....30&10%
Leather.....40%
Union Hd'wre Co., new list.....50@50&10%

Door Checks

Bardsley's.....40%
Columbia.....50&10%
Eclipse.....30&10%
Home.....50&10%
Pullman's Screen, ₱ doz. net.....$4.50

Door Holders

Empire.....50%
Superior.....33⅓%

Door Springs

Columbian Steel.....20%
Faultless.....50%
Gem (Coil), list Oct. '96.....20%
Pullman, Perfect.....25%
Pullman Coil.....25%
Star (Coil), list Oct. '96.....30%
Torrey's Rod, 39 in., ₱ doz. net.$1.10 @ $1.25
" " 48 in., " " " 3.50
Victor, Coil.....50&10&10%
Chicago Coil Springs.....40&10%
Reliance Coil Springs.....40&10%

Drain Cleaners

Iwan's Adjustable.....55%
Iwan's Stationary.....45%

Drawer Pulls

Drawer Pulls, Griffin Mfg. Co., list..75&10%
Sargent's list.....60

Drawing Knives

Standard Makes.....70&10@75%
Adjustable Handle.....25@25&10%
Bradley's.....40&5%
Jennings & Griffin.....60%
Warrons.....16⅔&10%
L. & I. J. White.....20&5&25%

Drills and Drill Stocks

Automatic Boring Tools, Goodell's 40&5@40&10%
Blacksmiths'.....60%
Breast, Goodell's.....25@30%
Breast, Miller's Falls, each $3.00.....15&10%
Stearns' bench.....30%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $12.00.....33⅓%

TWIST DRILLS—

See Augers and Bits.

Egg Beaters

Holt-Lyon Co.:	₱ Doz.	₱ Gro.
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz.	$6.60	1.15 18.00
No. 1, Tinned	1.40	16.80
No. B, Japanned, hotel size.	1.85	22.00
No. 6, Japanned, Dasher flared	1.55	19.80
No. 2, Tinned, hotel size	2.00	24.00

Taplin Mfg. Co.:	₱ Gro.
No. 60 Improved Dover	$ 6.0
No. 75 Improved Dover	6.5
No. 100 Improved Dover	7.0
No. 102 Improved Dover, Tinned	8.5
No. 150 Improved Dover, Hotel	15.0
No. 152 Improved Dover, Hotel T'd.	17.0
No. 200 Improved Dover, Tumbler.	8.0
No. 202 Imp'd Dover, Tumbler T'd.	9.5
No. 300 Imp'd Dover Mammoth	₱ doz 2.0

Escutcheons

Wood.....25%

Farriers' Knives

	₱ Doz.
"Challenge"	$3.00
Popes	3.00
Wilkinson's, net	3.00
Wostenholm's	3.25

Faucets

Iron Petroleum.....70@70&10%
John Sommer's "Peerless," Tin Key....40%
"Boss," Tin Key.....50%
"Victor," Metal Key.....50&10
"Duplex," Metal Key.....60%
"I. X. L.," Corked Lined.....50%
"Reliable," Cork Lined.....50&10%
"O. K.," Cork Lined.....50%
"Chicago," Cork Lined.....60%
"Perfection," Cedar.....40%
"No Brand," Cedar.....50%

SELF MEASURING—

Enterprise ₱ doz. $36.00.....40&10%
Lane's.....$40.10&2%

Files

DOMESTIC—

New list, Nov. 1, 1899:
American.....75&10@75&10&10%
Arcade.....75&10@75&10&10%
J. Barton Smith.....75&10@75&10&10%
Disston's.....75%
Disston's Superfine.....50%
Eagle.....75&10@75&10& 10
Great Western.....75&10@75&10&10%
Kearney & Foot.....75&10@75&10&10%
McClellan.....75&10@75&10&10%
Nicholson.....70&10@75&5%
Nicholson's X. F. Files.....40@40&10%
Royal.....80@80&10%

IMPORTED—

Stub's.....Stub's list, 30@33⅓%

Filters

Acorn.....50%
Fulper's Natural Stone.....$3.50@$18.50
Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list.....60@60&10%
Kirby & Limerick, low list (50c. base)...10%

Fishing Tackle

Bishop's.	₱ Doz.
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:
Great American.....60&20%

Freezers, Ice Cream

"Alaska":

Qts.	1	2	3	4	6
Net	$1.15	$1.35	$1.60	$1.95	$2.60

"North Star:"

Net	$1.25	$1.45	$1.75	$2.25	

Fruit, Wine & Jelly Presses

Enterprise.....20@25%

Fry Pans

Standard list.....75&10%

No.	1	2	3	4
₱ doz.	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8
₱ doz.	$6.00	$7.00	$8.00	$9.00

Gauges

Bemis & Call's Steel.....50%
Clapboard.....25&10%
Disston's Mortise.....70%
Marking Mortise, etc.....60%
Stanley's.....35%
Starrett's Surface, Center and Scratch. 25&10%
Wire, Morses.....25%
Wire, P. S. & W., low list.....33⅓%

Gimlets

"Diamond" Gimlets, ₱ gro.....$4.00@$4.25
Double Cut.....40&10@50%
Metal Head.....50&10%
Wood Head.....50%

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40&10%

Glue Pots

See Hollow Ware.

Graters

Enterprise.....25@30%

Graphite, Lubricating

Dixon's Pure Flake:

632— 1 lb. cans	20c. ea
633— 5 lb. screw top tin cans	85c. ea
634— 10 lb. screw top tin cans	$1.60 ea
644— 25 lb. boxes	15c. lb
645— 50 lb. boxes	14½c. lb
646—100 lb. kegs	14c. lb
647—350 lb. barrels	12c. lb

Grindstone Fixtures

Cronk's.....50%
Forest City.....30@30&10%
Sargent's Patent.....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....60&10%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₱ doz.....$6.50

Halters

Covert Mfg. Co.:
Jute Rope Halters.....50%
Sisal Rope.....30&10%
Web Halters.....35&5%

Hammers

HANDLED HAMMERS—

Cheney's:
Adze Eye and Plain.....40&10&10%
Blacksmiths and Riveting.....50&10%
Machinists and Engineers.....60&5%
Magnetic tack, Nos. 1, 2, 3, $1.25 $1.50 $1.75.....50%
Maydole's.....33⅓&5@40&10%
Sargent's new list.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....33⅓&7½%
Engineers and B. S. Hand.....50&12½%
Quaker City Hammers.....40&5%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS & SLEDGES—

Under 3 lb 50c lb.....30&5%
3 to 5 lb 40c lb.....30&5%
Over 5 lb 30c lb.....30&10&5%
Wilkinson's Smiths.....9½c@10c ₱ lb

Hammock Ropes

Covert Mfg. Co.:
Jute.....40&5%
Sisal.....20%

Hand Cultivators

Ulrich Mfg. Co.:
Osborne's, ₱ doz.....$15.00

Handles

WOOD—

Auger, assorted, ₱ gro.....$2.75
Auger, large, ₱ gro.....3.25
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 32½.....40%
Axe, Pick, etc.....60&5%@60&10%
Bliss Mfg. Co.:
Chisel, Brad Awl, File, Auger, Soldering Iron } 25@33⅓
Brad Awl, ₱ gro.....$1.75@$2.00
Chisel, Worcester, leather capped, ₱ doz. net.....$1.50
File, assorted, ₱ gro.....$1.40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro. $2.25@$2.75
Hammer, Hatchet.....60&10%
Hoe, Rake and Fork.....45@50
Rollis Hdw. Co. Hafts, $9.00.....40&10%
"Simplicity" File Hdls, ₱ gro.....$ .90&1.50
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D Handle.....40%
Shovel and Spade, Long Handles..40&5@50%

CROSS-CUT SAW HANDLES—

Atkins.....40&5%
Champion.....45@45&10%
Disston's.....50%

Hangers, Barn Door

Old Pattern.....60&10%
New England.....66⅔@70
Chicago Spring Butt Co.:
Fraction.....25%
Oscillating.....25%
Big Twin.....25%
Lane's:
Covered.....60&2%
Hinge Pattern, net.....$6.00 ₱ doz.
Standard.....60&5%
Special, No. 25.....$3.50
" " 30.....3.90
" " 40.....5.00
" " 20.....6.25
Track for same, ₱ 100 ft. net.....3.75
Cronk's:
Nos. 1, 1½, 2 and 3.....60&10%
Nos. 11, 12.....70%
Nos. 22, 21½, 22.....60%
Nos. 82, 50.....60&20%
No. 44.....60%
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr..60&10%
Myers' Stay-on.....60&5%
Wilcox's New Century.....50&10&10%

Hangers, Garment

Pullman's.....₱ gro. net $9.00

Hangers, Parlor Door, Etc

Lane's:
Standard.....net $3.20
Hall Bearing....." 4.15
No. 105....." 3.35
New Model....." 2.85
New Champion....." 2.25

Hardware Shelving

OAK CABINETS—

J. D. Warren Mfg. Co.:
No. B 438, 40 drawers, no partitions, run. ft., $3.60; net each.....$30.00
No. 1656, 58 drawers, no partitions, run. ft., $4.38; net each.....36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each.....54.28

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.85; net each.....15.40
No. 1702, open base with center shelf. run. ft., $2.25; net each.....18.75
No. 1706, with two adjustable center shelves, run. ft., $2.75; net each....22.92

NAIL BIN BASES—

No. 1782, 12 spaces, 150 lbs. each, run. ft., $2.71; net each.....22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each.....25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each.....30.68

Hasps and Staples

Cronk's.....50%
McKinney's "Perfect", $1.10 ₱ doz.....50%
Wrought.....90@90&10%
Wrought, Stanley.....80%
Wrought, Griffin.....80%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:

Myers Unloader, double steel track	$7.00
Myers Unloader, wood track	7.00
Comb. Car, Double steel T	7.00
Comb. Car, wood track	7.00
Rev. Car, Double steel track	7.00
Rev. Car, wood track	7.00
Myers Unloader, cable	7.00
Myers Unloader, single rail	7.00
Sure Grip Sling Car, steel or wood track	12.00
Dbl. Rail steel track, complete, ₱ ft.	—
Single Rail steel track, complete, ₱ ft	.20
D. H. Fork steel, regular, each	1.80
Nellis Fork, each	3.00
Double Grapple Fork, each	7.00
Sprouts, Shear Fork, each	1.50
Walker Fork, each	2.50
Common 6 in. wood sheave pulley, Fig. 483, ₱ doz.	3.20
Faultless steel frame K. P. pulley, Fig. 435, ₱ doz.	4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 485, ₱ doz.	3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz	4.80
Reed Wood Frame pulley with hook, Fig. 484, ₱ doz.	4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz.	3.50
Floor pulley, wood sheave, Fig. 486, ₱ doz.	4.50
Hanging Hooks for double steel track, ₱ doz.	1.40
Hanging Hooks for single steel track, ₱ doz.	1.40
Hanging Hooks for wood track, 10 in., ₱ doz	1.00
16 in., ₱ doz	1.20
Floor Hooks, ¾ in., ₱ doz	1.40
Malleable Rafter brackets, ₱ doz	.70
Wrought Rafter brackets, ₱ doz	.70
Rope Hitch, ₱ doz	3.20

Discount on above 50%

Hay and Straw Knives

Auburn Hay, com. and spear point..40&10%
Iwan's Hay, sickle edge, ₱ doz., net...$9.50
Iwan's Hay, imp. serrated, ₱ doz., net 10.00
Kohler's Hay, sickle edge, ₱ doz., net 10.00
Auburn Straw.....40&10%
Weymouth, pat.....65&5%
Wadsworth's.....40&5%

Hedge Trimmers

Wadsworth's:
No. 1, ₱ doz., net.....$8.00
No. 2, ₱ doz., net.....6.00

Hinges

WROUGHT IRON HINGES—

Screw Hook and Strap	6 to 12 in., ₱ lb	3½c
	14 to 20 in., ₱ lb	3½c
	22 to 36 in., ₱ lb	3½c

STRAP AND T HINGES—

New list, Dec. 20, 1904:

Light Strap Hinges	70%
Heavy Strap Hinges	75&5%
Light T Hinges	65%
Heavy T Hinges	60%
Extra Heavy T Hinges	70&10%
Hinge Hasps	50%
Corrugated Heavy Strap	70&5%
Corrugated Ex. Heavy T	70&10%

Extra 10%

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SPRING HINGES—

Bommer Brothers:
- Bommer Spring Hinges 40%
- Bommer B. B. Floor Hinges 40%

Bardsley's Patent Checking 15%
Chicago Spring Butt Co.:
- Chicago Spring Butts 25%
- Triple End Spring Butts 50%
- Chicago Ball Bearing Floor Hinge 50%
- Garden City Fire Engine House Hinge 25%
- Chicago Saloon Door Hinge 25%

Columbian:
- Steel Hinges 60%
- Floor Hinges 60%
- American ..... 30&5%
- Gem 30%
- Oxford ..... 30&5%
- Acme, Steel 35%
- " Brass 25%

Niles Mfg. Co 30%
Superior:
- Floor Hinges 33%

GATE HINGES—

Clark's, Nos. 1, 2, 3 ..... 50&10@60&10%
N. E., ₱ doz., $7.50 ..... 60%
N. E., Reversible, ₱ doz., $5.60 ..... 60%
N. Y. State, ₱ doz., $4.90 ..... 60%
Western, ₱ doz., $4.20 ..... 60%

BLIND HINGES—

Parker ..... 70&10@70&10&10%
Sargent's, Nos. 1, 3, 5, 11, 13 ..... 75%
W. H. Co's., No. 2 Mortise Gravity 60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.80 ₱ doz. sets ..... 30&10%

Hitching Cords

Covert Mfg. Co ..... 45&2%
Hitchers Stall 35%

Hollow Ware

ENAMELED—

Lalance & Grosjean Mfg. Co. list Nov. 1, '01:
- Agate Nickel Steel Ware ..... 50&2%
- Pearl Agate Ware ..... 50&2%
- Blue and White Ware ..... 60&15%
- All White Ware ..... 50&2%
- Regal Steel Ware ..... 60&10%
- Peerless Ware ..... 70&10%

Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1896 ..... 40&10%
Iron Clad:
- Peppered Ware, high list 70%
- Mottled Ware, high list 75%

STOVE HOLLOW WARE—

Blacklock:
- Ground ..... 55@60&10%
- Plain or Unground ..... 60@65&10%
- Country Ware ₱ 100 lbs. net ..... $2.75@$3.00
- Enameled Ware ..... 50@55&10%

WHITE ENAMELED WARE—

Maslin Kettles 70%
Tinned Boilers and Saucepans 40%
Enameled 50%

GLUE POTS—

Tinned 35%
Enameled 40%

SILVER-PLATED HOLLOW WARE—

4 mo. or 5% cash in 30 days.

Hartford Silver Plate Co ..... 40&5%
Holmes & Edwards Silver Co ..... 40&15&5%
Meriden Brittania Co ..... 40&10%
Rogers & Brother ..... 40&5%
William Rogers Mfg. Co ..... 40&10%

Hooks

BUSH—

Jennings & Griffin's ..... 33⅓&5%
Wadsworths 60%

CAST IRON—

Ceiling, Sargent's list ..... 50&10@60%
Chandelier ..... 60@60@10%
Clothes Line, Sargent's list ..... 50&10&10%
Coat and Hat, Sargent's list ..... 50&10@60%
Coat and Hat, Stowell's 70%
Harness, Sargent's list ..... 50@50&10%
Lamp ..... 60@60&10%
Picture ..... 50&10%
Screw Hat ..... 60&10@70%
Wardrobe ..... 60&10@60&10@105

WROUGHT IRON AND STEEL—

Cotton, ₱ doz $1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise 40%
Humason & Beckley, new list ..... 85&10%

WIRE—

Atlas, new list, single cases 75%
- Ten case lots ..... 75&10%

Wire Coat and Hat, Acme ..... 60&10%
Wire Coat and Hat, Gem ..... 70&10%
Wire Ceiling, Gem ..... 70&10%

MISCELLANEOUS—

Belt ..... 80&10%
Covert Mfg. Co.:
- Safety Gate and Scuttle Hooks ..... 85&5%

Grass, Wadsworth's 60%
Gronk's, Grass, ₱ doz $3.00
Hooks and Eyes, Brass ..... 60&10&10%
Hooks and Eyes, Mal. Iron ..... 70&10%
Cotton, box and hay ..... 60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	1	
A. C	25c	23c	22c	21c	21c	40&5%
American, all sizes, net						9½c
Nos.	6	7	8	9	10	
Anchor and New Haven	28c	21c	20c	19c	18c	40% @40&5
Nos.	6	7	8	9	10	
Ansable	28c	26c	25c	24c	23c	50&10%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40&10@50%
Clinton Fin	19c	17c	16c	15c	14c	80&10%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes, net						9½c
Maud S	25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ₱ lb						12c
Northwestern	25c	23c	22c	21c	20c	25&25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
New Putnam	19c	18c	17c	16c	16c	10&5%
Vulcan	28c	21c	20c	19c	18c	25&10%
Western, net						8½c

Horse Shoes

F. O. B. Pittsburgh:
- Horse and mule, Iron, ₱ keg $4.00
- Steel, ₱ keg 3.75

Horse Ties

Covert Mfg. Co.:
- Cotton 45%
- Hemp 45%
- Sisal ..... 30&10%

Hose, Rubber

Boston Belting Co.:
- "Boston" 50%
- Niagara 60%

N. J. Car Spring & Rubber Co.:
- Extra Para ..... 40&10%
- Reliable ..... 50&10%
- Staple ..... 60&10%

Standard ..... 70&10%

Hose Bands

Star Hydrant ..... 80&30%
Steam 70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross ..... $9.00 net
Crown ..... net
Gem Ice Shave ..... net
Sargent's Ice Awls 55%
Snell's 60%
Star ..... net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise, ... No. 33, ₱ doz. $6.00 ..... 25@30%
No. 34, ₱ doz. 15.00 ..... 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain ..... 20@25%

Knives

Kimball's:
- Bread Knives, ₱ doz. $1.50 ..... 20%
- Butcher Knives 25%
- Shoe Knives 25%

Cronk's Chopping 33⅓%
Dunlap Kitchen and Bread Knives 25%
Foster Bros., butcher, &c 30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives ..... net

Knives, Hay and Straw

Wadsworth ..... 40&10%

Knife Sharpeners

Pike's: 40%
- Nat. Grit Carving Knife Hones ₱ doz $3.00
- Solid Stone Carving Knife Hones ₱ doz $2.50
- Quick Edge Pocket Knife Hones ₱ doz $3.00
- Mounted Kitchen Sandstone ₱ doz $1.50

Knobs

Bardsley's wood, door, shutter and base ..... 10@15%
Base, rubber tip, 2¼ in head, ₱ gro ..... $1.15@$1.25
Door Mineral ..... 65@70c
Door Por. Jap'd ..... 70@75
Door Por. Nickel ..... $2.10@$2.20

Lanterns

C. T. Ham, Class A, B, C and D ..... 40&10%

Latches

	₱ Doz.
Cronk's barn door, net	$2.00
Lane's Barn Door	40&10%

Lawn Mowers

Champion ..... 75&10%
Clipper Improved ..... 50&10&10&5%
Enterprise ..... 40&10%
Genuine Philadelphia Mowers;
- Styles M, S, C, K, T ..... 70&10%
- Style A (all steel) ..... 60&10%
- Style F, low wheel ..... 60&10%
- Style E, high wheel ..... 70&10&5%
- Drexel, low list 50%
- Gold Coins, low list 50%

New Departure, high wheel ..... 70&10%
New Departure, low wheel 75%
Pennsylvania ..... 60&10

Lawn Sprinklers

Enterprise ..... 25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

Nos.	1	2	3	
Per Dozen	$12.00	$15.00	$24.00	30%

Kohler's:
- Daisy, net, ₱ doz $7.50
- Mystic 6.00
- Rainmaker 4.80
- Dew Drop 1.20

Lawn Swings "Easy"

Ulrich Mfg. Co., ₱ doz $75.00

Leads

Covert Mfg. Co.:
- Cotton 45%
- Hemp 45%
- Jute 50%
- Sisal ..... 30&10%

Lead Pipe, Etc

	₱ Lb.
Bar Lead	6½@7c
Block Tin Pipe	35@37½%
Lead Pipe, full lengths	5 to 5¼
Lead Pipe, tin lined	12½c
Sheet Lead, full rolls	7¼c

Lemon Squeezers

Berger Bros., ₱ doz. 8 in., $1.00; 10 in., $1.40 ..... 20%
Hotchkiss, Straight Flush, ₱ doz $9.60
Little Giant ..... 50@50&5%
Porc. lined, Iron, ₱ doz $1.75
Porc. lined, Wood, ₱ doz $1.25
Wood, common, ₱ gro ..... No. 0, $5.25 @$5.50; No. 1, $5.25@$6.50

Levels

C. E. Jennings & Co's.:
- Hexagon ..... 25&10%
- Iron Bench, new design ..... 25&10%

Hollis Hardware Co.:
- Adj. Steel 7 in., $24.00 ..... 40%
- 12 in., $27.00 ..... 40%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish 40%
Cotton Chalk, 20 feet ..... 40&10%
Cotton Trot 20%
Samson Cot., Nos. 4, $2.90; 4½, $2.75 ..... 20%
Silver Lake braided, ₱ gro., Nos. 0, $6.00; 1, $6.50; 2, $7.00; 3, $7.50 ..... 20%
Wire Clothes:

	18	19	20
1000 feet	$2.20	$2.00	$1.85
75 feet	1.80	1.70	1.80

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co 40%
R. & E. Mfg. Co 40%
Reading Hardware Co ..... 40&10%
Sargent & Co ..... 40&10%

CABINET—

Eagle Lock Co 33⅓%
Corbin 33⅓%
Yale 33⅓%

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00 ..... 40%
Ames Sword Co 40%
Brown's brass 25%
Brown's chain 25%
Champion 40%
Eagle 40%
Slaymaker's:
- General line ..... 35&10%
- Scandinavian 90%
- " steel keys 50%

Smith & Egge bicycle 50%
Wrought Iron ..... 75&10@80%
Yale Lock Co 60%

TRUNK—

Corbin's ..... 25&10%
Eagle 40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory ..... 45@5&50%
Lignumvitæ ..... 45@5&50%
Bliss:
- Carpenters, Tinners, Box, Carvers 33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden 33⅓%
Regular Goods ..... 70&10%@75%

Meat Cutters

American 30%

Nos.	1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$60

Dixon's, ₱ doz ..... 30&10@40%

Nos.	1	2	3	4
Each	$14	$17	$19	$30

Enterprise ..... 25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.75	$6	$4.50	$6

Little Giant ..... 33⅓@40%

Nos.	305	310	312	320	322
Each	$35	$43	$44	$72	$48

Woodruff's, ₱ doz ..... 30&10@40%

Nos.	100	150
Each	$15	$18

Beef Shavers (Enterprise) ..... 25@30%

Meat Juice Extractors

Enterprise ..... 25&30%

Metals, Anti-Friction

Magnolia Metal Co.:	₱ Lb
Defender	18c
Cosmic	10c
Magnolia, Anti-Friction	25c
Mystic	15c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00 ..... 40%
Sargent's ..... 60@60&10%

Mitre Boxes

C. E. Jennings & Co ..... 30&10%
Seavey's, ₱ doz., $30 ..... 40%
Stanley Rule and Level Co.:
- Nos. 340 to 460 ..... 30%
- Nos. 50 and 60 ..... 35%

Motors

COFFEE MILL—

Specialty Novelty Co., each $5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Assn list, July, 1899 ..... 85@85&10%

PICTURE—

Niles' Patent 40%
Porcelain head, combination list ..... 60&10%
Porcelain head, Sargent's list 60%

Nail Nippers

"Gem," ¼ gross lots, ₱ gross $21.00
" less quantity, ₱ dozen 2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net $7.50
Black Hawk, ₱ dozen 9.00
Cyclops ..... 50&10%@50%
Cronk's, ₱ dozen, net $12.00
Eureka, No. 74, ₱ doz., net $8.50
Eureka, No. 75, ₱ doz., net $8.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00 ..... 80&5%
Lightning, ₱ doz., $18.00 ..... 20%
Morris No. 1, list $20.00 ..... 50%
National, ₱ doz., $24.00 ..... 10%
Pelican, ₱ doz. $ 9.00 ..... 40@40&10%
Rollis Hardware Co., No. 1, $18.00 ..... 50&10%

Nail Sets

	₱ Gro
Hunters, Cup Point, knurled	$10.00
Hunters, Cup Point, plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25
Snell's:	
Octagon, ₱ gro	$5.25
Corrugated	6.75
Knurled	6.75@7.50

Nippers

Acme	50%
Smith's cutting	50%
Todd's cutting	50%

Nut Crackers

	₱ Gro
Acme, Japanned, $30.00	40%
Acme, Nickel Plated, $3.00	20%

Nuts

Cold Punched:
Mfrs. or U. S. Standard. Off List
- Square, blank $5.00
- Hexagon, blank 5.45
- Square, blank, C. T. & R 5.30
- Hexagon, blank, C. T. & R 6.05

Hot Pressed:
Mfrs. U. S. or Nar. Guage Standard
- Square, blank 5.20
- Hexagon, blank 5.30
- Square, tapped 5.20
- Hexagon, tapped 5.70

Oils

Linseed, city, raw, in barrels, ₱ gal 39c
Linseed, city, boiled, in barrels, ₱ gal 41c
Out of town on spot, ₱ gal 38c
Calcutta, raw, in barrels, ₱ gal 62c
Lard, prime city, ₱ gal ..... 63@64c
Lard, Extra, No. 1 ..... 49@52c
Lard, No. 2 ..... 38@40%

Oilers

Brass and copper ..... 50&10
Tin or steel ..... 65&10
Cushman & Denison's: ₱ Doz
- Gem ..... $ .50
- Leader ..... .60
- Perfect oilers 1.50
- Star pocket oilers ..... .75

"Paragon," brass ..... 45@50%
"Paragon," zinc ..... 60&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust ..... 70@70&10%
Zinc and tin ..... 65@65&10%
American Tube & Stamping Co.:
Spring bottom cans ..... 70@70&10%
Railroad oilers, etc ..... 60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes': 40%
- Hindostan, large axe ..... 8c ₱ lb
- " small " ..... 10c " "
- Queer Creek Axe ..... 20c " "

OIL STONES—

Pikes':
- Lily White Washita ..... 60c ₱ lb
- Rosy Red " ..... 60c " "
- Extra " ..... 50c " "
- No. 1 " ..... 40c " "
- No. 2 " ..... 30c " "
- Lily White " round edge slips ..... 90c " "
- No. 1 Washita, round edge slips ..... 70c " "
- Washita Pen Knife pieces ..... 70c " "
- No. 1 Hard Arkansas stone 3 to 5½ in. long ..... $2.80 " "
- No. 1 Hard Arkansas stone 5½ to 8 in. long ..... $3.50 " "
- No. 1 Soft Arkansas stone 3 to 5½ in. long ..... $1.50 " "
- No. 1 Soft Arkansas stone 5½ to 8 in. long ..... $1.70 " "
- Soft Arkansas, round edge slips ..... $2.50 " "
- Hard Arkansas, round edge slips ..... $4.00 " "
- Hard Arkansas Pocket Knife pieces ..... $4.00 " "

33⅓

Pikes':
- Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes 40%

India Oilstones, all grades and sizes 33⅓%
Queer Creek Oilstones ..... 20c ₱ lb
Chocolate Oilstones ..... 50c " "
Regular Hindostan ..... 8c " "
Small Hindostan ..... 10c " "
40%

Packing, Steam

RUBBER—

Boston Belting Co.:
- Phoenix, net ₱ lb 50c
- Plumbago 50%

Pure Packing, "Excelsior" 50%
Extra 60%

MISCELLANEOUS—

	₱ Lb
American Packing	8c@10c
Cotton Packing	16c@25c
Italian Packing	9½c@12c
Jute	4½c@5c
Russian Packing	8½c@11c

Padlocks

See Locks.

Parers

APPLE—

	₱ doz	
Advance	"	$ 4.00
Baldwin	"	4.00
Bonanza Improved	each	6.50
Daisy	₱ doz	4.00
Dandy	each	7.50
Eureka Improved	"	20.00
Family Bay State	₱ doz	15.00
Improved Bay State	"	36.00
Little Star	"	5.00
New Lightning	"	7.00
Reading, 72	"	8.25
Reading, 78	"	6.25
Rocking Table	"	6.20
Turntable, '98	"	6.00
White Mountain	"	5.00

POTATO—

	₱ Doz
Saratoga	$7.00
White Mountain	6.00

Pencils

Dixon's:	₱ Gro
Carpenter's	$2.17@8.75
Carpenter's, blue or red lead	4.00@7.50
Office	1.87@7.50
Lumber	6.87
Colored lumber	9.00
Black artists	9.87
Colored	4.88@7.50
Assortment boxes	1.81@2.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 23, 1899 ..... 70&10@75

Pipe Hangers, Conductor

Iwan's, Perfection wire 50

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.) 40%
Bench, first quality ..... 40&10%
Bench, second quality ..... 50&10%
C. E. Jennings & Co ..... 50&10%
Molding ..... 33⅓&5%

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IRON PLANES—
C. E. Jennings & Co., iron....50&10&5%
Sargent's....60@60&10%
Standard Tool Co....50@60&5%
Stanley Rule & Level Co.:
Bailey's....40%
Miscellaneous....35%

PLANE IRONS—
Buck Bros....30%
Butcher's....$5.00@5.25 to £
C. E. Jennings & Co....16⅔&10%
Stanley R. & L. Co....35%
L. & I. J. White....20&5@20%

Pliers and Nippers

Button....79&10@75%
Cronk & Carrier:
Pliers.
No. 1....60&10%
" 20, net....$9.00
" 40....75%
" 50....80%
" 65....40%
" 70....50%
" 80....40%
" 85....40%
Wm. Johnson's Gas Pliers....66⅔%
Smith's Side Cutting....25%

Plow Bolts

See Bolts.

Plumb Bobs

Keuffel & Esser Co....33⅓

Plumbs and Levels

Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's....70%
Machinists'....25%

Pocket Levels

Stanley's....45%
Duplex....35%

Poachers

See Egg Poachers.

Police Goods

Tower & Lyons....25%

Polish Metal

Presoline Liquid, new list....40%
Prestoline Paste....40@40&10%
U. S. Metal Polish Paste, 8 oz boxes,
₱ doz....$ .50
₱ gross.... 4.00
¼ pound boxes, ₱ dozen.... 1.25
1 pound boxes, ₱ dozen.... 2.25
U. S. Liquid, 8 oz cans, ₱ dozen.... 1.25
₱ gross.... 12.00
Barkeeper's Friend Metal Polish
₱ dozen.... 1.75
₱ gross.... 18.00

Polish, Stove

Black Eagle benzine paste, 5 lb cans,
₱ lb.... 10c
Black Eagle, liquid, 10 oz. cans,
₱ doz.... 75c
Black Jack paste, ¼ lb cans, ₱ gross. 9.00
Black Kid paste, 5 lb can, each.... 65c
Ladd's Black Beauty, ₱ gross, $10.00. 50%
Joseph Dixon's, ₱ gross, $5.75.... 10%
Dixon's Plumbago, ₱ lb.... 8c
Fireside, ₱ gross.... 2.50
Gem, ₱ gross., $4.50.... 10%
Japanese, ₱ gross.... 3.50
Jet black, per gross.... 3.50
Peerless Iron enamel, 10 oz. cans ₱ doz 1.50
Wynn's:
Black silk, 5 lb. pail, each.... 70c
Black silk, ¼ lb. box, ₱ doz.... 1.00
Black silk, 5 oz box, ₱ doz.... 75c
Black silk, ¼ pint liquid, ₱ doz.... 1.00

Poppers, Corn

Square.	₱ Doz	₱ Gro
1 qt.		$ 9.00
1½ qt.		11.00
2 qt.		13.50

Post Hole Diggers

Disston's Samson Digger, ₱ doz. $34.. 25%
Kohler's:
Little Giant.... ₱ doz., net $12.00
Hercules.... " " " 9.50
Invincible.... " " " 9.00
Pioneer.... " " " 7.20
Universal.... " " " 13.00
New Champion.... " " " 5.50
Rival.... " " " 7.50
Ryan's,.... ₱ doz., $20.00 25%
Iwan's: ₱ Doz
Split handle.... net $7.00
Perfection.... " 8.00
Rockford Tack & Nail Co.:
Rockford brand.... ₱ doz., " 6.50
Atlas pattern.... " " " 7.50

Post Hole Augers

Iwan's Patent improved....40&5%
Perfection.... ₱ doz., net $8.25
Split handle.... " " 7.50
Vaughan's, 4 to 9 in.... " " 6.00

Potato Hooks, Etc

Hoe Down Hooks....75&10&2%
Hop Hooks....60&10&2½%
Potato Hooks....70

Powder

See Ammunition.

Presses

See Fruit and Jelly Presses.

Primers

See Ammunition.

Pruning Hooks and Shears

Cronk's Pruning Shears, all styles....33⅓
Disston's Combined Pruning Hook and Saw, ₱ doz., $18.00....25@25&10%
Disston's Pruning Hook, ₱ doz., $12.00. 25@25&10%
Smith's:
Pruning Shears....60&10%
Rockdale Pruners....33⅓
Standard Tree Pruners....75%
E. S. Lee & Co's. Pruning Tools....40%
P. S. & W. Co's. Shears....40%
Waters' Tree Pruners....75&10%

Pulleys

Awning....60@60&10%
Axle....50&10@60%
Brass screw....45&10%
Ceiling....50@10&60%
Clothes line, Japanned....60%
Common Sense....60%
Dumb Waiter....60@60&10%
Empire Sash Pulley....60%
Fox all steel....50%
"Grand Rapids," all steel....50%
Hay Fork, swivel eye, ₱ doz., 4 in., $3.75; 6 in., $5.00....55%
Hay Fork, Hartz, 4¼ in., ₱ doz., $3.00.. 50&10%
Hay Fork, 5 in., solid, $5.70....50%
Hot House....50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₱ doz., $12.00....40%
Side, Anti-Friction....60%
Shade rack....45%
Upright....50&10@50&10&10%

Pumps

Cistern, best grades....60@60&10%
Pitcher Spout, best grades....75@80%
Power Pumps, Myers'....50%
Spray Pumps, Myers....50&10%
Spray Pumps, Kohler's:
Daisy, net ₱ doz....$ 7.50
Mechanical, net ₱ doz.... 7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 828, 3 in. Shallow Well Pump.... 13.00
No. 8, Fig. 828, 3¼ in. Shallow Well Pump.... 15.00
No. 5, Fig. 807, 3 in. Deep Well Pump.... 15.00
No. 6½, Fig. 807, 3¼ in. Deep Well Pump.... 17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.... 15.00
No. 82, Fig. 528, 3 in. Deep Well Pump.... 17.00
No. 56, Fig. 831, 3 in. Shallow Well Pump.... 14.00
No. 59, Fig. 832, 3¼ in. Shallow Well Pump.... 17.00
No. 70, Fig. 833, 2¾ in. Deep Well Pump.... 15.00
No. 72, Fig. 833, 3 in. Deep Well Pump.... 15.00
No. 102, Fig. 448, 3 in. Lift Pump.... 9.00
No. 108, Fig. 448, 3¼ in. Lift Pump.... 11.00
No. 128, Fig. 510, 3 in. Lift Pump.... 7.00
No. 131, Fig. 510, 3¼ in. Lift Pump.... 8.50
No. 225, Fig. 389, Windmill Pump.... 12.50
No. 235, Fig. 408, Windmill Pump.... 16.00
No. 240, Fig. 406, Regulator Pump.... 28.00
No. 302, Fig. 477, Spray Pump, complete.... 11.50
No. 330, Fig. 547, Knapsack Spray Pump.... 10.00
Discount 50% f. o. b. Ashland.
No. 288, Fig. 513, Low Down Tank Force Pump, net.... 5.00
No. 320, Fig. 492, Bucket Spray Pump, net.... 2.00

Punches

Bemis & Call Co's.:
Cast Steel Drive....50%
Morrill's....50%
Niagara Hollow....45%
Niagara Solid....55%
Saddlers' or Drive, good....60@65%
Snells' Tinners'....40&5%

Rail

Barn Door, Light, Inches...	½	⅝	¾
₱ 100 feet....	$1.40	1.95	2.50

Barn Door, "None Better" No. 1, ₱ ft....3¾c
Barn Door, "None Better" No. 2, ₱ ft....4c
B. D. for N. E. Hangers:
Angular, ₱ ft., 6c....70%
Double Flange, ₱ ft., 8c....70%
Cronk's: ₱ Ft
O. N. T. style, No. 18....2¾c
Double braced....3c
Lane's:
O. N. T. 1 in., ₱ 100 ft., net....$2.75
O. N. T. 1¼ in., net.... 3.00
O. N. T. 1½ in., net.... 4.00
Hinge Hanger, 1 in., ₱ 100 ft.... 3.50
" 1¼ " " 3.98
Stowell's Wrought steel....25%
Sliding Door, Bronzed Wrought iron, ₱ ft....6¾c
Sliding Door, Wrought brass, 1¾ in ₱ lb. 35c....25@30%
Victor Track Rail, 7c ₱ ft.....60&10&2½%

Rakes, Etc

Cronk's:
Malleable....70%
New Champion....75%
Victor....80%
Anti-Clog Lawn....75%
Never Break Garden....75&10%
Queen City Lawn....40%
Kohler's: Net
Lawn Queen, 20....$3.45
" 24.... 3.60
Jumbo Lawn, 36.... 5.25
Paragon (wood head).... 2.75
Steel Garden, 10th.... 2.24
" " 12th.... 2.40
" " 14th.... 2.64
" " 16th.... 2.88

Rasps, Horse

Disston's....75%
New Nicholson Horse Rasp...70&10@75&5%
See also Files.

Razors

Electric....List Net
Boracic....60%
Fox....50.
J. R. Torrey Razor Co....20%
Wostenholm & Butcher, $10.00 to £....10%

Razor Hones

Belgian German and Swaty, all sizes...50%

Registers and Ventilators

HOT AIR—
New list, July 1, 1903:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated....70&10%
White Porcelain....60%
Solid Brass and Bronze Metal....50%

Revolving Chimney Tops

Iwans' Volcano....50&5%

Rifle Cleaners

Bishops':
Small Bore Rifle Cleaner, ₱ doz....$3.00

Rings

See Bull and Hog Rings.

Rivets and Burrs

COPPER—
Belt with Burrs....50&5%
Hose with Burrs....50&5%

IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners....75@75%&5%
Miscellaneous....75@75%&5%

Rivet Sets

Regular list....70%

Rollers, Stay

Cronk's:

Nos.	50	55	56	60	65
₱ Dozen....	$1.00	.80c	.75c	.75c	.90c

Rope

Cotton Rope: ₱ Lb
Best ¼ in. and larger....16¼c
Medium....14¼c
¼ in. and larger....—
Common....10¼c
Jute Rope:
A grade....6¼c
C grade....5¾c
Manilla Pure:
7-16 in. and larger....12¼c
⅜ in....11c
¼ and 5-16....13¼c
Sisal, Pure:
7-16 in. and larger....10c
⅜ in....10½c
¼ and 5-16 in....11c

Root Cutters

Lane's....25%

Rules

Athol, Steel....33⅓
Boxwood....60&10@60&10&10%
Ivory....35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood....35&10%
" steel....33⅓&10%
Lufkin's:
steel....50&10%
Lumber....60%
Miscellaneous, Stanley's....60%

Sad Irons

DOVER ASBESTOS—
Polishing....50%
Pressing....50%
Laundry....45%
Sleeve....50%
Tourist....50%
Toy....50%
Blacklock:
Plain black in cases, ₱ 100 lbs....$2.75
Bronze finished in cases, ₱ 100 lbs.... 3.15
Aluminum finish, in cases, ₱ 100 lbs. 2.95
Full nickel, in cases, ₱ 100 lbs.... 3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa....20&5&5%

Safety Fuse

See Fuse.

Safety Lifts

Burr Mfg. Co., steel....70&10%

Sand and Emery Paper and Cloth

Baeder, Adamson & Co's. list:
Emery cloth....50&10@60%
Garnet paper....25%
Flint and emery paper....50&10@60%

Sash Balances

Caldwell Mfg. Co....50%
Pullman....50&10@60%
Victor bronze....75%
Victor steel....70%

Sash Chain

Competition....50&10%
Giant....40%
Monarch B. C. Co....70%
Pullman bronze....70%
Pullman cop steel....70&10&10%
Royal metal....65&5%
Steel B. C. Co....70&10%
Steel, copperplated....70%
Victor bronze....70%
Victor steel....75%

Sash Cord & Weight Fastener

Ives....40%

Sash Cord

Cable Laid Italian, ₱ lb....16@18c
Cable Laid Russia, ₱ lb....15c
Common India, ₱ lb....10@10½c
Patent Russia, ₱ lb....14c
Patent India, ₱ lb....12½@18c
Silver Lake:
A Quality, drab, ₱ lb....40c
A Quality, white, ₱ lb....35c
B Quality, drab, ₱ lb....35c
B Quality, white, ₱ lb....30c

Sash Fasteners

Imperial....33⅓
Sash rollers....70%
Ives casement fasteners....40%
Champion....50%
Monitor, steel....25%
Shutter sheaves....60%
Window screen sash lifts....62%

Sash Locks

Champion meeting rail....50%
Champion side....60%
Ives' patent:
Bronze and Brass....62½
Crescent....50&10.
Iron....62½
Window ventilating....60%
Robinson pat. ventilating sash lock...40%
Wrought bronze and brass....55%
Wrought steel....55%
Paysons signal....80%
Pullman patent ventilating....25%

Sash Weights

Ton lots at factory (Eastern)..$27.50@$28.00

Sausage Stuffers or Fillers

Enterprise Mfg. Co....25@25&7½%
National Specialty Mfg. Co....30%

Saws

Atkins:
Band to 14 in. wide....60%
Band ¼ to 3-16 in. wide....50%
Butcher....40&10%
Pruning and Compass....40%
Circular....50%
Cross Cut....35&5%
Gang....50%
Hand, Panel and rip....40%
Wood....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws....25%
Disston's:
Circular, solid and inserted tooth....50%
Band 3 in. to 16 in. wide....60%
Band ¼ in. to 1¼ in....50%
Cross cuts....50%
Narrow cross cuts....35%
Mulay, mill and drag....35%
Framed wood saws....35%
Wood saw blades....35%
Wood saw rods....25%
Hand saws, Nos. 12, 99, 9, 16, D100, Des, 120, 76, 77, 8....25%
Hand saws, Nos. 7, 107, 107¼, 8, 1, 0, 00, combination....30%
Compass, keyhole, pruning, dovetail, &c....25%
Butcher saws and blades....35%
C. E. Jennings & Co's.:
Butcher....30&10%
Hand Panel, rip & other saws..20&2½&10%
Peace:
Cross cuts....50%
Hand panel and rip....30%
Richardson:
Circular and mill....50%
X cuts....50%
Hand saws....30%
Star, Butcher....25%

HACK SAWS AND FRAMES—
Chatillon....30%
Diamond Saw & Stamping Works:
Sterling hack and saw blades....35%
Sterling hack saw frames....20%
Disston's:
Concave blades....25%
Keystone flex. back and mach. blades 40%
Hack saw frames....30%
Griffin's:
Complete....40&10%
Saw blades....35&5&10%
Star, saws and blades....25%

Saw Filer

Disston's D8 Clamp and Guide, $30.00 ₱ doz....30%

Saw Frames

C. E. Jennings & Co....20%
Richardson's Wood....net

Saw Sets

Atkins,
Criterion saw sets, ₱ doz....$6.00
Excelsor saw tools, " " 6.00
Disston's Monarch, Nos. 1 & 10 & Star....30%
Hart's patent lever....20%
Kohler's:
"Giant Royal," ₱ doz. net....$6.50
"Royal," ₱ doz. net.... 5.00
Morrill's:
Nos. 1, $15.00; 10, $15.83; 11, $15.83....50%
Cross cuts, Nos. 3 & 4, $30.83; 5, $30.00..50%
Richardson's....25%
Seymour Smith & Son, hammer, ₱ doz. $4.75
Stillman's, ₱ doz.... 1.00
Taintor's Positive, $18.00 ₱ doz....60%

Scales

Chatillon's:
Eureka....40%
Favorite....40%
Grocers' triple scales....50%
Family, Turnbull's....30@30&10%
Hatch:
Counter....40%
Tea....40%
Union Platform, plain....$1.80@$2.00
Striped....$2.00@$2.20
Pelouze....50%

Scale Beams

Chatillon's No. 1....30%
Chatillon's No. 2....40%

Scrapers, &c

Adj. Box scrapers (S. R. & L. Co.) $6.00...45%
Box, 1 handle, ₱ doz....$2.00
Box, 2 handle, ₱ doz....$3.00@$4.00
Foot....55&5@60&5%
Ship, Common, ₱ doz., net....$2.40
Ship, R. I. Tool Co....10%

SIDEWALK—
Kohler's steel No. 7, ₱ doz....$2.50

Screens

DOOR—

Phillips.	₱ Doz
Style E, ⅛ in	$10.00
Style O77, ⅛ in	7.50
Style X Y, ⅛ in	10.50

WINDOW AND FRAMES—
Phillips:
Flyer pattern....60&10@60&10&5%
Air Line pattern....60&10%
Perfection....60&10@60&10&5%
Screen frames....70&5@60&10%

Screw Drivers

Brace Screw drivers....25&10&5%
Buck Bros....30%
Screw Driver Bits....27½
Champion....40%
Disston's Flat Blade, electric, telegraph and cabinet makers....70%
Electric spiral, No. 01, ₱ doz., net....$6.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet....40&10%
Fray's hollow hdle sets, No. 3, $12.00....50%
C. E. Jennings & Co., No. 285....40&10%
Jennings & Griffin....66⅔%
Sargent & Co's.:
No. 1 forged blade....50&10@50&10&5%
Nos. 20 and 40....66⅔%
Screw Driver bits (Snell's) ₱ doz....60c
Stanley R. & L. Co's.:
No. 64, varnished handles....60&10%
No. 86....70&10%
Victor....55%
Defiancio....70%
Snell's No. 5....75%
No. 10....80%
Nos. 20 and 30....70%
Tower & Lyon:
Champion....40%
Magazine....35%
Machinists'....40%
Belsley's patent....33⅓

Screws

WOOD SCREWS—
List July 22, 1903.
Drive screws, diamond point....87½&10%
Iron, bright flat head....87½&10%
Iron, bright round and oval head....85&10%
Brass, flat head....85&10%
Brass, round head....80&10%
Bronze, flat head....77½&10%
Bronze, round head....75&10%
Nickel Plated, iron flat head....77½&10%
Nickel Plated, iron round head....77½&10%

MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head..50@50&10%

COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '99....75&12½%
Hand Rail....70&10@75%
Lag screws, list Oct. 1, 1890.
Cone Point....75&12½%

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BENCH, HAND, ETC—
Bench, iron, ₱ doz....1 in., $2.50@$2.75
1¼, $3.00@$3.25; 1½, $3.50@$3.75
Bench, wood, beech....30@30&5%
Hand, wood....30@30&5%
Jack Screws, Miller's Falls, roller bearing....50&10%
Jack Screws, Miller's Falls, without roller bearing....40&10&10%
Jack Screws, P. S. & W....50@50&5%
Jack Screws, Sargent's....70&10%

Scroll Saws

Cricket....10&10%
C. E. Jennings & Co....25%
Lester, complete, $10.00....15&10%
Rogers, complete, $4.00....15&10%

Scythes

₱ Doz
Wadsworth's:
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, grain; weed and bush....40%

Scythe Rifles

3-Coat, ₱ gro., $10.00 } 40%
4-Coat, ₱ gro., $12.00 }

Scythe Stones

	₱ Gro	
No. 1, Indian Pond	$ 7.00	40%
No. 2, " "	4.50	
White Mountain	9.00	
Black Diamond	12.00	
Lamoille	11.00	
Green Mountains	6.00	
Leader Red End	4.50	
Willoughby Lake	9.00	
Extra Quinnebog	7.00	
Pike's Corundum	24.00	
" Emery	15.00	

Seeders

Raisin, Enterprise....25@30%

Shears

Acme (cast)....40@40&5%
Ætna, Steel Japanned....30&20%
Ætna, Steel Nickeled....70&20%
Barnard Lamp Trimmers....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers....63⅓%
N. P. Bent Trimmers....66⅔%
Japanned Straight....70&10%
Japanned Bent....70&10%
Cronks
Nickel Plated....60&10%
Japanned....60&20%
Heinisch's:
Straight Trimmers, etc.60&10@60&10&10%
Tailors' Shears....40%
Tinners' Snips....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned....70%
Nickeled....60%
Standard Cutlery Co.:
Japanned....70&10%
Nickeled....60&10%
Star Brand:
Nickel Scissors....60%
Nickel Shears....60%
Japan Shears....70%
Tailors' Shears....40&10%
Pruners....70%
Tinners' Snips....40&10%

Shears, Hedge

Wm. Wilkinson & Sons....50%

Sheaves

SLIDING DOOR—
Corbin's list....60&10&2%
Hatfield's Pattern....70&10@80%
Stowell's Anti-Friction....50%
Patent Roller....60&10@60&10&5%
SLIDING SHUTTER—
Sargent's list....70%

Shells

See Ammunition.

Ship Tools

L. & I. J. White....25%

Shot

See Ammunition.

Shovels and Spades

Association List, Nov. 15....40%
F. E. Kohler Co....net prices
Avery Stamping Co....net prices

Shutter Bars

Ives'....45%

Shutter Bolts

See Bolts, Shutter.

Sifters, Flour

Hunter's Genuine, ₱ gross....$10.50@$11.50

Skate Sharpeners

Eureka....₱ doz.. $1.75; ₱ gro., $18.00

Slaters' Tools

Plumbs....30%

Slaw and Kraut Cutters

Disston's:
Slaw, vegetable, corn grater, turnip shredder....40%
Kraut cutters, 24x7, 26x8, 30x9....55
Kraut cutters, 26x12, 40x12....40%
Enterprise Mfg. Co....25@30%
Tucker & Dorsey:
1 knife, ₱ gro....$18.00@$20.00
2 knives, ₱ gro....$22.50@$30.00
Kraut cutters....40%
Woodrough & McParlin....40%

Sledges and Heavy Hammers

See Hammers.

Slicers

Vegetable, Enterprise....25%

Smiths' Bellows

See Bellows.

Snaps, Harness, &c

German, new list....40@40&10%
Sargent's:
Patent Guarded....66⅔%
Covered Spring....60&5%
Covert Mfg. Co.:
Covert Breast strap, bkle snaps....45%
Yankee Breast strap, bkle snaps....17½%
Breast strap protector....45&5%
Double for bits or trace carrier....45%
Trojan snaps....45%
High grade snaps....45%
Jockey snaps....35%
Derby snaps....30&2%
Rope snaps....35&5%
Yankee snaps....30&2%

Scythe Snaths

National Snath Co....45&10%
Grain cradles....40&12½%

Spoke Shaves

Bailey's (Stanley R. & L. Co.)....50&10%
Razor Edge....35%
Iron, ₱ doz....50&10%
Miller's Falls....15&10%
Seymour Smith & Sons, iron....20%
Wm. Johnson's:
Wood, best....30%
Wood, second quality....33⅓

Spoons and Forks

Boardman's:
Nickel silver, catalogue "D"....net list
SILVER PLATED FLAT WARE—
L. Boardman & Son, cat'lge "D" net list
International Silver Co.:
"1847"....40&10%
"Anchor"....30%
"Eagle"....50&10%
"Star"....50&10%
Rogers, Smith & Co....50&10%
Rogers & Hamilton....40&10%
Holmes & Edwards....50&10&10%
Germau silver, unplated....60&60&5%
KNIVES AND FORKS, NO. 12—
₱ Doz. Net
"1847"....$3.50
"Anchor"....3.25
"Eagle"....3.25
"Star"....3.25
Rogers, Smith & Co....3.25
Rogers & Hamilton....3.25
Holmes & Edwards....3.00

Springs

See Door Springs.

Spring Balances

See Balances.

Spring Hinges

See Hinges.

Squares

Disston's Try sq're & T bevels, new list..70%
Try square and T bevel....60&10&1@70%
Winterbottom's Try and Mitre:
Iron Handle....40%
Wood Handle....50%
Nickel-pl'ted, new list, Jan. 5, '00.70&10&10%
Steel and iron....70&10&10%

Staples

Barbed blind, ¼, ⅜, & ½ in., ₱ lb...6@6½c
Poultry Netting....3¼@3½c

FENCE—
Same price as Barb Wire, see trade report.

Stay Rollers

Cronk's, No. 50, net ₱ doz....$1.00
" " 55 " " " 60c
" " 56 " " " 84c
" " 60 " " " 84c
" " 65 " " " 80c
Lane's, Nos. 1, 2 and 3....40%

Steels

Chatillon's "Dicks"....30%

Stocks and Dies

BICYCLE—
Holroyd & Co....40&10%
BLACKSMITH'S—
Butterfield's....35&40%
Gardner....35&10%
Holroyd & Co....50&10&5%
Holroyd's R'd Adj. screw plates....50%
Reece's new screw plates....25%
Lightning screw plate....25%
PIPE MAKERS—
Holroyd & Co....80&10%@80&10%

Stones

See Oilstones.

Stops

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders

Lane's....10%
Myers' Noiseless....50%

Stove Bolts

See Bolts.

Stove Polish

See Polish, Stove.

Sweepers

See Carpet Sweepers.

Tackle Blocks

See Blocks.

Tacks, Brad, &c

List January 15, 1899.
American cut tacks....90&25%
S. S. cut tacks....90&30&5%
Carpet Tacks:
American blued....90&25&5%
American tinned....90&25&5%
Swedes Iron Tacks:
S. S....90&30&10&5%
Bill Posters' and Railroad Tacks:
S. S....90&45&5%
Common and Patent Brads....80&10&5%
Gimp Tacks:
S. S....90&45&5%
Hungarian Nails, steel....80&20&5%
Lace Tacks:
S. S....90&45&10%
Looking Glass Tacks....65&5%
Trimmers' Tacks:
S. S....90&30&10&5
Trunk and Clout Nails:
Steel, black....80&10%
Steel, tinned....80&10%
Upholsterer's Tacks:
S. S....90&40&5%
MISCELLANEOUS—
Double Point, in dozens....90&8tens
Shade, in dozens....90&10&10%
Shade, in bulk....80%

Tack Pullers

Columbia, No. 1, ₱ doz., net....$5.00
" " 2, " " " 1.00
Little Jack, ₱ doz., net....1.00

Tapes, Measuring

Eddy's:
American Asses' skin....40&10@50%
Leather Case....25@25&10%
Star steel....40@40&10%
Steel....30&5@35%
Chestermans....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic steel, lower list....35@35&5%
Pocket....35@35&10%
Lufkin's steel and metallic....30@33⅓%

Tap Borers

See Borers, Tap.

Taps

American Screw Co.:
Machine screw....70%
Holroyd & Co's.:
Blacksmiths....60&10%
Machine screw....75&10@80%
Machinists's Hand:
1-16 to 1¼ in. inc....65&10%
1⅜ to 2 in....50&10&5%
2⅛ to 3 in. inc....33⅓&10%
3⅛ to 4 in. inc....20%
Pipe, ⅛ to 1¼ in....30&20%
Pipe, 2 to 3 in....30&15%
Pipe, 3½ and 4 in....66⅔&15%

Tap Wrench

Rollis Hdw. Co., $6.00....50%

Thumb Latches

See Handles.

Ties, Wall and Veneer

The Metal Stamping Co., Niagara...20&10%

Tinware

Stamped, Japanned and Pieced..net prices

Tire Bolts

See Bolts.

Tobacco Cutters

National Specialty Co....40%
Enterprise Mfg. Co....25@30%

Toilet Clippers

See Clippers.

Trammel Points

C. E. Jennings & Co., "Eureka"....25%
Disston's....70%
Sargent's....40&10%
Stanley's....45%

Transom Lifters

Payson's solid grip, Nos. 643 and 644, ₱ 100, net....$33.00
Payson's:
Balance, Iron list....70&10&10%

Traps

FLY—
Balloon....₱ doz. $1.25, ₱ gro., $12.00
Globe...." " 1.25, " " 12.00
Harper...." " 1.40, " " 13.50
GAME—
Enterprise Mole..:....15&10%
Hawley & Norton....65%
Newhouse....45@45&5%
Victor....70&10@70&10&5%
MOUSE AND RAT—
Hotchkiss:
Metallic Mouse....50%
Improved Rat....50%
New Rat....50%
Mouse, round wire, ₱ doz., $1.00....10%
Mouse, wood, choker, ₱ doz. holes....9c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ea. $1.21; ₱ doz....$13.25
No. 3, Rat, ₱ doz., $6.50; case of 50... 5.75
No. 3½, Rat, ₱ doz., $5.25; case of 72. 4.70
No. 4, Mouse, ₱ doz., $3.85; " " 150 3.00
No. 5, " " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₱ Doz
Superior Rat Trap....$15.00
Yankee Mouse Trap.... 5.50
Yankee Rat Trap.... 11.00

Trouser Hangers

Pullman No. 1, ₱ gro....$ 9.00
" 4, " " 24.00

Trowels, Mechanics

Brade's Brick....30%
Disston's:
Brick and Pointing....30%
Plastering....25%
"Standard Brand" and Garden....35%
C. E. Jennings & Co.:
Brick....30%
Plastering....25%
Pointing....30%
W. & McP. Plastering....25%
"Rose" Brick, Plst'rng & Moulding..25&5%

Trowels, Garden

Kohler's:
Mal. Hdl. Jap., ₱ gross, net....$5.00
" " Tinned, ₱ gross, net.... 6.20
Wood Hdl., ₱ gross, net.... 4.50
Disston's....35%

Vegetable Slicers

Enterprise Mfg. Co....25%

Vises

Oval slide....60%
Solid box....60%
Columbian Hdw. Co.:
Nos. 110 and over....50&5%
Nos. 100 and under....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel....40&45%
Coachmakers'....40%
Armstrong's:
Combination....50%
Plain and Hinge....60%
Bonney's Champion....40&10
Holland's....40
Howard's....40%
Little Giant Bench....25&8⅓
Lowell Hand....33⅓
Massey:
Perfect....20%
Clincher....35@40%
Wood-working....15@20%
Planer....15@20%
Comb. Pine....40%
Millers' Falls:
Mechanics'....10%
Oval Glide....60&19%
Ball Clamp....45&10%
Hand....15&10%
Moore's....20%
Prentiss....20@25%
Sargent's....40%
Snedliker's....30@33⅓%
Stephen's....30@33⅓%
Trenton....40@40&5%
Wright's Pipe....40%

SAW FILERS
Bonney's No. 1 & 3....40%
Wentworth's....40&10@50%

Wads

See Ammunition.

Wagon Jacks

Covert's Auto Screw Jacks....30&2%
Mfg. Co's. steel....45%
Automobile....45%
Lane's steel....30&10%

Washer Cutters

Otis A. Smith's....20&10&10%

Water Motors

Rosenberg's, single, F. O. B. Balto....40%
" in Doz. Lots, Frt. Pd..40&10%

Weights, Hitching

Covert Mfg. Co....40&2%

Well Wheels

Japanned, 8 to 14 in....net

Weed Extractors

"Pastime," ₱ doz., net....$1.75

Window Cleaners

Barnes Mfg. Co....40%
Besley's Peerless....60%
Bosley's X. L. C. R....75%
Clayton's....35&10%
Phœnix....60%

Window Stop Adjusters

Ives' new list....35%
Taplin's "Perfection"....35%

Wire Gauges

See Guages.

Wire and Wire Goods

Brass wire....15%
Bright Wire Goods:
New list June 24, 1903....90&2½%
Cast steel wire....50%
Copper wire....20%
Annealed & Tin. on spools....70&10&10%
Brass and Cop. on spools....60@60&10%
Spooled wire, ass'd for retailing.70&10&10%
Market Wire, Bright or Annealed:
Nos. 6 to 9....80&5%
Nos. 10 to 18....80%
Nos. 19 to 26....80&10%
Nos. 27 to 31....80&5%
Galvanized:
Nos. 15 to 26....75&5%
Coppered:
Nos. 6 to 14....75&10%
Nos. 15 to 18....75&10%
Tinned:
Nos. 6 to 14....77½%
Nos. 15 to 18....75&5%
Cast steel....65%
Charcoal iron....60%
Gun screw....65%
Picture wire, list of Oct. 2, 1900....85&10@85&10&10%
Stub's steel wire....$6.00 to 2 35&%

Wire Clothes Lines

See Lines.

Wire Cloth, Netting, &c

Galvanized wire netting....80&5@80&10%
Painted screen cloth, good quality, ₱ 100 sq. ft....$1.10@$1.20

Wire Rope

Bright....45&2½%
Iron, galvanized....37½&2½%

Wire Rope Clips

Crosby....25%

Wire Stretchers

W. C. Heller's grip, ₱ doz....$1.50

Wrenches

Agricultural....75&10@75&10&10%
Alligator....70&10%
Baxter's....70@70&10%
Machinists....50%
Solid handle....50&10&60%
Bemis & Call's:
Briggs pattern....30&10%
Improved Pipe, bright....60%
Patent Combination black....40&5%
Patent Combination bright....40%
Bicycle:
Club....40%
Superior....40%
Featherweight....40%
Protection....40%
Boardman's....40%
Coes':
Genuine....40&10&5&5%
"Mechanics"....40&10&10&5&5%
Coes' pattern, wrought bar....60&5@60&10%
Donohue's engineer....40&10%
Eagle pipe....50&10%
Gem....30%
Stillson pipe....60&10%
Acme....60@60&10%
Bull Dog....70
Hercules....70%

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HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Adzes
National Cutlery Co., Detroit, Mich.

Agricultural Implements
Geneva Tool Co., Geneva, Ohio
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O.

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anti-Rust Tin Ware
Reed Mfg. Co., Newark, N. Y.

Anvils
Alfred Field & Co., New York

Arbor Presses
Chandler & Farquhar, Boston

Ash Cans
Arrow Can Co., New York. N. Y.

Augers and Auger Bits
John H. Graham & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.

Automobiles
J. Stevens Arm & Tool Co., Chicopee Falls, Mass.

Automobile Forgings
Thomson Drop Forge Co., Plantsville, Conn.

Awls
The H. H. Mayhew Co., Shelburne Falls, Mass.

Axes
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York
Snow Flake Axle Grease Co., Fitchburg, Mass.

Babbitt Metal
Magnolia Metal Co., New York

Balances, Sash (Spring)
Pullman Mfg. Co., Rochester, N. Y.

Bank Railings
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Barb Wire
Fuller Bros. & Co.. New York

Barn Paints
E. E. Nice, Philadelphia, Pa.

Bath Room Fixtures
Buffalo Mfg. Co., Buffalo, N. Y.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co.. Geneva, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs
John H. Graham & Co., New York

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N.J.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
Gendron Wheel Co., Toledo, Ohio
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands
F. E. Meyers & Bro., Ashland, Ohio

Bicycle Step Ladders
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries
Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Boiler Feeders
N. A. Watson, Erie, Pa.

Bolt and Screw Cases
J. D. Warren Mfg. Co., Chicago

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburg, Pa

Bolts, Wrought Barrel
Griffin Mfg. Co., Erie, Pa.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Straps
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Boxes (Paper)
National Metal Edge Box Co., Philadelphia, Pa.

Braces, Carpenters
John H. Graham & Co., New York
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.

Brackets
E. E. Josef Mfg. Co., Buffalo, N. Y.

Brackets, Folding
Griffin Mfg. Co., Erie, Pa.

Brackets, Shelf
Griffin Mfg. Co., Erie, Pa.
Piqua Bracket Co., Piqua, Ohio

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Broad Axes
National Cutlery Co., Detroit, Mich.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
The Wm. Bayley Co., Springfield, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales
John Chatillon & Sons, New York
Osgood Scale Co., Binghampton, N. Y.

Butchers' Tools
John Stortz & Son, Philadelphia, Pa.

Butts, Door
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinets, Bolt
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Can Openers
John H. Graham & Co., New York
A. F. Meisselbacher & Bro., Newark, N. J.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carpet Beaters
Holt-Lyon Co., Tarrytown, N. Y.

Carpet Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Heaters
Chicago Flexible Shaft Co., Chicago, Ill.

Carriage Top Dressing
Frank Miller Co., New York

Carriers, Hay
F. E. Meyers & Bro., Ashland, Ohio

Casters
Faultless Caster Co., Nebraska City, Neb.

Catalogue Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Cement Rollers
John Stortz & Sons, Phila., Pa.

Chafing Dishes
Buffalo Mfg. Co., Buffalo, N. Y.

Chain Hoist
Jos. F. McCoy Co., New York.

Chain Pump Buckets
Henry C. Freshour, Bridgeport, Conn.

Chains
Covert Mfg. Co., Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chains, Cow
Covert Mfg. Co., Troy, N. Y.
Oneida Community, Kenwood, N. Y.

Chains, Halter
Oneida Community, Ltd., Kenwood, N. Y.

Chains, Sash
Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chair Seats
Eureka Chair Seat Co., Syracuse, N. Y.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.
Goodell & Co., Antrim, N. H.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Cold
John Stortz & Son, Philadelphia, Pa.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clamps, Rug and Carpet
E. E. Josef Mfg. Co., Buffalo, N. Y.

Cleavers
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Clocks, Alarm
Western Clock Mfg. Co., La Salle, Ills.

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars
A. J. Phillips Co., Fenton, Mich.

Coach Oil
Snow Flake Axle Grease Co., Fitchburg, Mass.

Coat Hanger (Folding)
Leader Mfg. Co., Hartford, Conn.

Coat, Hat and Ceiling Hooks
John H. Graham & Co., New York

Coffee and Spice Mills
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila, Pa.
W. H. Glenny & Co., Rochester, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y.

Coil Springs (Door)
Pullman Mfg. Co., Rochester, N. Y.

Coke Forks
Geneva Tool Co., Geneva, O.

Conductor Pipe
Am'can Steel Roofing Co., Middletown, O

Contractors' Tools
John Stotz & Sons., Philadelphia, Pa.

Cooking Utensils (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Hooks
Geneva Tool Co., Geneva, O.

Corn Sheller, (Hand)
The Wm. Bayley Co., Springfield O.

Corundum Wheels
Pike Mfg. Co., Pike, N. H.

Cotton Hoes
Geneva Tool Co., Geneva, O.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Counters, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin
J. D. Warren Mfg. Co., Chicago, Ill.

Countersinks
C. E. Jennings & Co., New York

Cover Lifters, Stove
Fanner Mfg. Co., Cleveland, O.

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Curry Combs
John H. Graham & Co., New York

Cuspadors
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
J. Stevens Arms & Tool Co.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dairy Scales
Osgood Scale Co., Binghampton, N. Y.

Dampers
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleve., O.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Superior Spring Hinge Co., Chicago, Ill.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.
Middletown Mfg. Co., Middletown, Ohio

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Dormant Scales
Osgood Scale Co., Binghamton, N. Y.

Drain Cleaners
Iwan Bros., Streator, Ill.

Drawers, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Drawer Pulls
Griffin Mfg. Co., Erie, Pa.
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
C. E. Jennings & Co., New York
Keuffel & Esser Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Drawing Knives
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)

Dripping Pans
The Bronson Walton Co., Cleveland, O.

Drop Forgings
Thomson Drop Forge Co., Plantsville, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa

Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
L. & I. J. White Co. Buffalo, N. Y.

Egg Beaters (Dover)
Holt Lyon Co., Tarrytown, N. Y.

Electric Bells and Supplies
John H. Graham & Co., New York

Elevator Enclosures and Bars
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Elevators
Kimball Bros. Co., Council Bluffs, Iowa

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.

Enamel Ware (Turquoise)
Reed Mfg. Co., Newark, N. Y.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Export Agents
John H. Graham & Co., New York

Fans (Ventilating, Ceiling)
The A. Rosenberg Co., Baltimore, Md.

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Faucets, Metal
John H. Graham & Co., New York

Faucets, Wood
John Sommer's Son, Newark, N. J.

Fences (Stel Picket)
Glen Mfg. Co., Ellwood City, Pa.

Fences (Wire)
Glen Mfg. Co., Ellwood City, Pa.

Fences, Wire and Iron
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Enterprise Fouudry & Fence Co., Indianapolis, Ind.
Stewart Iron Works, Cincinnati, O.
Van Dorn Iron Works Co., Cleveland, O.

Field Hoes
Geneva Tool Co., Geneva, O.

Files
G & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.
N. A. Watson, Erie, Pa.

Filters, Water
N. A. Watson, Erie, Pa.

Fire Arms
Alfred Field & Co. New York
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass

Fireplace Fixtures
Rostand Mfg. Co., Milford, Conn.

Fire Pots
Clayton & Lambert Mfg. Co., Detroit, Mich.

Fishing Tackle
Clark, Horracks Co., Utica, N. Y.
The Horton Mfg. Co., Bristol, Conn.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Flintstone Enamel Steel Ware
Reed Mfg. Co., Newark, N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila., Pa.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Freezers (Ice Cream)
Alaska Freezer Co., Winchendon, Mass.
The Dana Mfg. Co., New York, N. Y.
John H. Graham & Co., New York, N.Y.
North Bros. Mfg. Co., Philadelphia, Pa.
White Mountain Freezer Co., Nashua, N. H.

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Furnace Shovels ("Tropic")
Avery Stamping Co.. Cleveland, Ohio.

Galvanized Hoops, Bars & Bands
Harold McCalla, Philadelphia, Pa.

Galvanized Ware
Reed Mfg. Co., Newark, N. Y.

Galvanized Wire
Fuller Bros.& Co., New York

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garbage Cans
Arrow Can Co., New York, N. Y.

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
W. H. Glenny & Co., Rochester, N. Y.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges
The H. H. Mayhew Co., Shelburne Falls, Mass.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.

Glass Cutters
W. L. Barrett, Bristol, Conn.
Fletcher, Terry & Co., Forestville, Ct.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Glue
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O
Geneva Tool Co., Geneva, O.

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grates
Blacklock Foundry, South Pittsburgh, Tenn.

Grinders (Clipper)
John Van Benschoten, Poughkeepsie, N. Y.

Grist Mills (Hand)
The Wm. Bayley Co., Springfield, O.

Gummers, Saw
Henry Disstons Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Hack Saws
Diamond Saw & Stamping Co., Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.
West Havcn Mfg. Co., New Haven, Conn

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Halter Chains
Covert Mfg. Co., Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., Troy, N. Y.

Hammers
Henry Chenney Hammer Co., Little Falls, N. Y.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York
Franklin Specialty Co., Reading, Pa.

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Handles, Tool
Berger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

H angers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.
W. H. Glenny & Co., Rochester, N. Y.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Cabinets
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York

Hardware Shelving
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties
Alfred Field & Co., New York
Enterprise Mfg. Co. of Pa., Phila.
Iwan Bros., Streator, Ill.
Robert Murray, New York
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Franklin Specialty Co., Reading, Pa.
E. E. Josef, Mfg. Co., Buffalo, N. Y.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., Troy, N. Y.

Hatchets
Franklin Specialty Co., Reading, Pa.
National Cutlery Co., Detroit, Mich.

Hasps and Staples
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Header Forks
Geneva Tool Co., Geneva, O.

Hinges
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Hoist (Chain)
Jos. F. McCoy Co., New York.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware
Blacklock Foundry, South Pittsburgh, Pa.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York

Horse and Cattle Ties
Covert Mfg. Co., Troy, New York
Oneida Community, Ltd., Kenwood, N. Y.

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Holders, Pillow Sham and Dust Pan
E. E. Josef Mfg. Co., Buffalo, N. Y.

Household Specialties
W. H. Glenney & Co., Rochester, N. Y.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
Alaska Freezer Co., Winchendon, Mass.
The Dana Mfg. Co., New York, N. Y.
John H. Graham & Co., New York
North Bros., Mfg. Co., Philadelphia
White Mountain Freezer Co., Nashua, N. H.

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls Mass.
Franklin Specialty Co., Reading, Pa.

Ice Tools
W. H. Glenny & Co., Rochester, N. Y.
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.
John Storts & Son, Phila., Pa.

Injectors
N. A. Watson, Erie, Pa.

Injectors, Excelsior
N. A. Watson, Erie, Pa.

Inverted Light
Wiederhold Light Co., New York, N. Y.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron and Steel
Harold McCalla, Philadelphia, Pa.

Iron Works
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Jack Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

"Japalac"
Glidden Varnish Co., Cleveland, O.

Job Lots
Chas. Welland, New York, N. Y.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.

Knives
National Cutlery Co., Detroit, Mich.

Ladders, Folding
Udell Works, Indianapolis, Ind.
Berger Bros. Co., Philadelphia

Lamps, Bicycle
John H. Graham & Co., New York

Lanterns
R. E. Dietz & Co., New York, N. Y.

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Lawn Fences
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Rakes
Geneva Tool Co., Geneva, Ohio

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh, New York
Globe Lawn Mower Mfg. Co., Reading, Pa.
Philadelphia Lawn Mower Co., Philadelphia, Pa.

Lawn Tools
Geneva Tool Co., Geneva, Ohio

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialy Co., Erie, Pa.
John H. Graham & Co., New York
John Sommer's Son, Newark, N. J.
Leader Mfg. Co., Hartford, Ct.

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Levels (Patent Aluminum)
Davis & Cook Co., Watertown, N. Y.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Light (Inverted)
Wiederhold Light Co., New York, N. Y.

Lighting Systems
American Gas Machine Co., Albert Lea, Minn.

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks and Knobs
John H. Graham & Co., New York

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lubricators
Geo. W. Cole Co., New York, N. Y.

Machinists' Tools
Barnes Tool Co., New Haven, Conn.
Henry Disston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mail Boxes
Vermont Slate Co., Zanesville, Ohio
Smith Bros. Mfg. Co., Indianapolis, Ind

Mallets
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New York

Manufacturers' Agents
John H. Graham & Co., New York
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Manure Hooks
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City, New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa., Phila.

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Measuring Tapes
Alfred Field & Co., New York
John H. Graham & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Metal Ceilings
Northrup, Coburn & Dodge Co., New York, N. Y.

Metal Side Walls
Northrup, Coburn & Dodge Co., New York, N. Y.

Mills, Coffee and Spice
The Wm. Bayley Co., Springfield, O.
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Mop Wringers
The Dana Mfg. Co., New York, N. Y.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nail Sets
John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Sawyer Tool Mfg. Co., Fitchburg, Mass.

Needles
Alfred Field & Co., New York

Nippers
Alfred Field & Co., New York
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburgh, Pa.

Office Railings
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans (Safety)
Vermont Slate Co., Zanesville, Ohio

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, O

Ovens, Gas Stove
Schofield & Co., Freeport, Ills.

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
E. E. Nice, Philadelphia, Pa.

Paint Specialties
Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.

Paper Boxes
National Metal Edge Box Co., Philadelphia, Pa.

Paper Clips
Cushman & Dennison, New York

Paviors' Tools
John Stortz & Sons, Phila., Pa.

Patents
Davis & Davis, New York

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Planters' Hoes
Geneva Tool Co., Geneva, O.

Plated Ware
Alfred Field & Co., New York

Plates, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
Alfred Field & Co., New York
John Chatillon & Sons, New York

Pocket Knife Tool Kit
U. J. Ulery, New York, N. Y.

Polish, Stove
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Stove Polish Co., Chicago, Ills.

Polishes, Liquid
Geo. W. Huffman, Indianapolis, Ind. and New York

Polishes, Paste
Geo. W. Huffman, Indianapolis, Ind. and New York

Portable Revolving Whip Rack
John H. Best, Galva, Ill.

Postal Scales
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Augers
Iwan Bros., Streator, Ill.

Post Hole Diggers
John H. Graham & Co., New York
Iwan Bros., Streator, Ill.
F. E. Kohler & Co., Canton, Ohio

Potato Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Pressed Steel Tiling and Brick
Northrup, Coburn & Dodge Co., New York, N. Y.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting
F. E. Myers & Bro., Ashland, Ohio

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches
Chandler & Farquhar, Boston
The H. H. Mayhew Co., Shelburne Falls, Mass.

Punches, Spring
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

Railings, Wire and Iron
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Stewart Iron Works, Cincinnati, O.

Rail, Barn Door
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses
Magnolia Metal Co., New York

Railways
M. V. Richards, Land & Ind. Agt., Southern Ry., Washington, D. C.

Raisin Seeders
Enterprise Mfg. Co. of Pa., Phila.

Rakes
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York

Razors
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.
Jos. Rodgers & Sons, New York and Sheffield, England

Razor Grindstones
Pike Mfg. Co., Pike, N. H.

Razor Guards
L. T. Weiss, Brooklyn, N. Y.

Razors, Safety
Gillette Sales Co., New York, N. Y.
Kampfe Brothers, New York
Gem Cutlery Co., New York
Reichard & Schneber Mfg. Co., New York, N. Y.

Reamers
C. E. Jennings & Co., New York
Wiley & Russell Mfg. Co., Greenfield, Mass.

Reels, Wood
John Sommer's Son, Newark, N. J.

Reels, Rope
Udell Works, Indianapolis, Ind.

Refrigerators (Iceless)
The Dana Mfg. Co., N. Y.

Registers, Warm Air
Berger Bros. Co. Philadelphia

Revolvers
Harrington & Richardson Arms Co., Worcester, Mass.

Revolving Chimney-Tops
Iwan Bros., Streator, Ill.

Revolving Horse Hay Rakes
Geneva Tool Co., Geneva, O.

Rifflers
The H. H. Mayhew Co., Shelburne Falls, Mass.

Rifles
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Riveters
F. H. Smith Mfg. Co., Chicago, Ill.

Rivets
Berger Bros. Co., Philadelphia
Garland Nut & Rivet Co., Pittsburgh, Pa.
C. C. & E. P. Townsend, New Brighton, Pa.

Roasters and Bakers
The Bronson Walton Co., Cleveland, O

Roof Bolts
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies
Am. Steel Roofing Co., Middletown, O.
Berger Bros. Co., Philadelphia
National Sheet Metal Roofing Co., Jersey City, N. J.
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Metal Shingles and Tiles
National Sheet Metal Roofing Co., Jersey City, N. J.

Roof Rods
Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic
Stowell Mfg. Co.: Jersey City, N. J.

Rules
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Rules, Steel
Keuffel & Esser, New York, N. Y.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Sad Irons
Blacklock Foundry, South Pittsburgh, Tenn.
Dover Mfg. Co., Canal Dover, Ohio.
Enterprise Mfg. Co. of Pa., Phila.

Sad Iron Handles
Enterprise Mfg. Co. of Pa., Phila., Pa.
Fanner Mfg. Co., Cleveland, Ohio

Sand and Emery Paper
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Sash Balances, (Spring)
Pullman Mfg. Co., Rochester, N. Y.

Sash Chain and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sash Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners
Champion Safety Lock Co., Geneva, O.

Sash Fixtures
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Lifts
Champion Safety Lock Co., Geneva, O.

Sash Locks
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sash Locks, (Ventilating)
Pullman Mfg. Co., Rochester, N. Y.

Sash Ribbon and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sausage Stuffers
Enterprise Mfg. Co. of Pa., Phila.

Saws
Henry Disston & Sons, Phila., Pa.
C. E. Jennings & Co., New York
E. C. Atkins & Co., Cincinnati, Ohio.

Saws, Butchers'
John Chatillon & Sons, New York

Saw Gummers
Ajax Mfg. Co., Pittsburgh, Pa.

Saw Sets
Alfred Field & Co., New York
Charles Morrill, New York

Saw Tools
C. E. Jennings & Co., New York

Scales
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York
Osgood Scale Co., Binghampton, N. Y.
Pelouze Scale & Mfg. Co., Chicago

Screen Doors
The Continental Co., Detroit, Mich.
A. J. Phillips Co., Fenton, Mich.

Screen Door Catches
Caldwell Mfg. Co., Rochester, N. Y.

Screen Door Pulls
Champion Safety Lock Co., Geneva, O.

Screws
Robert Murray, New York

Screw Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Screw Drivers
The Ducharmes Co., Shelburne Falls, Mass.
John H. Graham & Co., New York
C. E. Jennings & Co., New York
H. H. Mayhew Co., Shelburne Falls, Mass.
North Bros., Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Drivers (Indestructible)
Thomson Drop Forge Co., Plantsville, Conn.

Screw Plates
Alfred Field & Co., New York
Walworth Mfg. Co., Boston Mass.
Wiley & Russell Mfg. Co., Greenfield, Mass.

Screw Wrenches
Bemis & Call, Hardware & Tool Co., Springfield, Mass.

Scythes and Grass Hooks
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.

Scythe Rifles
Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush
Geneva Tool Co., Geneva, O.

Scythe Stones
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike, N. H.

Sectional Shelving
J. D. Warren Mfg. Co., Chicago

Seals
Schwerdtle Stamp Co., Bridgeport, Conn

Settees, Iron
Stewart Iron Works, Cincinnati, O.

Sharpening Machines
John Chatillon & Sons, New York

Sharpening Stones
Pike Mfg. Co., Pike, N. H.

Shears, Compound Portable Leverage
Chas. Swan & Co., Corry, Pa.

Shears and Scissors
Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

Sheep Shearing Machines
Am. Shearer Mfg. Co., Nashua, N. H.

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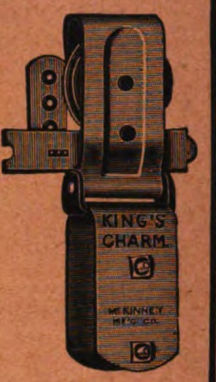
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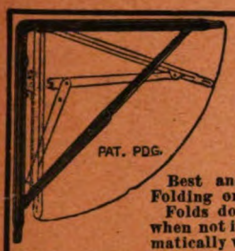


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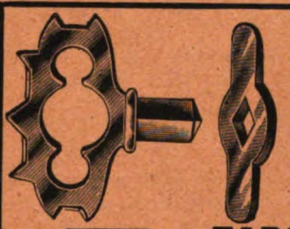
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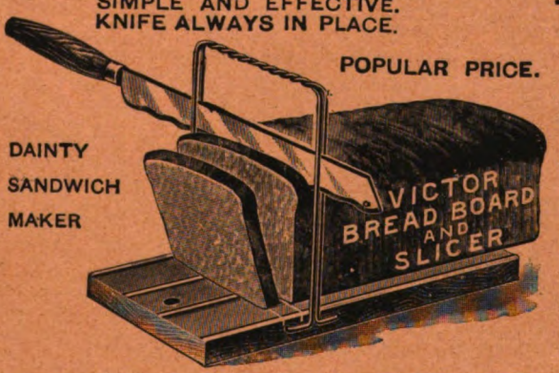
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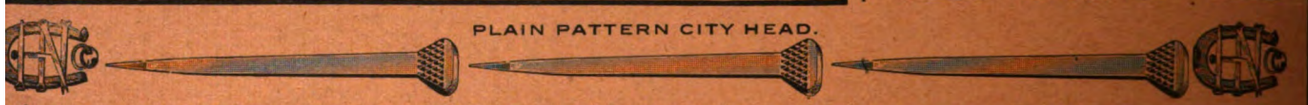
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VOL. XXXII NO. 9

HARDWARE

NEW YORK FEB. 10 1906

Entered as Second Class Matter at New York, N. Y. Postoffice

IVES PATENT WINDOW STOP ADJUSTER



and 30-page Catalogue of WINDOW HARDWARE SPECIALTIES Mailed Free.

The H. B. Ives Co. NEW HAVEN, CT.



CHAIN



Halter Chains—Dog Chains—Cow Chains—Coil Chain. Chains for all kinds of Machinery.

ONEIDA COMMUNITY, Oneida, N. Y.



All hardware dealers should carry this draw knife in stock.

A. J. WILKINSON & CO., 180-188 Wash. St., Boston, Mass.



COVERT MFG. CO.
TROY, N. Y.
STEEL CARRIAGE and WAGON JACKS
AUTO JACKS
Harness Snaps, Chain, Rope and Web Goods.
SOLD BY ALL LEADING JOBBERS.

WATER MOTORS

WHICH IT PAYS DEALERS TO SELL.

Water Fans



RETAIL
7 in. adjustable motor, $15
7 in. plain motor, $8.50
Auto-Brake, $1.50

Manufactured only by
The A. Rosenberg Motor and Manufacturing Co.
Baltimore, Md., U. S. A.

AGENTS WANTED
Hardware Dealers Make BIG PROFITS SELLING



Stewart's Iron fence

which is cheaper than Wood and will last a LIFETIME. Most economical fence to buy. Awarded Grand Prize and Gold Medal, World's Fair, St. Louis, 1904. Send us your application TO DAY for Agency in your city.

The Stewart Iron Works Company
Dept. L., CINCINNATI, OHIO
Largest Iron Fence Factory in the World.
Capacity over 1,000,000 lin. feet.

STEVENS

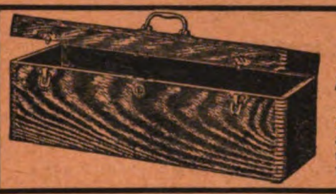
We know how to make **right goods at right prices**; we know how to **protect our trade**, *and do so;* we know how to **spread the fame** of our popular output. Merchants are sure to find the STEVENS a **very profitable** and **ready selling line.**

Our line: **RIFLES, PISTOLS, SHOTGUNS.**

ASK YOUR JOBBER. INSIST ON THE STEVENS.

SEND FOR 140 PAGE CATALOG.

J. STEVENS ARMS & TOOL CO.
255 MAIN STREET,
CHICOPEE FALLS, MASS., U. S. A.



C. E. JENNINGS & CO.
42 MURRAY ST., NEW YORK
ELECTRICIANS' TOOL CHESTS

Made in two sizes. No. 1000 is 17 x 5½ x 5 inches. No. 1001 is 21 x 6½ x 7 inches. Made of Chestnut, locked corners, filled and varnished; has lock; box hinges; brass plated elbow to support lid, when open; brass plated lifting handle and two trunk clasps, to hold lid in place, when carried by hand.



The World Renowned MAGNOLIA METAL
ONE GRADE, ONE QUALITY ONLY.



FAC-SIMILE BAR OF MAGNOLIA METAL.

CHEAPER and better than "Genuine Babbitt." Lasts longer with less friction. Saves oil, fuel, power, etc. The only anti-friction babbitt metal that is used all over the world by the leading Railroads, Steamships, Manufacturers, etc., and by twelve leading governments. Sold by leading dealers everywhere or by

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WE MAKE THE NORRIS PULLEYS IN ALL THE DIFFERENT SIZES, QUALITIES & FINISHES ALSO MADE BALL BEARING.



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THE STANDARD OF THE WORLD
TRADE MARK REGISTERED

FRANK B. SLOAN & CO., BALTIMORE, MD.

JOBS IN HARDWARE, CUTLERY AND HOUSEFURNISHING GOODS. BOUGHT and SOLD.

I make all kinds of second quality files and rasps a specialty

CHAS. WEILAND
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You won't have to hesitate about selling UNIVERSAL Hack Saw Blades to customers who have hard, difficult work to be done!

UNIVERSAL Hack Saws are made for just that kind of work,—and that's why we're selling so many that our plant is being enlarged.

Enlarged capacity means large sales—and large sales mean genuine quality. *Want our catalogue and prices?*

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THE FAIRBANKS CO., 78-80 City Road, London, E. C.
RODINGSMARKT, 38, Hamburg, Germany. 56 Bothwell St., Glasgow, Scotland.

There is only one GENUINE STILLSON WRENCH and that is made by the WALWORTH MANUFACTURING COMPANY

See to it when buying from jobbers that they do not give you an imitation wrench. If your dealer does not keep the GENUINE STILLSON WRENCH write to the

WALWORTH MFG. CO., 128-136 Federal St., Boston, Mass. Park Row Building, New York City.

FOR PRICES AND TERMS.

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GENEVA TOOL CO., HAND AGRICULTURAL TOOLS. GENEVA, OHIO.

Fuller Brothers & Co.,
139 GREENWICH STREET,
NEW YORK.
STEEL WIRE NAILS.
Iron and Steel
CUT NAILS.
Plain and Galvanized Wire.
BARB WIRE.
Wire Straightened and Cut to Length

DO NOT EXPERIMENT

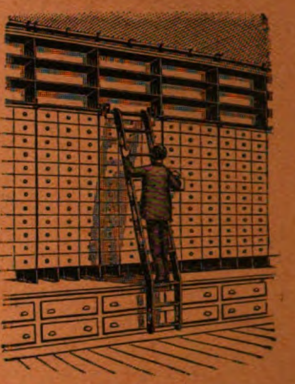


No. 1 Fire Pot, $6.00 Net.

Buy a No. 1 and be one of the many thousand pleased users who say "We could not afford to use other makes if they were given to us." *There is a reason why the No. 1 is best.* Our catalog is free and tells all about it. Jobbers sell our line at factory price under our guarantee "Your money back if you are not pleased."

Clayton & Lambert Mfg. Co.,
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LANE'S STORE LADDER



Send for Catalogue.
Lane Brothers Co.,
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NOTHING BETTER
NILES
SPRING HINGE AND PIVOT.
WRITE FOR PRICES.
NILES MFG. CO.,
14-16 N. Canal St.,
CHICAGO.

Improved "STAR" Chain Pump Bucket



Is better than ever; in quality and construction.
Its merits reccommend it.
Give it a trial and be convinced.
Henry C. Freshour
Bridgeport, Conn.

The **AJAX SELF WITHDRAWING WOOD BORING MACHINE**



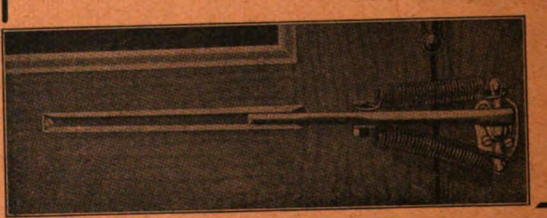
does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.
AJAX MFG. CO.,
Pittsburgh, Pa.
Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.



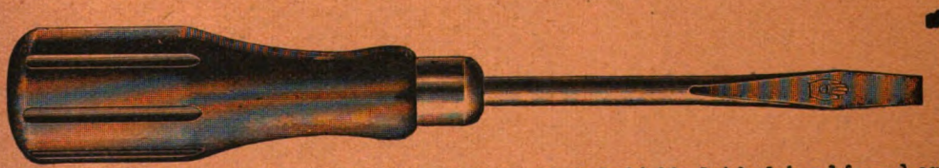
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Self-Pulling CORK SCREWS
Every one tested and guaranteed.
Manufactured only by
ERIE SPECIALTY CO., Erie, Pa.



The Great GERAN Door Spring



One size closes any door gently and firmly or holds it open. Simple, durable, cheap. Sold by leading Hardwaremen. Write to-day.
The Middletown Mfg. Co.,
Middletown, Ohio



PEERLESS
No. 7 SCREW DRIVER
Is made from best Screw Driver Steel. Every blade is highly finished, hand-forged and tested to break a screw head.
Send for circular and prices. **THE DUCHARMES & CO., Shelburne Falls, Mass.**

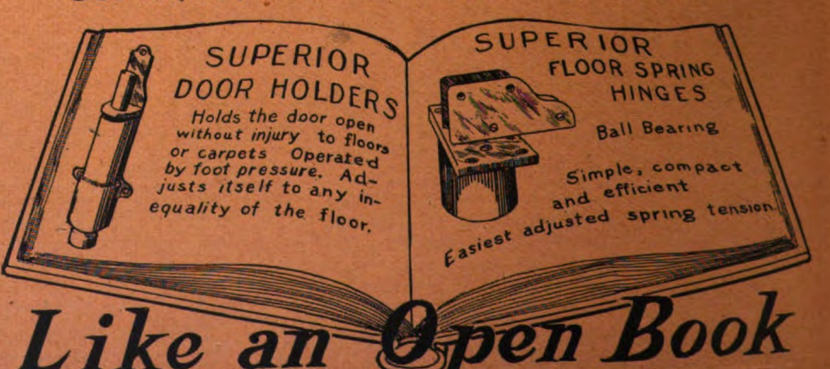
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IRON AND STEEL
Of Every Description
Plain and Galvanized Bars, Hoops, Bands, Angles, Channels, Tees, Etc.
Shipments from stock or mill.
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RIVETS & WIRE NAILS.



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New Brighton, Penn.

SUPERIOR SPRING HINGE CO., 15 SO. CANAL ST. CHICAGO, ILL.



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127 Fulton Street, NEW YORK.

Manufacturers of

MEASURING TAPES

Steel, Metallic, Linen, Ass-Skin; Steel and Linen Pocket Tapes

OUR GUARANTY: *Best Material, Highest Grade Workmanship, Greatest Accuracy.*

HIGHEST AWARDS: GRAND PRIZE, ST. LOUIS, 1904
GOLD MEDAL, PORTLAND, 1905

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HOBOKEN, NEW JERSEY.

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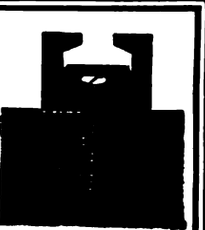
111 Madison St., Chicago.
813 Locust St., St. Louis.
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MORE SHELF ROOM

Easily secured without increasing the size of the store by using

BAINES SHELF BRACKETS

Adjustable or Fixed





The accompanying cuts show the entire absence of obstructions, usually found on Hardware shelves; the manner of adjustment; and the way they are attached to the walls.

Our catalogue "H," for Hardware men, tells how to estimate the number of brackets required, how to install them, etc. It will be of interest to any merchant.

PIQUA BRACKET CO. PIQUA, O.

WHY CRY

over Spilt Milk



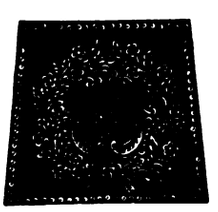
or Broken Chair Seats

If the Universal Chair Seat

can be fitted into any old chair



All you need is a pair of shears



Tell your customers that. Tell 'em they are better and cheaper than cane or leather. We guarantee that. Send for 1906 prices.

Mention HARDWARE.

Eureka Chair Seat Co.
Syracuse, N. Y.



BEFORE placing your orders for the Holiday trade for Chafing Dishes, Five O'clock Teas, Coffee Extractors, Crumb Trays and Scrapers, Baking Dishes, etc., it may be to your interest to write for an Illustrated Catalogue to

The Buffalo Mfg. Co.

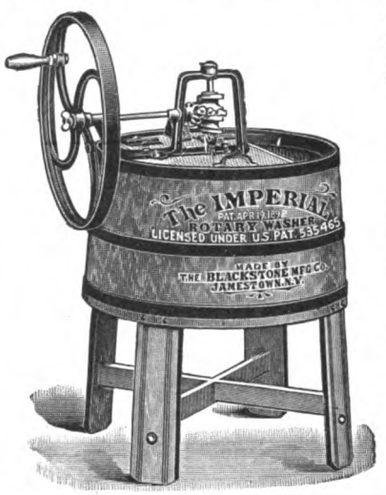
444 Niagara St., BUFFALO, N. Y.

BRANCH OFFICES:

18 Warren St., New York,
512 Commerce St., Philadelphia,
40 Dearborn St., Chicago,
247 Coronado Bldg., Denver, Colo.,
61 Stuart St., San Francisco.

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The Dollars You're After



will come to you with less effort the moment you invest a few of them in a trial order for the

Imperial Rotary Washer

It's noiselessness — easy operation (has all steel roller bearings) — handsome finish—gold and aluminum bronze castings—help sell it so quickly.

When you write for prices ask for our catalogue. It shows the most complete line of washers on the market.

The Blackstone Mfg. Co.
Jamestown, N. Y.
Established 1871

The World's Standard
"Pullman" Coil Door Springs



Price guaranteed to date of ship ment.

We are booking orders now for Spring De-l.very.

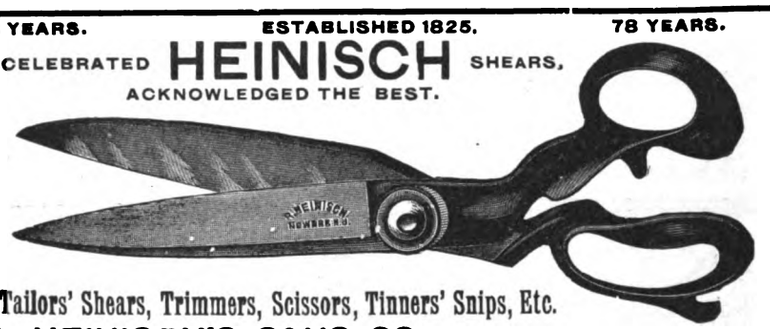
Malleable Iron Hooks
No. 209 Japanned Screw Eyes

PULLMAN MFG. COMPANY
Rochester, N. Y.

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78 YEARS. ESTABLISHED 1825. 78 YEARS.

CELEBRATED **HEINISCH** SHEARS,
ACKNOWLEDGED THE BEST.



Tailors' Shears, Trimmers, Scissors, Tinners' Snips, Etc.

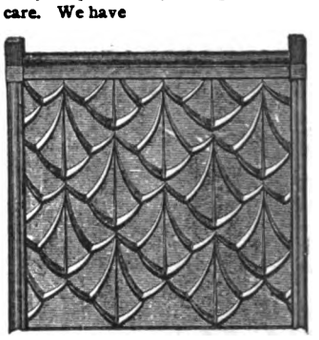
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F. A. VORDERMEIER, NEW YORK MANAGER.
MAIN OFFICE AND FACTORY, NEWARK, N. J.



Rust--Storm--Fire--Proof
Metal Shingles
and Tiles from Tin, Galvanized Tin and Copper

are the best for suburban or country houses.

We have the largest variety of styles. They require no painting or after care. We have



A Profitable Proposition
FOR
Every Hardwareman

Get in line—write us and be convinced.

Mention HARDWARE.

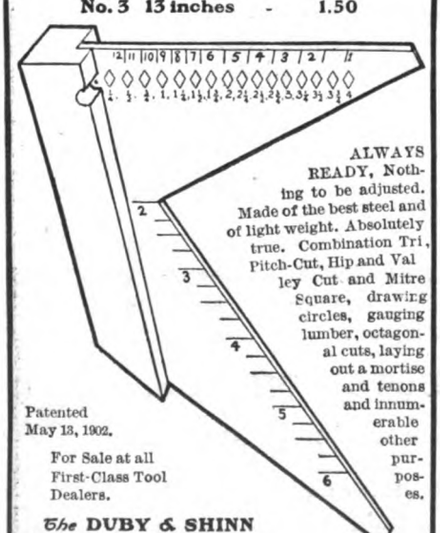


The National Sheet Metal Roofing Co.
339-345 GRAND ST., JERSEY CITY, N. J.

New Universal Square

(NEW STYLE) Made in Three Sizes.

No. 1	6 inches -	$0.65
No. 2	10 inches -	1.00
No. 3	13 inches -	1.50



ALWAYS READY, Nothing to be adjusted. Made of the best steel and of light weight. Absolutely true. Combination Tri, Pitch-Cut, Hip and Valley Cut and Mitre Square, drawing circles, gauging lumber, octagonal cuts, laying out a mortise and tenons and innumerable other purposes.

Patented May 13, 1902.

For Sale at all First-Class Tool Dealers.

The **DUBY & SHINN MFG. CO.,**
Incorporated

Nelson Bldg., 19 Park Place, New York City

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

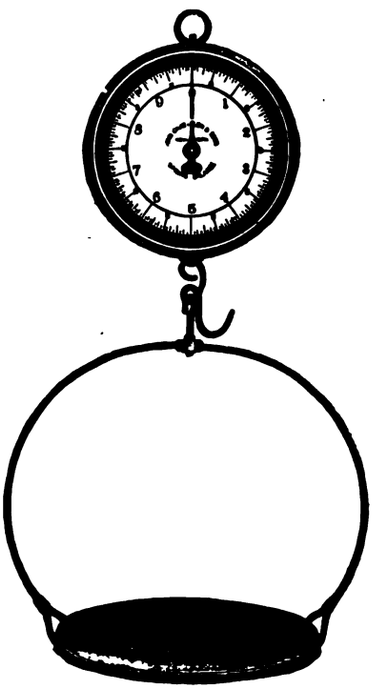
Catalogue and information free.

Address Dept. H,
THE **American Steel Roofing Co.**
Middletown, O.

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CHATILLON SPRING SCALES.

OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chattillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

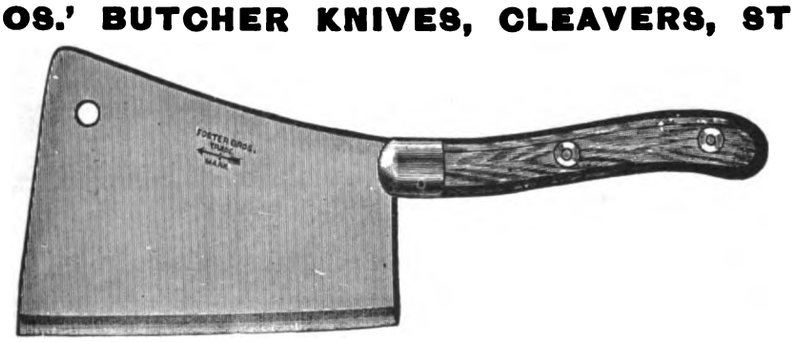


has our name as makers plainly on the dial, thus:

John Chatillon & Sons. Makers. New York.

and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.

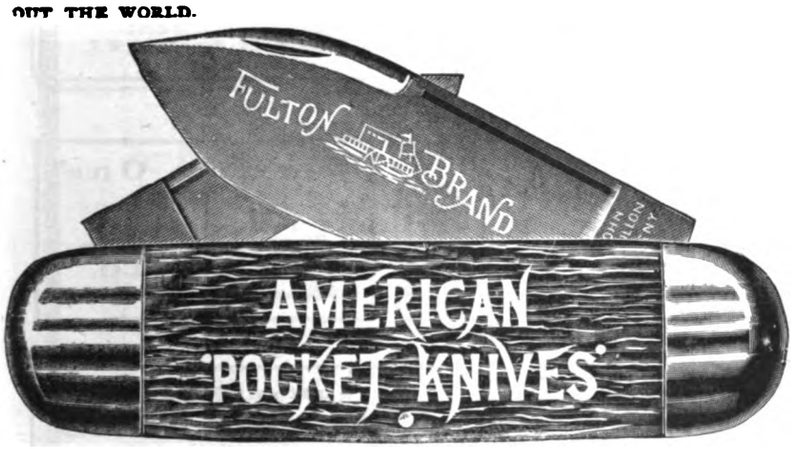


These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.



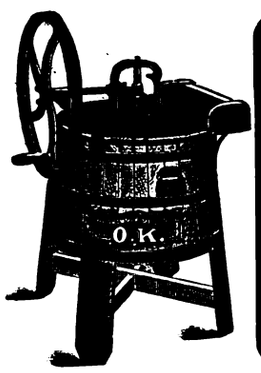
Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

ESTABLISHED 1835

JOHN CHATILLON & SONS, New York City.

85 to 93 CLIFF STREET and 12 JACOB STREET.

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The O. K. WASHING MACHINE

IS NOT SOLD

to *catalogue*, *mail order* or *premium houses* under the brand of O. K. or any other brand. All the leading hardware jobbers have them in stock.

The H. F. BRAMMER MFG. CO., Davenport, Ia.

1,500,000

WAYNE WASHERS SOLD Up to the Present Time

And increasing at the rate of 300 per day.—What more evidence do you want to convince you that Wayne Washers are the best to sell?

WE Know it's a "WINNER"

Because it possesses everything to make it a "WINNER"

FIRST—It has fewer parts in its construction than any other rotary, and Every one knows the fewer parts there are in the construction of any machine, the easier it will work and the less liability there is to wear and get out of order.



WAYNE WASHERS
Klean Klothes

The appearance of the "WINNER" is different than any other machine upon the market. The tub is finished in the natural wood, with green bronze hoops, green enamel hand wheel, and the gearing in gold bronze; the combination making the most beautiful appearing machine upon the market. We are also using a special preparation in connection with the finishing of our tub—which holds the varnish to the surface and retains the lustre for all time. You will not find this finish on any other washing machine made.

We also use the detachable stave leg, which does away with the necessity of throwing away the entire machine in case the leg becomes broken.

Simplicity—Quality—Appearance—Good Value for your Money, are all possessions of the "WINNER". Order a sample from our jobber or direct from us, and we will leave the rest to you and the "WINNER".

WAYNE MANUFACTURING CO., St. Louis, Mo.



THE SMILE

THAT WONT COME OFF

Is always worn by the THRIFTY HOUSEWIFE who uses a

WHITE LILY WASHING MACHINE

WRITE FOR EXCLUSIVE AGENCY

WHITE LILY WASHER CO.

TOLEDO, OHIO DAVENPORT, IOWA

Every Hardware Dealer

recognizes that an advertised article i four t mes easier to sell than an unadvertised one.

We have appropriated this season a good many thousand dollars for advertising our products in the large papers and magazi! es of national r- putation. You are certain to have calls for:

The Hartmann Stockade Wire Fence
The Hartmann Steel Picket Fence
The Glen Steel Folding Mat

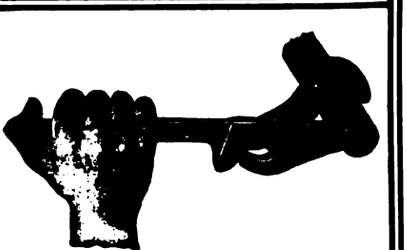
If y ur stock on these goods is low just drop us a line. You can't help selling them and run no risk in stocking up.

GLEN MFG. CO.
160 Mill St.
ELLWOOD CITY, - PA.

The Bullard

Automatic Wrench

The best combination Pipe, Monkey and Ratchet Wrench. Has no flaws, or faults. Strongest where other wrenches are weakest. Does quicker and better work than similar wrenches. Sells quicker, too.



Handiest for all

Un-Get-At-Able Places

Get our "Wrench Book." It tells a convincing tale.

Bullard Automatic Wrench Co.

257 W. Exchange St., Providence, R. I.

AGENCY **JOSEPH RODGERS & SONS, LTD.**

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, Ltd.

SHEFFIELD, ENGLAND

Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

ALFRED FIELD & CO., 93 Chambers St., New York



"Three in One" Lubricates

Prevents Rust, Cleans and Polishes

G. W. COLE CO.

145 Broadway, New York

Custom Made

FLY SCREENS

Fine Goods. Reasonable Prices.
Good Profits to Dealers. No Investment.
Agency Outfit Free.

Geo A. J. Phillips Co., Fenton, Mich.
23 Years Experience. 3½ Acres Floors.

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NOTICE



Every "Pony" Rivetor is Guaranteed

to be made of malleable iron, and free from imperfections of workmanship or material.

Ask your Jobber for the "PONY"

F. H. SMITH MFG. CO.

Carroll Ave. and St. Johns Ct.

CHICAGO, U. S. A.

A

POSITIVE,

FORCEFUL

SELLING AGENT

IS THE

QUALITY

OF THE



DISSTON SAWS

THEY

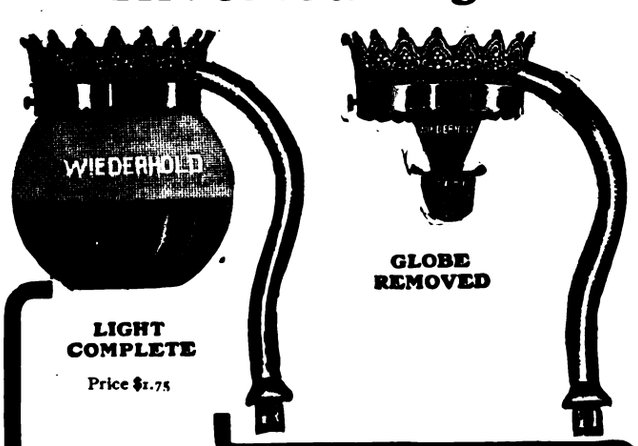
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TRADE.

HENRY DISSTON & SONS, INC.

PHILADELPHIA, PA.

The Wiederhold Inverted Light



LIGHT COMPLETE

Price $1.75

GLOBE REMOVED

The Best--Because

It never flashes back, blackens mantels nor smokes. Does not flicker.

It's ornamental, durable and gives

50 Per Cent. More Light

at less cost for gas and mantels. Fits any fixture—burns all kinds of gas.

Mark: Its Rays Are Downward.

We want a representative in every town. Write us.

The WIEDERHOLD LIGHT CO.

96 Warren St., New York

A Roadable Light

for home use must combine great power and whiteness with an absence of glare and irritation.

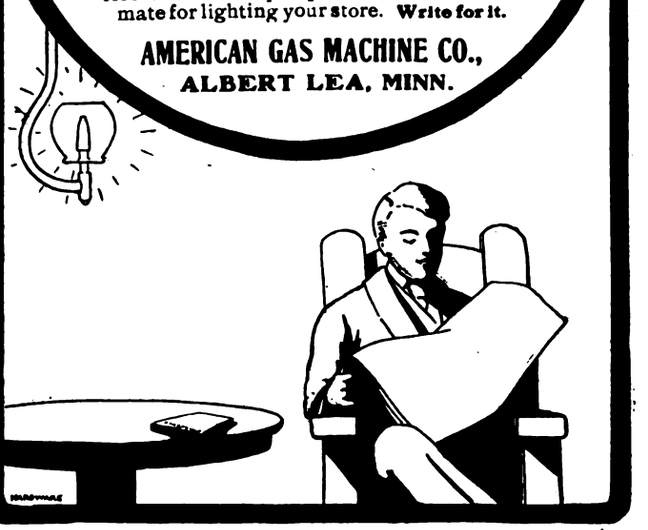
The American Automatic Lighting System

fulfills this requirement. It floods the room with a restful light that brings out every detail of print or sewing. It is safe, reliable, simple and economical. Regulates itself automatically.

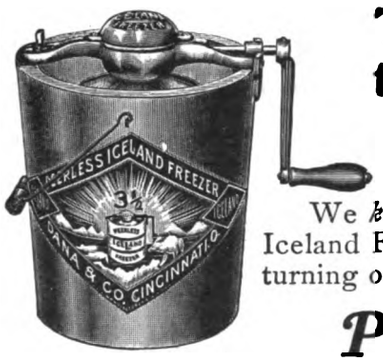
Hardware Dealers throughout the country are making handsome profits selling these machines to their customers. You will be interested in our prospectus—and an estimate for lighting your store. **Write for it.**

AMERICAN GAS MACHINE CO.,

ALBERT LEA, MINN.



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The best equipped factory, the best advertised product.

We make a few articles, in large quantities, make them better than any one else does, and we tell everybody about them.

We *know* we have the right principle in our "one-motion" Peerless Iceland Freezer and we've put up a new factory adequately equipped for turning out this freezer in great numbers.

Peerless Iceland Freezer

Our advertising—covering *every bit of freezer-selling territory* in the United States—gives an impulse, as strong as it is steady, to Peerless Iceland sales.

Every woman in the country interested in her home knows about the Peerless Iceland and believes in it. It's "the freezer the cook likes"—the freezer the *housekeeper* wants when she goes into your store.

Dana Iceless Refrigerator

For the window. No ice bill. A refrigerator that takes up no floor space and is run without ice eight months in the year.



Dana Mop Wringer

wrings the mop dry in five seconds. You stand in a natural position—both feet rest firmly on the floor.

Tub is well made, very strong and extra braced with heavy, flat iron, rust proof hoops. The rollers are of solid maple and never stick. The latest, the simplest and the best mop wringer on the market.

The Dana plant is fire-proof; we can *guarantee* delivery as promised. *Everything* about it is *modern*—selling organization and all.

Both jobber and dealer make a good profit on the Dana line.

Your jobber will be around soon. *Ask him.*



10 Warren Street, New York. **The Dana Mfg. Co.** Cincinnati.



SUPERIORITY

L. & I. J. White Co.'s Edge Tools have been marketed for nearly three quarters of a century.

It requires, therefore, no second glance to determine their superiority over any others on the market.

Thousands of skilled mechanics use them to-day because their fathers used them before them.

If you are not handling White's Edge Tools—is not that a good reason why you should?

Get our catalog to-day.

The L. & I. J. White Co.

BUFFALO, N. Y., U. S. A.

VOORHEES RUBBER MFG. CO. JERSEY CITY, N.J.

The Voorhees Trade Mark

on

Rubber Belting, Packings, Hose, Mats, Mattings, etc.

is the best guarantee for lasting satisfaction and economy for you and your customers.

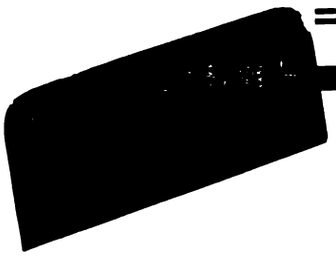
If you never had much of a trade in rubber goods, like ours, all we ask is a sample order.

It'll make you our steady customer. Write us to-day.

VOORHEES RUBBER MFG. CO.

Jersey City, N. J.

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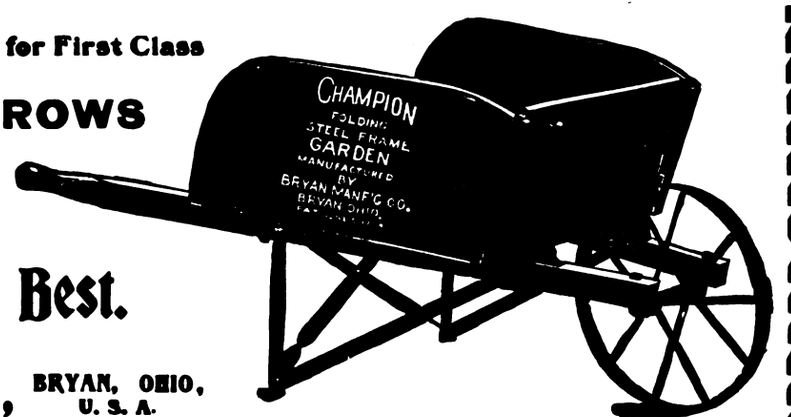
STREET
CLEANING TIME IS HERE

Are you ready with a nice stock of street-cleaning hoes to meet the demand?

All cities use them in large quantities—every village needs a dozen or more.
This hoe is a Crack-a-Jack. It has a 14 in. blade, heavy malleable eye and a strong 6 ft. ash handle. Big Seller! You'd better contract to supply your town.
If your jobber hasn't them, please write us.

AMERICAN FORK & HOE CO., CLEVELAND, OHIO.

If you're Looking for First Class
UP-TO-DATE BARROWS
ORDER THE ● ● ●
Champions, the World's Best.
All Kinds of Wood and Steel Barrows.



THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.

Automobile Cycle Skate

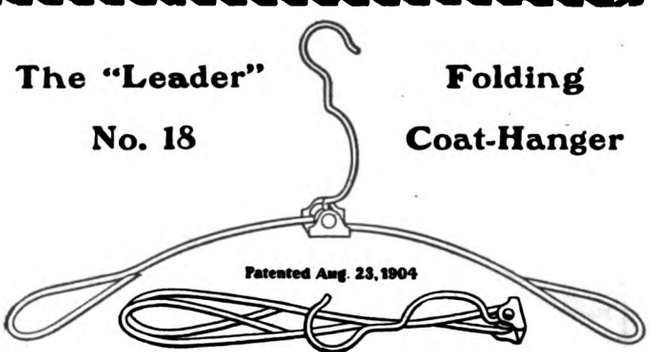


Our newest model. Size, extension 10 to 12 ins., ball bearings, 5-in. rubber tired wheels, metal parts sheet steel, finely nickel plated. Retail $10.00 per pair. With 4-in. wheel, $7.50 per pair.

Every dealer in Hardware, Sporting Goods, etc., will find it profitable to sell our line of Cycle Skates, as they appeal to both young and old, being adapted for use in Skating Rinks or on smooth sidewalks. Write for catalogue and trade discounts.

Cycle Skate and Sporting Goods Co.
37 Park Street, New York

The "Leader" Folding
No. 18 Coat-Hanger



JUST the thing for persons traveling. Takes up but a small space in the grip. Nicely nickel plated. Keeps coat or ladies' jacket in perfect shape.

Great seller for agents.
Write for catalogue and prices.

THE LEADER MFG. CO., HARTFORD, CONN.

BLACKLOCK FOUNDRY · SOUTH PITTSBURG, TENN.



Andirons for 1906

If you have never tried to sell Blacklock Andirons try 'em this year. We make a great variety of them: plain patterns in wrought iron as well as showy and ornate models, finished in gold or aluminum bronze.

Blacklock Andirons

are all-the-year-round and allaround good sellers because they have the reputation of being the best. Don't put off sending your inquiry to us—Send it to-day.



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DIXON'S GRAPHITE

DIXON'S SILICA-GRAPHITE PAINT
DIXON'S PIPE JOINT COMPOUND
DIXON'S LUBRICATING GRAPHITE
DIXON'S PENCILS, CRAYONS, ETC.

VALUABLE CATALOGUE NO. 54-K FREE

JOSEPH DIXON CRUCIBLE CO.,
JERSEY CITY, N. J.

You take no risk on the quality.
We make only the best.



Sand Papers in Reams and Rolls — Flint Paper, Garnet Paper, Emery Paper, Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & CO.
700 MARKET STREET, PHILADELPHIA.
97 BEEKMAN STREET, NEW YORK.
140 MILK STREET, BOSTON.
152 LAKE STREET, CHICAGO.

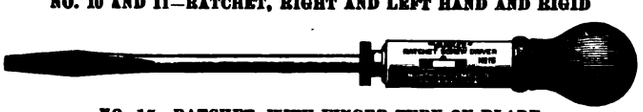
"YANKEE" TOOLS

ARE THE NEWEST, CLEVEREST AND QUICKEST SELLING

Ask Your Jobber About Them.

Send for "Yankee" Tool Book


NO. 10 AND 11—RATCHET, RIGHT AND LEFT HAND AND RIGID


NO. 15—RATCHET, WITH FINGER TURN ON BLADE


NO 30 AND 31—SPIRAL RATCHET, RIGHT AND LEFT HAND AND RIGID


NO. 40-41-44—AUTOMATIC DRILL


NO. 50—RECIPROCATING DRILL FOR WOOD OR METALS

NORTH BROS. MFG. CO.
New York Agents, John H. Graham & Co., 113 Chambers Street. PHILADELPHIA, PA.

STUDY LAW AT HOME

Prepare for success at the bar, in business or public life, by mail, in the ORIGINAL SCHOOL. Founded in 1890. Successful graduates everywhere. Approved by bar and law colleges. Regular College Law Course and Business Law Course. Liberal Terms. Special Offer Now. Catalogue Free.

Sprague Correspondence School of Law,
729 Majestic Bldg., Detroit, Mich.

ESTABLISHED 1836.

ALFRED FIELD & CO.

93 Chambers and 75 Reade Street, New York.

A STRONG COMBINATION.

We are Sole Agents in the United States for:

JOSEPH RODGERS & SONS, LIMITED,	Best Cutlery in the World.
JOSEPH GILLOTT & SONS,	Best Steel Pens in the World.
L. HUGONIOT TISSOT,	Best Pliers, Nippers, &c., in the World.
T. U. S. SHEAR CO. OPERATIVE SOCIETY LTD.,	Best Sheep Shears in the World.
THE IMPERIAL ENAMEL CO.,	Best Enamelled Signs in the World.
WEBSTER & HORSFALL,	Best Steel Wire in the World.
W. K. & C. PEACE,	Best Lawn Scythes and Grass Hooks.
EDWARD GEM & CO.,	Hedge and Garden Shears.

WAX WIRE

AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTER MAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

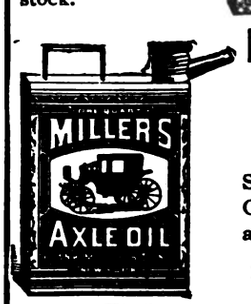
FRANK MILLER'S

Carriage Requisites

FRANK MILLER'S CARRIAGE TOP DRESSING

Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





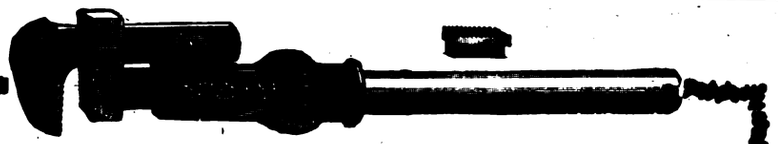
FRANK MILLER'S AXLE OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

THE FRANK MILLER CO.,
349 & 351 WEST 26TH STREET,
NEW YORK.

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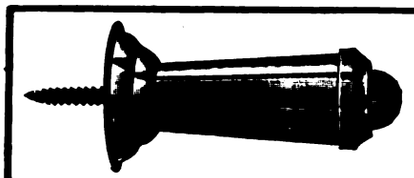


THE ARMSTRONG PIPE WRENCH

Will not crush pipe. Will stand the roughest usage. Is unexcelled for simplicity of construction, lightness and quick action.

Send for prices and catalogue. It will tell you of your needs in stocks, dies, tools and machines for cutting off and threading pipe.

THE ARMSTRONG MFG. CO., Bridgeport, Conn.



The Champion Metallic Base Knobs
NEVER BREAK
(TRADE MARK)

Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all Finishes to match other hardware. Manufactured only by
THE CHAMPION SAFETY LOCK CO., Geneva, O.

Do You Want a Partner?

Warren's 12 Silent Salesmen.
Required 12 Years to Perfect.
Will Work 12 Hours Every Day.
For 12 Years to Come.
After First 12 Months, for nothing

The Warren System

IS THE "ALWAYS IN SIGHT" IDEA.

J. D. WARREN MFG. CO.

Fifth Floor Masonic Temple.
CHICAGO, ILLINOIS
Write for 1207 Booklet.

BLASTING SUPPLY?

Write for Prices and Particulars on

ELECTRIC EXPLODERS, ELECTRIC SAFETY FUSES, ELECTRIC TIME FUSES, ETC., TO

STAR ELECTRIC FUSE WORKS, Wilkes-Barre, Pa.

THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Notary, Lodge and Corporation Seals.
Send for Catalogue. BRIDGEPORT, CONN.

FILTER SEASON
1906
AT HAND

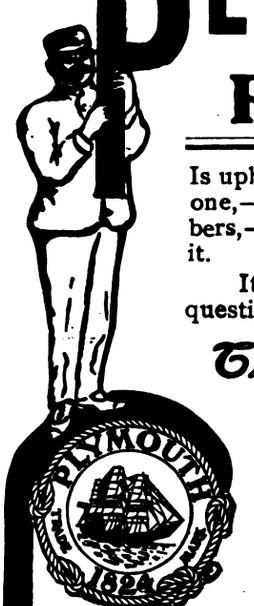
Advertising and Display Matter
Large Stock
Immediate Shipments



Quality Improved
Fully Guaranteed
Sanitary Stoneware of every Description

Established over 100 years

Fulper Pottery Co.
Flemington, N. J.



PLYMOUTH ROPE

Is upheld everywhere, by everyone,—consumers, retailers, jobbers,—who have bought or sold it.

It's quality has never been questioned.

The Question for You to Decide

is: How can you, in justice to yourself and your customers, afford to handle any other kind than the

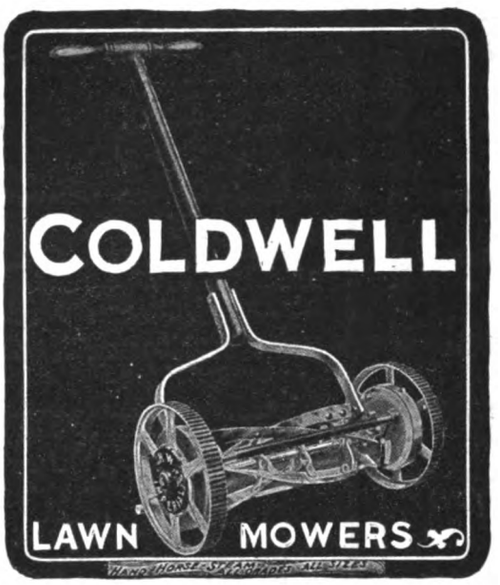
Best--"Plymouth" Rope?

If your jobber doesn't offer you genuine "Plymouth" write us and we will put you in touch with a convenient source of supply.

Mention HARDWARE when writing.

Plymouth Cordage Co.,
38 A Court St., No. Plymouth, Mass.

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COLDWELL LAWN MOWERS
Hand, Horse, Motor Power
1906
Catalogue Now Ready
COLDWELL LAWN MOWER CO.
NEWBURGH, N. Y.

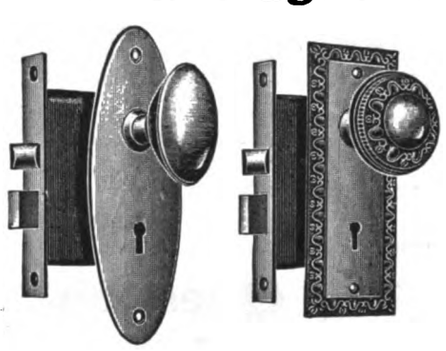
LOT'S WIFE TURNED
THEN STAYED THERE FOREVER
Most casters do the same thing.
EXCEPTING
THE FAULTLESS



Here is the turning point reducing friction to minimum.

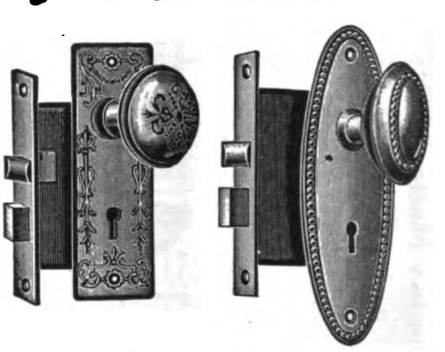
THE CASTER THAT
NEVER REFUSES TO TURN
HIGHEST AWARD OVER ALL, WORLD'S FAIR 1904 for Wood, Iron and Brass Beds and all kinds of furniture, with Wood, Iron, Brass, Leather and Insulator (Glass) Wheels.
FAULTLESS CASTER CO.,
NEBRASKA CITY, NEB.

You Ought to See the Rest of Our Line!



You will appreciate a copy of our catalogue. It gives full particulars and prices on our

Light Gray Iron Castings, Builders' Hardware, Dampers, Damper Clips, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes, Hardware Specialties.



The TAYLOR & BOGGIS FOUNDRY CO., Cleveland, Ohio

New Jersey Wire Cloth Co.
MANUFACTURES
THE ROEBLING STANDARD WIRE LATHING,
"JERSEY" POULTRY NETTING AND FARM FENCING,
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,
and every kind of
IRON, STEEL, BRASS and COPPER WIRE CLOTH.
TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Freemont Street, SAN FRANCISCO.

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SCREEN DOORS AND WINDOW SCREENS

TO THE RETAIL TRADE

THE CONTINENTAL COMPANY has established 602 Carload Distribution Points in the United States. Many Jobbers also have their private Distribution Points for cars including only their own customers orders.

Jobbers forward their customers' specifications to the factories, where all the orders for localities are assembled and shipped in Distribution Cars.

These Distribution Cars save an immense amount of money to the trade, as Jobbers deliver the goods to the distribution points.

All orders for Distribution Cars should now be in, to enable factories to get out the necessary assortments and ship their cars in time for the Spring trade.

Have you sent in your order to your Jobber? You will save money and time by doing so at once. The following brands of goods may be had in these Distribution Cars:

The Porter Screen Mfg. Company.
The Queen Anne Screen Company.
Philadelphia Screen Mfg Company.
The Owosso Manufacturing Company.
The Wabash Screen Door Company.
The A. J. Phillips Company.

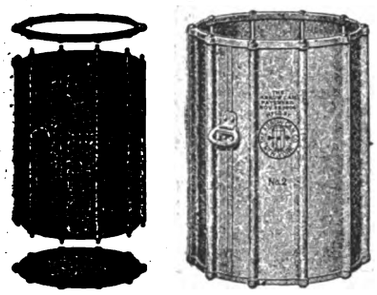
THE CONTINENTAL CO.,
1120 PENOBSCOT BUILDING
DETROIT, MICH.

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THE ARROW ASH CAN

Fireproof for Ashes,
Odorless for Garbage.

Will stand roughest handling. Heavily reinforced. The best and best selling ash can on the market.



SEND FOR CIRCULAR AND PRICES.
Mention HARDWARE.
THE ARROW CAN CO.
35 Warren Street, - New York.

Tool Chests

All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use; also Tool Cabinets.
Machinists' and pipe fitters' empty Tool Chests.
Agents for Steel Tool Chests.
Send for Catalogue.
AMERICAN TOOL CHEST CO.
200 West Houston St., New York, U. S. A.

CORRESPONDENCE SOLICITED. WRITE FOR PRICE LIST & DISCOUNT
N. A. WATSON ERIE PA.

GARLAND NUT & RIVET Co. PITTSBURGH

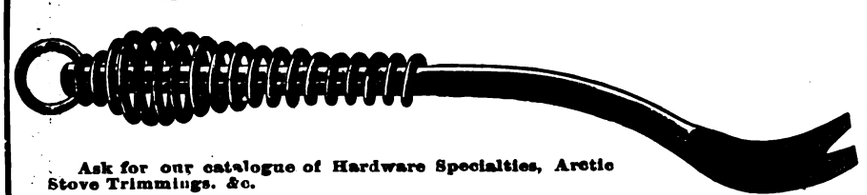
RIVETS

FOR
TOYS
TANKS
HAMES
WAGONS
SKATES
HINGES
STOVES
TRUNKS
SHOVELS
CASTERS
BOILERS
TINWARE
BARRELS
IRONWORK
SUCKER-RODS
RIVETED PIPE
DOOR HANGERS
COTTON BALING
PRESSED STEEL WORK
HARDWARE SPECIALTIES
AGRICULTURAL IMPLEMENTS
&c. &c. &c.
PACKAGE WORK A SPECIALTY

THE FANNER MFG. CO., CLEVELAND, OHIO.

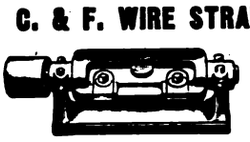


(STEEL LIFTER AND TACK PULLER.)



Ask for our catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.

C. & F. WIRE STRAIGHTENER.



Straightens wire from No. 3 to No. 20. It is 14 inches long, 4½ high and 5 wide. Weight 25 pounds.
Send for Circular.
Chandler & Farquhar Co. 131 Congress St., BOSTON, U. S. A.

WRITE FOR DISCOUNT—INCLUDING DELIVERY

Sells "On Sight" and Stays Sold.



Show this Level together with the ordinary style, and note the result.

COOK'S PATENT LEVEL
Made of Wood, Iron and Aluminum Frames — Of all jobbers, or — DAVIS & COOK CO., Watertown, N. Y.

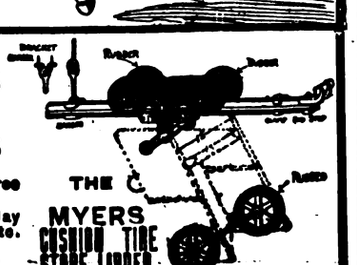
"Hold up! I'll take off my hat to the MYERS."



The name MYERS on Pumps and Hay Tools fixes their rank, indicates their quality and "separates them from the Goats," figuratively speaking.
That's why "all Hats Come Off" when the MYERS come in sight and why *The Glass Valve Takes Competition Off Its Feet.*



THE MYERS AND STAY-ON PUMPS, HAY TOOLS DOOR HANGERS
MEET ALL REQUIREMENTS.
Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.
Ask your Dealer for the Best Known Hay Carriers, Forks, Stayon Door Hangers, etc.



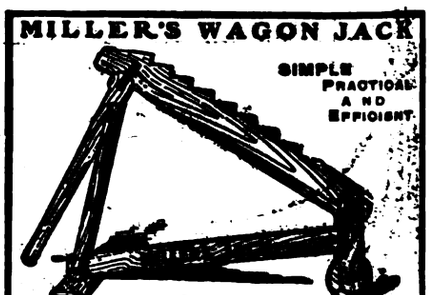
THE MYERS CUSHION TIRE STONE LADEN.

Write for Descriptive Circulars to
F. E. MYERS & BRO., Ashland, O.

PATENTS

procured promptly and with care in all countries. Also trade marks and copyrights.
DAVIS & DAVIS
ATTORNEYS-AT-LAW.
WASHINGTON, D.C.
St. Paul Building, NEW YORK.

MILLER'S WAGON JACK

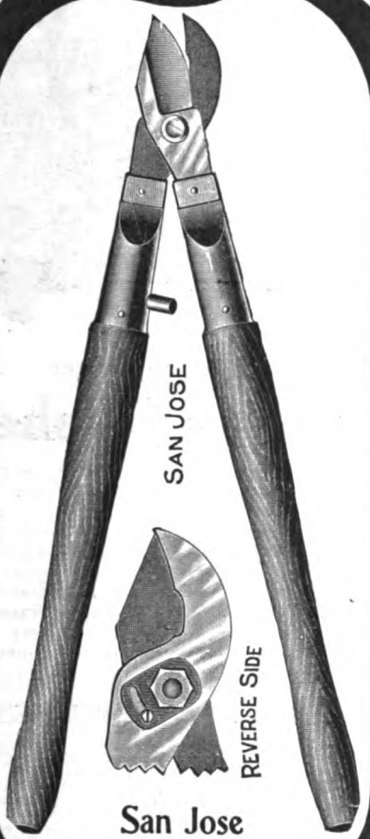


If not handled by your Jobber we will supply your order. Manufactured by
J. V. HANKINSON, FRANKLIN, O.
Successor to Thos. F. Miller, Jr.

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Pruning Shears

NEW FEATURES:
LOCK NUT
SEAMLESS FERRULES
NOTCHED HOOK
(Patented Dec. 31, 1901. Dec. 8, 1903.)

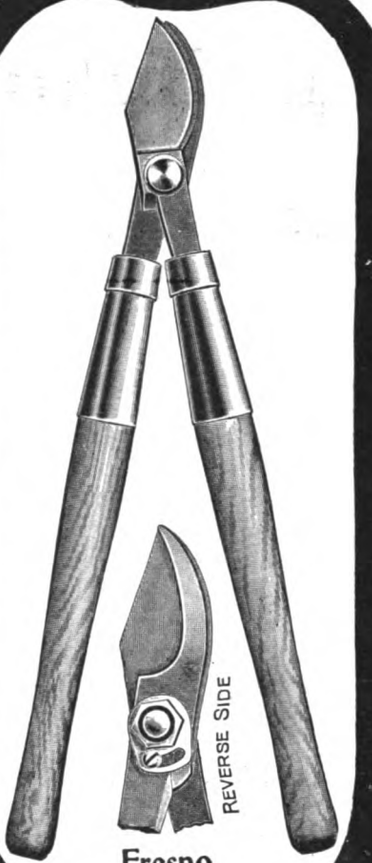


San Jose

The Cronk & Carrier Mfg. Co.
Elmira, N. Y.

Garden Rakes
Garden Mattocks
Garden Hoes

Write for
1906
Catalogue.



Fresno

THE MANY-USE OIL SELLS AT A PROFIT OF 100 to 150%

TO THE DEALERS



IT IS "THE STANDARD FOR QUALITY" EVERYWHERE

THIS IS THE *ONLY* "MANY-USE" OIL MADE



5 SIZES

2 OZ. BOTTLE FOR HOME USES.
LARGE BOTTLE FOR OFFICE AND STORE.
6 OZ. CAN FOR GUNNERS AND SPORTSMEN.
½ GAL. CAN FOR AUTOMOBILE AND SHOP.
5 GAL. CAN FOR GARAGE AND FACTORY.

THE MANY-USE OIL CO., MAKERS

JOHN H. GRAHAM & CO. Sole Selling Agents.

113 CHAMBERS STREET, NEW YORK

118 to 122 Holborn, London, E. C., England. 123 California St., San Francisco, Cal. Copenhagen (Freeport).

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The Exclusive Agency

for the sale of our IMPROVED ACME WASHER is offered to live progressive dealers in territory where we don't have agents. The details of

OUR PLAN OF SALE

will be sent you upon request. Its principal features are 1, a liberal margin of profit; 2, no competition and therefore no unfair price cutting; 3, a positive binding guarantee that the machine will do all we claim; 4, a complete plan for co-operating with our agents in making sales to the consumer; and 5, an expensive and elaborate national advertising campaign. (See below.)

(NOTE—In writing for our Plan of Sale, we shall appreciate it if you will state whether you sell any other washers, and if so, what make, and also about how many machines you may be able to dispose of per year.)

Read the Advertisement Shown Here

particularly the offer in the lower part. It is not only extremely fair and liberal to the consumer, but it also shows clearly that we are spending money to create a demand for our machine, and we shall fill this demand through the legitimate channels of trade, that is, through the store of the retail dealer. This advertisement, measuring 7 inches, is the smallest we are using. Our space runs from this size up to 19 inches in most of the higher priced magazines. In fact, we are spending upwards of

$50,000 IN ADVERTISING

At the present time we are using the February, March and April issues of the following leading publications:

Ladies' Home Journal	Delineator
McCall's Magazine	Woman's Home Companion
Ladies' World	Saturday Evening Post
Collier's Weekly	Everybody's Magazine
Harper's Bazar	Good Housekeeping

Men and Women

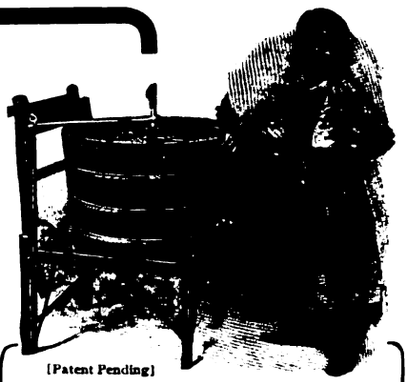
and 16 others, with a circulation of

Over 10,000,000 Copies Per Issue

WRITE TO-DAY FOR OUR PLAN

If you are not interested in Washing Machines, you can doubtless handle our line of Wringers and our Acme Wringer Mop. Prices and terms on application. Write to day.

ACME WASHING MACHINE COMPANY
COLUMBUS, OHIO



[Patent Pending]

The Improved
Acme Washer

will wash thoroughly and perfectly clean anything, from the finest piece of lace to the heaviest blanket, without tearing a thread or breaking a button. In fact, there is nothing in the way of washing which can be done by hand or with any other machine which cannot be done better, more easily and more rapidly with the **Improved Acme Washer.**

Besides being made of the very best materials, handsomely finished in natural wood, it has a number of

SPECIAL FEATURES

not found on any other machine. These consist of: **1, a Movable Wringer Stand,** which brings the wringer directly over the tub, so that all the water falls back into the tub, instead of on the floor. (The wringer need never be taken off.) **2,** the **Hinged Lid,** which is practically steam-tight, prevents the water from splashing over. This is merely raised up and leaned back against the handle, so that all the suds must drain into the tub. **3,** the **Extension Stand** holds the basket, or rinsing tub, close to and on a level with the machine, so that the clothes cannot fall on the floor, and no stooping is necessary. **4, No Iron Post** runs through the machine to rust and stain or tear the clothes.

There are many other good points about the **Acme,** all described in detail in our little booklet entitled "Wash-day Comfort." This is **free** for the asking. May we send you a copy?

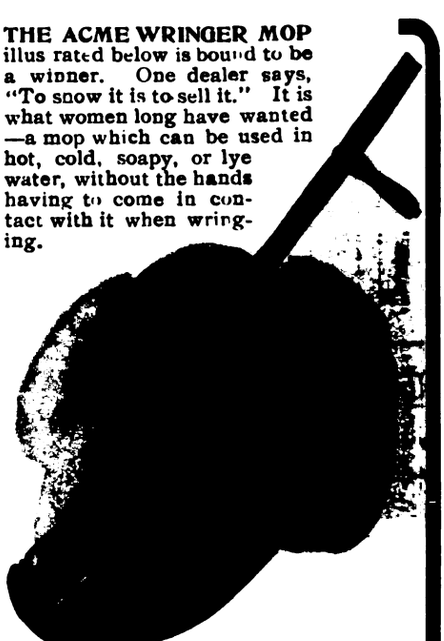
IS THIS A FAIR OFFER?

If you will write us that you are interested, we will give you the name of the dealer in your town who handles the **Improved Acme Washer.** You can see the machine at his store and learn all about it before you buy it. If you buy it, it is with the understanding that any time within 30 days, if the machine is not in every way satisfactory, he will take it away and give you back your money. He will do this cheerfully and readily, because our guarantee to him protects him against loss. You risk nothing but a two-cent postage stamp to mail us your letter.

Write To-day—even if you are not just ready to buy or even try a machine; in that case let us send the **little booklet**—remember, it's **FREE**—**write to-day!** Address

ACME WASHING MACHINE COMPANY
2511 S. High Street, Columbus, Ohio

THE ACME WRINGER MOP illustrated below is bound to be a winner. One dealer says, "To snow it is to sell it." It is what women long have wanted—a mop which can be used in hot, cold, soapy, or lye water, without the hands having to come in contact with it when wringing.



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WE'RE STILL AFTER YOUR TRADE.

We have created a demand for "Bristol" Steel Fishing Rods in your city.

We want you to fill it.

We have arranged a discount for dealers that will enable you to roll up a mighty nice profit and at the same time sell our Rods at low prices.

And we are referring all inquiries to you.

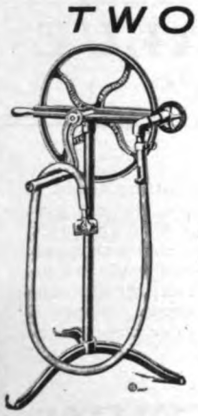
If you want to please us and please your customers, put in a nice assortment of "Bristol" Rods. When you see how easy they sell and how much profit they carry you will find that you have also pleased yourself.

If you have not heard from us by mail, please send in your name which will be placed on our list. By so doing you will get the benefit of our advertising matter issued from time to time, helping you to sell more of our Rods.

Our Rods are the ORIGINAL Steel Fishing Rods. We have been making them for over sixteen years. Look for our name and trade-mark "Bristol" on every reel seat. They are absolutely guaranteed to be free from defect in material and workmanship.

THE HORTON MFG. COMPANY, BRISTOL, Conn., U. S. A.

TWO MACHINES THAT SELL FAST
From now to June.



1902 CHICAGO CLIPPING MACHINE.
STEWART PATENT.

This is the strongest and most efficient hand power horse clipper ever made, regardless of price. It requires no experience to operate and will clip a horse complete in 30 minutes.

Retails at $10.75

STEWART'S 1904 SHEEP SHEARING MACHINE.

Pays for itself by the extra wool it secures from the first 50 sheep shorn. Gets from ¾ pound to 2 pounds more than hand shears.

Does not cut or hack the sheep like hand shearing. Every sheep owner needs one.

Retails at $12.75



Ask your jobber about these machines and write today for particulars about how we help dealers make sales. *Ask for catalogue.* We make over 90 per cent. of all the clipping machines used.

CHICAGO FLEXIBLE SHAFT CO., 106 LA SALLE AVE., CHICAGO

S.&S. KNIVES
WARRANTED



THEY HOLD AN EDGE —·— NO HARD OR SOFT SPOTS

National Cutlery Co. DETROIT, MICH.

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . . .



Sash Chains

"Giant," "Red Metal"

Cable and Jack

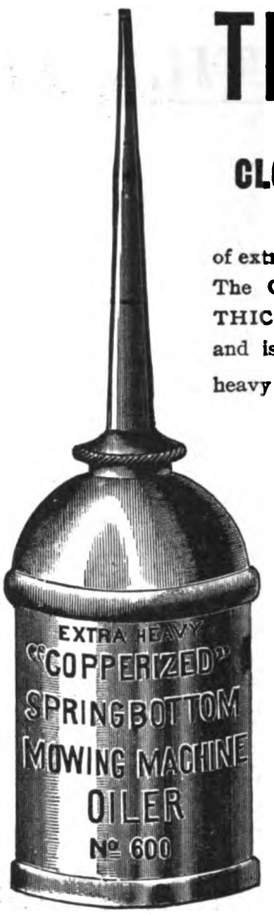
Chains . .

Our Chains are being constantly *imitated in appearance*, but no one has succeeded in *equaling* them in *wearing qualities*. You will find them in use in the *finest buildings*. :-: :-: :-:



No. 40.

New York Agent: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agents: The Seidel Mfg. Co., Chemical Bldg.



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swodoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.

"SIMILAR"

A CERTAIN tool manufacturing company adorns the pages of the catalogues it gives to hardware buyers with a rubber stamp impression like this:

Similar to Starrett's No. . . . .

That Starrett Tools are the standard is a fact which we have for some time, and with strenuousness and persistency, tried to impress upon mechanics and the trade, and we have been to some expense and a good deal of labor to accomplish this purpose. It is therefore gratifying to find a competitor backing up our advertising with such an unqualified endorsement. We deeply appreciate the compliment.

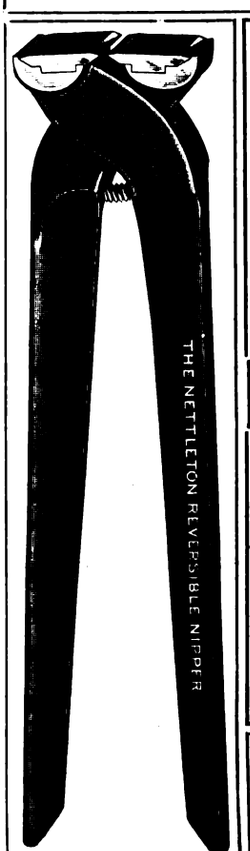
It is doubtless unnecessary to suggest that live hardware dealers will still prefer Starrett Tools to any whose highest claim is that they are "similar."

Send for Catalogue No. 17 T

***The* L. S. Starrett Co.**

Athol, Mass., U. S. A.

DOUBLE VALUE
SINGLE PRICE



With two fine cutting edges to each blade, these nippers give double value at a single price. The cutters are easily changed, as each one is held in place simply by two screws; yet the construction, as shown in cut, is such that the jaws are unusually strong.

THE NETTLETON REVERSIBLE NIPPERS

The blades are adjustable, reversible and interchangeable.

MADE IN FIVE SIZES:
6, 8, 10, 12 and 14 inches
FOR
1-16, 1-8, 3-16, 1-4, 5-16 wire

Send for sample and prices.

The NETTLETON MFG. CO.

MIDDLETOWN, CONN.

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HARDWARE

CHARLES WEILAND'S NEW CATALOGUE.

Charles Weiland. 147-149 Chambers Street. New York. has just issued his net price catalogue for 1906, which is now ready for delivery. He will send the same by express prepaid on application. This is said to be the largest net price wholesale catalogue printed in the United States. of Hardware, Cutlery and House Furnishing goods, also including a full line of Steel goods. As Mr. Weiland's special offering is Mechanics' Tools of the best quality he is confident goods are offered at lower prices than any other Jobber carrying a similar line.

ONE OF THE LATEST CALENDARS.

The Slatington-Bangor Slate Syndicate, Slatington, Pa., Miners, Shippers and Exporters of Roofing Slate, have sent us a mammoth hanging calendar calculated to surpass in size anything else in the office, in which it is a very useful addition. It is printed in two colors, blue and red, and amply fulfills its mission—that of advertising the business of the publisher who sends it.

THE STANLEY CALENDAR.

The Stanley Works, New Britain, Conn., and 77 Chambers Street, New York, issued their usual calendar for this year, in which the Stanley maiden is made a prominent feature. It is a reproduction of a fine painting by Horace T. Carpenter and reflects great credit on the artistic manner in which it is presented. The Advertising Department have not absorbed all the blank space with type matter, but the calendar is one that would adorn the parlor of a palatial mansion and not be found inappropriate.

F. E. MYERS & BRO.

F. E. Myers & Brother, Ashland, Ohio, have written us in regard to the recent fire which visited them and which in the reports was greatly exaggerated. saying: "Since the fire we have placed large additional specification and had provided for same for spring requirements in advance so that we are in position to supply our trade in due time, and have our entire producing department under operation, some of which is already running, enabling us to make shipments by the middle of the last of the week. We have several hundred men at work throughout the factory and cleaning up the debris, and with the facilities we have, the anticipation made and the insurance, are most fortunate under the circumstances."

THE HUNTING GIRL CALENDAR.

The Oneida Community. Ltd., has issued a Calendar for 1906 that is surely a characteristic one. The Hunting Girl sallies forth in quest for game with her two dogs and carrying her favorite rifle. She looks as though she meant to find it by the time the day is over. She shows up well in her hunting costume, which is in pleasant contrast with the snow which covers the ground. The picture and calendar are surrounded by the Oneida trap and chains in subdued colors, bringing the picture out prominently and making the entire outfit a very effective bit of advertising.

L. & I. J. WHITE.

The business of the L. & I. J. White Co., Buffalo, N. Y., has grown so considerably during the past year that instead of having only a branch office in Chicago. have moved into larger quarters at 315 Dearborn St., Chicago, with an entrance at the rear of the building, 54 Plymouth St., and will carry a large stock of machine, paper and lithograph knives. Their edge tool business will be handled from the Main Office at Buffalo.

CHANGE OF LOCATION.

Frederick Neudorff, secretary-treasurer of the Missouri Retail Hardware Association, with office in St. Joseph, Missouri, announces that the meeting place of the Missouri Retail Hardware Association has been changed to Kansas City. It had previously been decided to meet at Hannibal. The dates, February 20 and 21, are unchanged. The headquarters will probably be the Coats House.

THE OSGOOD SCALE CO.

At the annual meeting of the stockholders of the Osgood Scale Company, held late yesterday afternoon, officers were elected as follows: President, J. W. Sturtevant; vice-president, L. A. Osgood; secretary and treasurer, O. J. Fowler. In addition to the officers named, the directors are A. J. Parsons and C. F. Hotchkiss.

WATERVILLE CUTLERY CO.

The annual report of the Waterville Cutlery Co. gives the names of its officers for the year as follows: President and treasurer, George J. Babcock; vice-president, William H. Kenney, Milwaukee, Wis.; secretary, Elton E. Hotchkiss; directors. George J. Babcock, William H. Kenney, Emilie L. Babcock, Winfred M. Hall, Elton E. Hotchkiss.

"3 IN ONE" SURPASSING THE RECORD.

J. Noah H. Slee, head of the manufacturing concern that manufactures and markets "3 in One" Oil, has just been elected a member of the New York Chamber of Commerce. As everyone knows, this is the leading commercial body of Greater Gotham, and is composed of the principal men in every line of commercial activity. While Mr. Slee is a very busy man manufacturing and marketing "3 in One" Oil, he still has time enough to be public spirited and progressive in the interests of the community in which he lives and works, and the whole country as well. The sales of "3 in One" are increasing every day at a faster rate than ever before. If the present gait continues, 1906 will surpass every record. That Mr. Slee is in earnest in his desire to place "3 in One" in the hands of every sportsman and gun owner in the country is certainly evidenced by the fact that they offer in all their advertising to send generous samples free of cost to anyone who asks.

A. & H. BARNETT CO.

G. & H. Barnett Co., "Black Diamond File Works," Philadelphia, Pa., because of the unprecedented demand at home and abroad for their product, the Black Diamond Files and Rasps, have found it impossible to keep pace with trade requirements without very largely increasing their already extensive plant. Some months ago the management purchased considerable additional real estate adjoining their works, enabling them to erect a number of buildings in which to accommodate more machinery, and to build large additions to present buildings that would give them the desired increased capacity. These improvements and enlargements have been going on throughout the past year and have now been completed, resulting in a vastly larger daily production, which it is hoped will enable them to more promptly fill all orders that may be placed with them. The wisdom of this move has been fully vindicated, from the fact that even with the aid of their increased capacity, they are at the present time finding it extremely difficult to keep up with the demands of the trade for "Black Diamond" Files, and we are informed that they are now several weeks behind on their orders. Present indications seem to insure that the enlarged capacity of their factory will be strained to its utmost to take satisfactory care of the spring trade.

J. D. WARREN MFG. CO.

In a letter recently issued to the trade, by J. D. Warren Mfg. Co., Chicago, we extract the following, being of importance to Hardwaremen.

"Our New Price List of August 1st, 1905. is an average reduction of 15 per cent. from ours of one year ago, dated September 1st. 1904, securing through the installation of machinery made especially for us. We will assume all responsibility for any orders you send us of Cabinets and Bases matching together correctly in length, height and depth, and forming true alignment—lengthwise and up and down with each other, and no need fear any error being made in giving an order.

We now have ready the most complete, convenient and practical method of selling the Warren Shelving that we have ever devised, consisting of sixty or more of our latest designs of Cabinets, Bases and Counters, including our World's Fair Patterns, with the latest Net Price affixed to each one, enabling instant estimating the cost, and anyone can select Shelving to suit his own wishes, as every design is illustrated separately and described so that he can choose according to his own idea of kind and cost from $1.50 per lineal foot and up, for each pattern, arranging them in line as he wishes them and then enter the number of the Cabinets and Bases selected in the blank spaces of the order sheet in consecutive form, stating on which side of the store as you enter, the Shelving is to be placed. Always use our printed orders with outlines."

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR TO FOREIGN COUNTRIES $2 50

CHICAGO - - - - - 1164 Monadnock Block
C. H. Greene, Representative

DETROIT, - - - - - 61 West Congress St.
G. T Newkirk Representative

L. E. MACINTYRE, - - - - President.
A. P. MITCHELL, - - - - - Secretary and Treasurer

HENRY HOPKINS, - - - Editor.
J. W. PENTZ, - - - - - Advertising Manager.

FEBRUARY 10, 1906

Editorial Trade Review

This should be the dullest time in the year and yet all reports speak of trade being of large volume, in some cases the finest January in years. The demand on every hand seems to promise a continuance of the prosperous tendencies of trade in which both the manufacturer and the merchant may rejoice with a full heart.

The few days of cold weather we have had lately may have helped to lighten stock on skates and sleds, snow shovels and similar goods that need some weather of this character in which to reduce stock, for it means a good long period of time to carry it over to next winter if we fail to have an active demand set in in favor of such sales now.

The principal benefit for a Hardwareman to derive from such an open winter is the fact that during its prevalence all outdoor activities can be continued, when at other times they have been held up by the continuance of frigid conditions; in many cases buildings have helped to get nearer a finished condition and without this customary interruption.

Dealers generally are suddenly awakened to their wants in the nature of Spring goods and following the good advice given them freely orders are going forward for lines of goods that are usually left until a month later. There is, however, a confidence felt in buying just now that cannot be called speculative by any means, as it is more to fill conventional wants that urgent orders are forwarded and early shipment hoped for.

Prices are still hugging the positive advances of a small percentage so that buying is not checked and the manufacturer is permitted an opportunity to level up his costs and revise his lists of prices; marking down those that are abnormally out of proportion to actual cost and putting those individual items up where they belong that a marked discount has sold at a figure too low.

Large concerns are making steady increases of capital, some as great as fifty per cent., and productions will increase in a way that will make the dealer feel no permanent scarcity of goods is possible in the immediate future. The increase in financial resources and the enlarged production needs the employment of more labor and very generally is felt the scarcity of that kind of material which manufacturers find impossible to get already educated to his wants.

The regular stocks of all dealers were so depleted last season by making the nearest thing answer for what was really wanted, on account of the non-delivery of subsequent orders sent for and not filled, that goods are fearfully understocked in all that is usually carried over, and the wants of the dealer are consequently very keen; so that jobbers, especially in the west and southwest, are in receipt of orders for general stock larger and better assorted, in greater volume, than ever. The prosperous trend of business without cessation has made optimists of all in the trade and the ease of the buyer on goods that go rapidly into consumption, may encourage an era of buying in which over-production may ensue and a sudden stop to free buying of consumers may bring a feeling of dismay to the trade that is unknown to-day.

The condition of the iron and steel market is felt throughout the territory in which the market has influence. It is so largely sold ahead that some orders cannot be touched for nearly two months or more; especially is this true in what is usually regarded as raw material. There are various phases of heavy goods, goods in which labor is not a large percentage of the cost that is seriously affected by a five per cent. to a ten per cent. rise in price.

The conservative views of some manufacturers in not advancing prices to a pronounced pitch, and resisting all temptation beyond a very small percentage, is exceedingly gratifying. In the present state of the market it would be welcomed by the whole jobbing trade who have already got their orders in and would like the extra profit which this sort of thing always produces. The present prosperous conditions of the entire trade can only continue by keeping prices down to a reasonable level and banking on the wisdom that is not led astray by imprudence.

COURTESY TO THE COMMERCIAL MAN.

If there is one man on earth more than all others that the retailer cannot afford to offend it is the drummer, providing, of course, the latter is a man who knows his place and keeps it; if not his influence is nil and he will soon cease to be a drummer.

Aside from the value of the commercial man as a trade barometer and a source of information on new goods, he is meeting Hardwaremen, both wholesale and retail, constantly and has more influence with every branch of the trade in a day than the local dealer has in a life time. How easy then it is for him, consciously or otherwise, to communicate elsewhere certain personal impressions, and of course these would be most likely to come to mind at the places where they would be of the most interest, and where they would consequently do the most good or harm.

Politeness is always a profitable quality, but lack of courtesy to the commercial man may be considered almost in the nature of a calamity if he chooses to resent the mistreatment and use his power.

Take it as a rule, the retailer who is prompt in meeting his bills and who stands in well with the commercial men has a pretty good stand-in with the entire Hardware trade so far as it is ever likely to affect his own business.

DIG IN.

A good many surprises await the man who occasionally digs in to the bottom of things, whether it is the scrap iron pile, the bin of odds and ends, or the affairs of his own office, but for the man who prefers a prosperous business to surprises the habit of digging to the bottom as he goes along is far ahead of spasmodic enterprise in that direction. Too often we consider only the surface of matters of seemingly secondary importance without going into the real depth of them and finding out their possible importance. Even though they are somewhat secondary in their own nature, a business is really made up of so many secondary details that not to know more than the surface of them is to have but a superficial knowledge of the whole business. Get at the under side of things as they come along; don't stop at the surface. Know more about your books than the footings. Dig in and see whether the showing is properly obtained or if there is a dangerous under-current. Don't be satisfied with general reports of salesmen; dig in and find out the true facts. The fact that a certain line of goods is not selling may not mean that it is not salable. Find out why it does not sell; if because there really is no place for it or because people do not understand its value and haven't had a chance to find out. Accepting reports is only surface knowledge; the real vital facts, the *why* of your entire business lies below the surface. Dig in and get it.

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THE OFFICE BAROMETER.

No one is quicker to read the trend of things commercial from the "Old Man's" face than is the office boy, partly because of his natural shrewdness in reading character and partly because when things are going wrong he gets the blunt edge of the axe. He isn't counted worth conventional consideration and gets a lot of inside information in a few minutes when the boss is worried or out of temper; then how the news does travel. If he can't even things up for himself in any other way he can have fun enough out of the situation to call it square.

Most of the employees understand this; some of them have been office boys themselves, and in a surprisingly short time the entire working force is wise to the fact that something is wrong way up high and is on the watch to make out what it is. Whether they succeed or not, it uses up a little of their thought and attention and a certain amount of their confidence.

If you want to keep up a good appearance stand pat with your office boy and keep him sailing, even if you have to relax enough to smile yourself in doing it.

THE HOUSEWIFE'S TOOL KIT.

It has been well said that one of the hardships of housework is that woman is continually having to invent tools to work with. No wonder she has given the joke man some good material in the dozen or so uses she has found for a hairpin. If a man needs to pound, he thinks of course he must have a hammer; but a woman may use a stone, the edge of a flatiron or any old thing; and then, nine chances out of ten, he wonders why she is so awkward that she cannot even pound a nail without pounding off a finger nail. It is hardly fair to expect her to use an old nail for a screw driver or to keep her meat knife sharp on a crock or stovepipe.

A collection of a few tools which come in almost daily use in the household find ready sale if properly handled. A hammer, saw, hatchet chisel, file, wrench, gimlet and screw driver should be included in the collection. A more elaborate one might add wire clippers, can opener, whetstone, tack puller, corkscrew, awl, etc. The dealer when once his attention is directed to the matter, will readily supply a number of these little conveniences, some of which the average housewife so often feels the need of; some of which, equally valuable, she does not know are in existence. Extremes in size, where only one of a kind is included are to be avoided. The golden mean can be adopted to almost all purposes. Good material, that will not snap the first time used, is an essential.

Placed in the show window and labeled "The Housewife's Kit," will attract. Those who have never realized that such things were necessary in the house will awaken. Others will follow suit because there is an awakening of the feminine side to their possibilities and rights. "They won't know how to use them?" Just try it and see!

FORGET IT.

It is not always the man with the best business ideas who turns off the most first-class work; rather it is the one who has his thoughts under best control. To think is one thing; to forget is something else and equally important. No man can put his best energies to any task who is unconsciously dragging along with him the dregs of yesterday's work. That was for yesterday; today forget it; something else is on hand. The power, as soon as any task is done, to lay it completely out of mind without delay is not the easiest to acquire but one of the most important to a busy man. Learn to think hard on the task before you and, when it is finished, to forget it quickly.

PAINTING AND GLAZING.

Although it has become customary in many parts of the country for the window sash to be glazed at the mill and to come to the house ready glazed there are several sections, notably in Pennsylvania and Ohio, where it is still customary for all glazing to be done by painter and for the sash to be sent to the building from the mill unglazed. They are then fitted by the carpenters and sent to the paint shop for glazing. This method has almost always been found to give better satisfaction to the owner than when the sash is glazed at the mill, for glazing is essentially a painter's job.

To glaze a sash properly, the rabbets should first be primed with pure raw linseed oil and should then be back puttied with soft putty, or a putty composed of pure whiting, pure white lead and pure linseed oil. The glass is then set in the rabbet and is held in position by a sufficient number of glaziers' points—triangular pieces of zinc. The rabbet is then filled with glaziers' putty made from pure whiting and pure linseed oil, pressed well down with a putty knife and left smooth. Unfortunately, in order to save expense, much of the mill glazed sash is improperly primed by being coated with some cheap substitute oil, composed largely of rosin oil and petroleum, the back puttying in soft putty is omitted altogether, and the final puttying is done with a cheap putty made of marble dust and petroleum, or containing these ingredients in large proportion. While a good linseed oil and whiting putty becomes harder by time and will cling to the glass and sash indefinitely, a cheap putty of the character usually used by the sash factories will soon lose its cohesion and will begin to fall out piecemeal, leaving no protection from the weather and permitting the glass to fall out. Moreover, paint will not hold to the surface of such a putty, and houses of good quality otherwise are often sadly marred by the use of cheap putty in glazing the sash. It is not only the saving of a cent or two per pound in the cost of the putty itself, but a putty containing mineral oil can be worked much easier under the knife than a pure putty, hence the workman is able to glaze many more pairs of sash in a day by using it.

Many architects call for window glass to be free from all waves or bubbles and perfect in every particular. Now while this would be an ideal condition for glass, it is impossible to obtain sheet glass that will meet such a specification. Even plate glass can rarely be found that is absolutely free from minute bubbles, and from the very nature of things sheet glass must contain imperfections. If architects only understood the method of manufacturing it, they would not specify something impossible to obtain. The window glass blowers are among the highest paid labor in this country, but they work only a portion of the year, all the factories, by mutual agreement of the men and the factory owners, closing down in the summer months. In making window glass the workman stands in front of a pit, and taking a large lump of molten glass on the end of his rod begins to blow a cylinder, swinging it back and forth as he blows, in order to elongate it. Upon the skill of the workman will depend the size of the cylinder he is able to blow and the size of the resultant sheet of glass. As it is much more difficult to blow a large cylinder that is practically flawless than it is to blow a smaller one, the relative price of sheet glass increases materially as the size of the sheet increases. When the cylinder is blown to a sufficient size, the rounded end is cut off and the hot cylinder is cut open lengthwise and flattened out by opening it on a metal table. It is then passed through the annealing oven in order to toughen it. Within the past few years a machine for blowing glass has been put in some of the factories, but as yet the machine-made glass is inferior in quality to that blown by hand. It is being perfected year by year, however, and undoubtedly the time will come when machine glass will supercede the other and when it will be freer from flaws than it is now possible to obtain. It is manifest that any irregularity in blowing the cylinder or in fact almost any trifling cause will cause either a wavy place in the glass or a slight variation in the thickness of the sheet or else minute air bubbles in the molten glass. It is noticeable that the thinner the glass is blown, the freer it will be from imperfections, hence single thick glass can always be obtained clearer and cleaner than double thick or double strength, as it is termed. The single thick glass averages about one-sixteenth of an inch or less in the thickness, while double thick will probably average from one-tenth to one-eighth of an inch thick.

After the glass has been annealed the foreman of the factory sorts it out into A grade, B grade, and so on. There is no recognized standard for A glass, the A grade of one factory being no better, perhaps, than the B grade of another; hence when an architect specifies "A glass" the term is practically meaningless. After being sorted the glass is packed in boxes containing as nearly as possible fifty square feet of glass of the size contained in the box. The price is always quoted by the box, and varies by the rate of discount allowed from a standard list. In the list several different sizes are bracketed together, and larger discounts are usually allowed from the list price on the first three brackets, or the smaller sizes, than are quoted on the other brackets.

Although it cannot be made absolutely free from occasional minute air bubbles, plate glass is practically perfect, and where price is no special object and the owner desires to have his house as perfect in every detail as possible, plate glass should always be used, although its additional weight will entail the necessity for the use of lead weights for counter-balancing the sash, in most cases.

In the manufacture of plate glass, the metal, as it is termed, is heated in huge pots, in large furnaces, which in the Pittsburgh factories are heated by natural gas. When the metal is sufficiently melted, the pot is lifted from the furnace by means of a traveling crane and carried over a large flat iron table, mounted on a track and the molten glass is poured out upon the table. A huge iron roller is then rolled over the molten glass, flattening it out into a large sheet, of irregular outline and perhaps an inch in thickness. Any dross and foreign substances are quickly skimmed off the surface of the metal by a workman who stands ready, just before the roller reaches it. The truck is moved in front of an annealing oven that is ready to receive another sheet of glass, and some twenty workmen push the sheet from the

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table into the oven, where it stays until it is properly tempered. After the glass is taken from the oven, twelve workmen turn the sheet on an end, and, supporting it with leather straps, carry it to the racks, where it is ready for the next process, the grinding and smoothing. The opaque plate of glass is laid on a revolving table, upon which two large circular discs revolve. The grinding is first done with coarse sand, then with finer, and so on until the final grinding is done with emery of the finest grade. This grinding is done first on one side and then on the other, until the plate is very materially reduced in thickness, nearly one-half of it being ground away. But the glass is still opaque and needs to be polished to bring it to the state of perfect transparency which is necessary. This polishing is done on another table by means of discs of rubbing felt that are moved back and forth upon the glass by mechanical means, the polishing being done by the action of rouge, or red oxide of iron. Of course the operations of grinding and polishing are conducted while a stream of water is constantly flowing upon the plate. After being polished, the glass is taken into the cutting room, where the largest possible plate is cut from each sheet that can be obtained and avoid the flaws that occur somewhere in almost every sheet. At the Charleroi plant of the Pittsburgh Plate Glass Company, the largest sheet that could be made four years ago, when the writer visited the plant, was 147 by 227 inches, but to produce a sheet of that size required weeks of trial, imperfections and breakage rendering it very difficult to obtain a perfect full-sized sheet.

In glazing ordinary dwelling house windows the same method is pursued with plate glass as with ordinary window glass, but for the large size show windows bedding in rubber is required, and the glass is held in position by wooden or metal moldings.

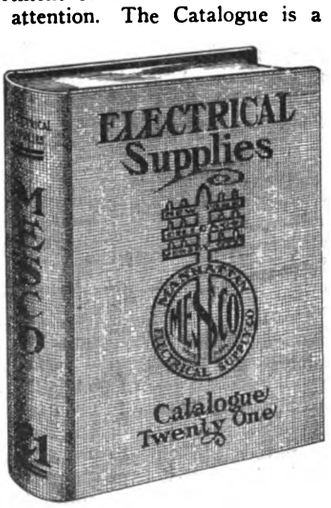
Up to a few years ago French plate was considered to be the finest made, but the use of natural gas has made the American product superior to any imported glass.

Besides sheet and plate glass, there are many special kinds of ornamental and colored glass. But it is scarcely necessary to go into the details of its manufacture or its uses, nor to more than mention the colored windows that are made of lead, which are bent into position and then soldered together. The price of leaded glass varies so much that it is usually most satisfactory, where it is desired, for the owner to purchase it himself as a separate contract, or else for the contract to provide for a certain amount to be allowed for leaded glass, permitting the owner to select whatever he may desire within that amount, or if he orders in excess of the specified figure to charge it as an extra.

While the writer believes it is to the best advantage of the owner for the glass to be included in the painter's contract, as already mentioned, still every builder will find it advantageous to make himself familiar with the different qualities of glass and to keep himself posted on market prices. The fluctuations in this material are often very considerable, and depend on local conditions, jobbers finding it necessary to realize cash frequently cutting prices below the regular discounts. This frequently makes it possible for the shrewd buyer to save considerable money on a large order for glass, if he keeps close watch on the market.

NEW CATALOGUE OF THE MANHATTAN ELECTRICAL SUPPLY CO.

The Manhattan Electrical Supply Company, 32 Cortlandt Street, New York, have recently issued a catalogue containing the largest assortment of Electrical Goods which we have had brought to our attention. The Catalogue is a 750-page book,

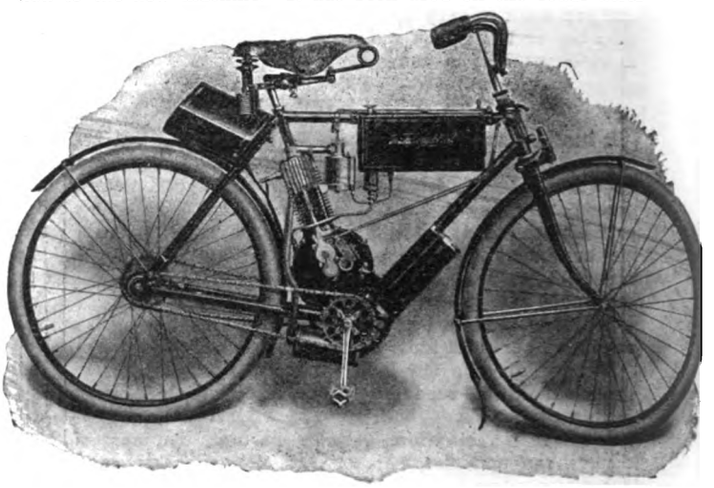


NEW CATALOGUE OF THE MANHATTAN ELECTRICAL SUPPLY CO.

containing illustrations and descriptions of electrical supplies of all kinds; it is compiled with especial reference to convenience in reference, and owing to the immense variety of goods which it covers, is indispensable to every purchaser and user of electrical goods. To persons furnishing them with evidence of their connection with the electrical business, the book will be expressed, prepaid, to them; to others who wish the book, it will be forwarded upon receipt of 50 cents; this amount to be rebated on first order for goods selected and sent out, provided the order does not amount to less than $5.00.

THE THOROUGHBRED MOTOR CYCLE.

Reading Standard Cycle Mfg. Co., Reading, Pa., are the makers of the Thoroughbred Motor Cycle which has been for some time before the motor cycle riders of the country, until they are familiar with the altered appearance it bears from all previous models. There are quite a number, however, among new riders to whom the illustration herewith will be the first introduction to the new machine. It has been used on the roads hereabouts since summer time, and thus has had the practical usage that has enabled the new features to be put to the test in ample season for any weak points to be corrected before being presented to the general public. These new features constitute a budget that makes largely for the increased comfort and convenience of the rider and also for more economical operation. The combined gasolene and oil tank has been removed from the rear of the machine and placed inside the diamond frame, where it is now suspended from the top bar, a position which it is claimed permits of more substantial construction of the tank and a better balance of the whole machine; also, it is better protected from damage and strains. The oil tank forms part of the gasolene tank, and is provided with a new and novel device which permits the lubrication of the motor without dismounting, which has been something long prayed for and of inestimable convenience. The rider simply pushes a knob on the top of the oil tank, which operation forces the oil into the motor. For the long cylindrical battery case carried inside the diamond frame there has been substituted a semi-circular box, which is secured to the rear forks. This change promotes accessibility and permits the use of standard dry cells, likewise no small advantage. A newly imported English saddle with compound springs will be also used and the Reading Standard Company is now testing a spring seat post which likewise may be made a part of the equipment. One of the greatest innovations and improvements is the patented duplex cushion fork which is claimed to be twice as soft and twice as elastic as any other similar device. It is made up of few parts and has but three brazed joints. A securely attached lamp bracket and provision for a luggage carrier will constitute other features of the new model. In addition to those described, the following changes have been made or are in course of construction: One-piece head. Top and bottom part of frame heavily reinforced. Rear forks and stays altered to accommodate 2¼-inch rear tire. Rear wheel equipped with 2¼-inch tire. Chain line widened from 1¾ inch to 1 15-16 inch, giving more room between the engine base and side of chain, and providing space for a longer bearing for crank shaft in engine base. Coaster brake ⅜ inch wider over all than formerly. ¼ inch wider between flanges. Cylinder of motor increased to 2⅝ inch bore and 3¼ inch stroke, making a substantial increase of tire. Alterations to carburettor stem, making it unnecessary to connect the upper bar. Internal improvements to carburetter which will improve the mixture. New cam lifting device, oil type and with roller contact. The effective grip of the Thoroughbred will be continued as heretofore. The standard finish of the Thoroughbred will be a golden brown with head and fork sides enameled milary green and tastily striped. All bright parts will be heavily nickled on copper.



THE THOROUGHBRED MOTOR CYCLE.

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BICYCLES AND THE HARDWARE DEALER, No. 2

There is an immense and increasing demand for Bicycles and Bicycle Sundries and, while the rush in the wheel business usually occurs in the Spring, Summer and early Fall, with the Bicycle coming into general use, not only as a vehicle of pleasure but as a necessity for urgent trips of any kind, there is bound to be "something doing" the whole year round.

By advertising Bicycles and Sundries in your local paper, with electrotypes furnished by the jobbers, you can stir up a permanent and profitable interest in the line. Do not see how cheap you can sell bicycles. Adhere strictly to one price on your leading line of wheels and win out on that line. Don't endeavor to sell cheap bicycles, but good wheels. This will result in better satisfaction to your customers and more profit to yourself. A good way to reach the buying public is through newspapers, circulars, personal talks and attractive floor and window display—any way to create interest and sell the goods. Some will not listen to a talk but will read an advertisement or circular. Others like to see the goods on display. Some need a personal letter to soften them. Try to personally know your trade and all the trade you are after some way or other—hustle each one as the occasion requires. Let your motto be, "Every one should buy of us." If they don't, there is a reason. Find out the reason and then start in and make them change their mind. It may be this week or next, or the week after, but keep on hammering uptil you hammer through, and land the sale.

The story of the pneumatic tire is one of the romances of the bicycle trade. Seldom has a simple invention had so startling or revolutionary a result. A Belfast surgeon, John Boyd Dunlop, though not himself a cyclist, was desirous of discovering for the benefit of his cycling sons, some means of preventing the vibration of which they complained when riding solid-tire machines over hard roads of granite boulders. After much experimenting, he was able to produce a tire from a piece of rubber hose which would hold air, but other difficulties were to be solved in regard to safety valves and rims.

When, in 1888, the first air tired machines appeared on the race path in Ireland, and afterward in England, they were a source of amused astonishment, but their riders, nevertheless, "swept the board." Despite the fact, however, that the English championships were secured in 1890 by Irishmen on the pneumatic tire there was still a natural reluctance on the part of English manufacturers to welcome the new tires. They had thousands of solid tired machines in stock and there was a justifiable fear that the air tire might not stand the wear and tear of all-round riding. It was discovered to have several faults, being liable to slip, burst and puncture. When punctured, it was most difficult to repair, so the original air tire was cemented fast to the rim and could only be detached by the application of heat. All of this has now changed to a remarkable degree. Not only is the repair of a puncture nowadays a comparatively trifling matter, but the necessity for it is a matter of infinitely less probability than formerly, owing to the outer cover being much improved. One puncture in three thousand miles may be set down as the average of probability with roadster tires, although many a rider goes right through the season without a single puncture. Bursting is now practically unknown. It certainly never enters into the ordinary rider's calculation, though, if he leaves his machine standing in an unusually hot sun, with the tires pumped up very hard, it may perhaps go "pop." That the superiority of the pneumatic tire is absolute, has long since ceased to be a matter for argument. It is now in the class of, once used, always used.

The first bearing used in bicycle construction was the "plain" bearing. To this, a nicely fitted and hardened sleeve was added, and this being known as the "parallel' bearing. The next change was to the roller bearing which was not a success. About the same time, the adjustable cone was tried. This was a male cone threaded to the axle and fitted into a female coned space in the hub. The final and most importat step in the evolution of the bearings was the innovation of ball bearings, a change which revolutionized previous theories and reduced friction to an almost imperceptible point. The part played by ball bearings and which have so effectually superceded the "parallel," "cone" and "roller" bearings of the "ordinary" days is so important that further reference thereto must be made. They have reduced friction almost to the irreducible minimum. So great is the nicety of their manufacture that the best micrometer gauges are ineffectual for the purposes of testing their accuracy and gauge plates of hard cast steel have to be used instead. Each plate is provided with six holes, the largest of which is only about a thousandth of an inch larger than the smallest, consequently, there is but one six-thousandth of an inch difference in size between the ball which will just pass through the second hole and that which will just pass through the first. When such accuracy as this is brought to bear on the construction of a bicycle, one can readily understand how it is that the front wheel of the modern safety has been known to continue in motion after a single downward pull, for no fewer than thirty-eight minutes.

The construction of the frames of the bicycle has passed through many eras. In the first Hobby Horses, the connection between the wheels were made of wood. On the early Velocipede, the frames were made of solid steel or iron bars. Then came the change from solid forging to tubing and finally, the weldless steel tube. The frame of the modern safety bicycle is a marvel of construction. It is really a bridge on wheels, built for the support of a man. Until a few years ago, the tendency was to reduce the weight. Tubing was used which was hardly thicker than a sheet of stout paper, but after roadsters were produced weighing about sixteen pounds, a change took place, and the average is now about twenty-two pounds. Ordinarily, the different parts of the frame were joined together with drop forge connections but now, sheet steel stampings are almost entirely used. The joints were of three kinds: flush, outside and lapped, of which flush joints are now used almost exclusively. One of the improvements greatly enlarging the use of the bicycle was the drop frame which enabled women to ride. The first drop-frame bicycle was entered in the Patent Office in February, 1886, and a patent on it was granted in March, 1887.

The improvement in rims has also been of far reaching importance. The Dandy Horse had wooden rims shod with iron but in the more modern Velocipede, these were supplanted by steel or iron. The first rims for rubber tires were of solid metal, grooved to receive the tire. Until 1891, steel and iron rims were used exclusively, but the latter year, a wheel with a wooden rim was put on the market, and in less than two years it had completely superceded the steel rim in the American market. The steel rim is now used only on wheels exported to England, where, it is claimed, that climatic conditions are unfavorable to the wooden rim.

On the subject of saddles, it is difficult to give advice that is of general value. Saddles are very much like shoes in the respect that no one can tell from looking at them, whether they will be comfortable. Experiment is the only thing in this line, and it should be borne in mind that even though you get a good fit, a new saddle, like new shoes, must be broken in. A new saddle will be stiff and uncomfortable for a few days at least, and one point in this relation will bear emphasis which is, that a saddle with easy springs is a snare and a delusion. In the long run, they will cause much more soreness than a hard seat. The fit is more important from a point of comfort, than the spring. When the saddle is springy, it gives on one side every time the leg makes a thrust and this causes chafing. When the saddle yields with the leg, there is also lost motion and much of the power of operation is wasted. No man can push very hard in any way if he is using for a brace, a cushion that yields instead of resisting. Besides all this, springy saddles get very soft and sag with use and then they cause no end of soreness.

In my opinion, the sale of bicycles and bicycle sundries belongs to the Hardware trade, as the live Hardware dealer keeps in touch with all good lines that are selling in his territory that he does business in. You will find bicycles and sundries a clean line to handle; a line that gives very little trouble and pays a good profit. Many Hardware dealers find there is a great deal more money in bicycles and bicycle sundries than there is in stoves, tinware and granite ware combined, and after a dealer once gets hold of the right wheel and understands the sundries business, it is a much easier and pleasanter line to sell. It is a line easy to become familiar with, and once understood, with a lot of push behind it, it is bound to win and prove a profit maker.

G. H. DIRHOLD,

St. Louis, Mo.

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WHERE THE TENNIS RACQUETS COME FROM.

Take an Attleboro or Bristol County Railway Company car from Pawtucket, and in a 25 minutes ride you reach the place where the tennis racquets are made. It is a one-story building on the banks of a narrow but deep brook, three miles and a half from Pawtucket, three-quarters of a mile from the Hebronville railroad station, and if you want to locate the place more definitely by recourse to a map look in a corner of the town of Seekonk and you will find the exact spot, provided the map is a good one. If you go there, Mr. E. Kent, the tennis racquet manufacturer, will tell you how a little more than 20 years ago he learned to make good racquets by examination of types then used, without further instruction. For several years now he has been turning out a large proportion of all the gut-strung bats used in this country, in addition to shipping some to London.

Mr. Kent has reason to feel happy this year, because his business is experiencing a revival commensurate with that of the sport itself, which promises to stand during the coming Summer on an equal footing with golf in popularity. For a few years racquet manufacturing was a dull occupation. Everybody then talked and played golf, to the total exclusion of the livelier game. But Mr. Kent takes such things philosophically, adapting himself to existing conditions with equanimity, and getting the nimble dollar by making the kind of sporting goods the fad of the time requires. His factory is filled with woodworking machinery capable of being turned to a number of accounts. When golf raged he made club shafts, and he still turns them when there is any call. When ping pong took the country by storm he turned out hundreds of sets each week, and, in addition, made wagon tongue baseball bats, croquet sets, dumb bells, or whatever else occasion demanded. He never had to give up the tennis racquet business entirely, however, and now that the fickle tide of popular favor has turned to the game of grass and dirt courts once more he is reaping the reward of his pertinacity by being able to meet the demand for good American racquets.

About 25 men are employed by Mr. Kent in the various processes of racquet manufacture. Most of them live at Pawtucket, going to and from their work on the Attleboro cars, which pass within a few rods of the factory. It is a pleasant, light building, which has been devoted to this work, with water from the deep-flowing brook at its side as the motive power of the machinery, and heat from the dry house, a couple of rods distant, an arrangement which materially diminishes the danger from fire to which wood-working factories operated by engines are subject. It is apparent to any visitor at the shop that Mr. Kent believes in providing a pleasant place and plenty of elbow room for his workmen. It is equally evident that he feels pride in the business he has built up as he takes the visitor about and explains the various processes.

Straight-grained white ash, preferably second growth, is the basic material of a first-class tennis racquet. It is cut into strips about an inch by three-quarters and some six feet in length in the lumber camps of northern New England, whence it is shipped to Mr. Kent. Coming rough from the circular saws it is planed before being submitted to a steaming process, which makes it sufficiently pliable to be bent on iron forms to the shape of a racquet. When the single, straight strip of white ash is clamped in these forms one's mind's eye begins to grasp the idea of what the finished article is to be. Held tightly by the clamps, the strip of wood is put into the drying room, and when it comes out again it has been thoroughly seasoned, all the sap has been driven out of the wood, and the embryo racquet retains the shape of the form.

There is a single man at work in the drying room, and most of his day is spent with a glue pot by his side, putting the tongue into the handle. The tongue is a strip of black walnut, forming the centre of the handle, held by glue between the two ends of the strip of wood which makes the racquet frame. Some care is required in inserting this tongue, and the throat, a triangular bit of mahogany at the handle end of the bow, to preserve the proportions of the bow. When the workman, by measurements, is sure he has not undone the work of the drying form he clamps the racquet together until the glue has hardened, and it is then passed along into the main factory.

Here the processes are more rapid. A flat bed planer brings the bow and throat of the racquet down to the proper thickness, a buzz planer tapers the sides and top of the bow for the sake of lightness and symmetry, while leaving the bottom thicker, that it may be as strong as is compatible with the proper weight, and a lathe turns the handle to the proper dimensions. The glue pot is again requisitioned into service for sticking on the real handles. These are ordinarily strips of Spanish cedar, light in weight, red in color and when scored affording a good grip. On some of the more expensive racquets this year the handles are of bamboo, which takes a high polish and gives the racquet a dressy appearance. Then the bow is bevelled, a sandpaper wheel smooths it down and the wood is ready for its finish.

This process is the same as that given any article for which a high polish is desired. A "filling" preparation closes the pores of the wood; then the racquet is passed along to the man who applies the shellac, and from him to an expert who knows how to bring out the high lights of a perfect polish. It is no small task, this, of developing in a piece of wood the greatest finish of which it is susceptible. After two or three coats of shellac have been applied the expert, with finely powdered pumice stone, rubs and rubs until no glass could be smoother, repeating the shellac and rubbing several times before he feels sure he has developed the brightest finish possible. To the throat is transferred a decalcomania dealer's mark, above which the shellac is rubbed and polished.

When all this has been done the racquet is approaching completion. Holes are bored in the bow for the strings, the spaces between holes at the top of the bow being grooved to bring the gut flush with the wood, and the stringers take it in hand. These are men, as are all of Mr. Kent's employees. It requires strength to string a racquet, for the tighter the strings the better the racquet.

"We use American, English and Oriental gut," said Mr. Kent. "The first two are made from the intestinal linings of sheep or other small animals dried and twisted. Most of the American gut we use comes from Chicago, and is one of the by-products of the slaughter houses. The Oriental string is made from the sinews of animals. It is a cheaper grade than the best American string."

At the end of the bench where the men string the racquets is a boy whose duty it is to singe the ravellings of the gut with an alcohol lamp. The racquet is nearly finished. A coat of varnish is given the strings, and a couple of men put on the last touches, brightening up the polish and critically inspecting the product of the work of the others. Previously the handle has been completed by a butt of Spanish cedar or such other wood as makes the best appearance in connection with the general scheme, for the racquet is a work of art, as well as a useful toy. All that remains is to put it in its paper blanket and ship to the dealers.

"There are not many changes in styles this year," Mr. Kent said. "One of the popular kinds is the Doherty. But the best shape has been settled on through much usage, and there are not the variations now there were ten years ago.

"I began making tennis racquets when the game first began to be played in this country," he continued. "The racquets we made then were lop-sided, like the court tennis racquet of today." He pulled out some of the latter to illustrate the difference. "Business had been dull for the past few years until last year, when tennis grew popular again. I think golf had its effect in getting people to play tennis once more. The golf clubs found they could add tennis courts without much expense, and a great many people began to take it up." He pointed to a few score of baseball bats turned from straignt-grained, second-growth white ash, but not yet finished. "We make some of those things, too, but there isn't much use trying to compete with the mills where the lumber is cut, because they can turn them out cheaper there. All they need is a saw and a lathe, but we do all the work on the racquets here except sawing the strips from the log.

"Some of our racquets go to London, where there is a call for a certain kind, but these are not the highest-priced ones. Those are sold in the United States."—Providence, R. I., *Journal.*

THE FIRST HORSESHOE.

Horseshoeing is an old art, it having been begun in Italy about the eleventh or twelfth centuries, but greater progress has been made in it during the past twenty-five years than in all the time before that period. The first horseshoe was a thin iron plate having a rim on the outside which covered the whole ground surface of the foot. The shoes were held on by leather thongs fastened to the hoof and pastern. These were followed by a plate which had a rim held to the outside of the hoof by pointed hooks. The hooks were soon displaced by nails which had square heads. The Germans made the first horseshoes with a crease in them during the fifteenth century, and soon after shoes were made with calks. From these clumsy shoes to the present machine-made shoes was a work of slow growth, but perfection has not yet been reached by any means and the man who adds to the general knowledge of horseshoeing is a public benefactor.

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PROFIT MAKING LINES

WHITE MOUNTAIN FREEZERS.

Among the lines of goods that naturally fall under the caption of Profit Making Lines that of Ice Cream Freezers present themselves as being quick sellers in what may be considered their best season, though they are used all the year round more than ever. They can be sold readily—those that are in popular demand—from a line of samples occupying but little space on the store floor to call proper attention to them. When once you have decided on the line you intend to handle you should become familiar with the essential features that make the line popular sellers. The essential features in which the claimed superiority of the White Mountain Freezer lies are the principle, mechanism, material and construction.

The principle of the White Mountain Freezer is the effective Triple Motion. It has been demonstrated that the use of the Triple Motion produces the finest quality of cream in the quickest time, and to the ingenious application of this principle is due the remarkable success of the White Mountain Freezer. With the can moving in one direction, the outside beater moving in the opposite direction, and the inside beater moving in a direction opposite to that of the outside beater, the cream is kept in constant motion. It is thrown from the center to the sides of the can and back again continually, thoroughly beating every particle, and making the grain fine and smooth.

THE MECHANISM of the White Mountain Freezer is simple, yet efficient. A combination of three cog-wheels produces the triple action, imparts to the can and the two beaters their separate motions, and makes the operation of the freezer a very easy matter. This triple motion is found only in the White Mountain Freezer.

THE MATERIAL used in the White Mountain Freezer is the best obtainable, and while passing through our factories receives additional treatment that makes it still better.

The Tub is made of carefully selected second growth white pine, absolutely free from imperfections, and every tub is impregnated with a chemical preparation that renders it water-proof and water-tight. They will never get soggy, never lose their shape, and never smell unpleasantly, as will cedar tubs.

The Can is made of the best charcoal tin plate, and every part of the freezer that comes in contact with the cream is plated with pure block tin, thus positively eliminating all possibility of poisonous influences. The inside castings, or the beaters, are of malleable iron, and tin plated. All outside castings are cast iron well galvanized to prevent rust.

THE CONSTRUCTION of the White Mountain Freezer is as perfect as experience can make it. It is of uniform strength in every part, while each part contributes to the strength of the whole, and helps to make the machine exceptionally durable. All White Mountain Freezers represent the latest mechanical improvements. They are built by experienced workmen from the best grade of material, and they are designed for the satisfaction of both the dealer and the public.

They help dealers to sell White Mountain Freezers by supplying them with all kinds of advertising matter free of charge. Special booklets, circulars, folders and electrotypes of newspaper advertisements will be furnished if wanted, and everything they can possibly do to push sales is promptly and thoroughly done.

WHITE MOUNTAIN HAND FREEZER WITH CRANK.

This is universally the favorite family ice cream freezer, because it combines more excellence than all the other family freezers made. It is easy to operate, because the parts fit perfectly, and therefore run smoothly. It is remarkably quick freezing, because it has the triple motion, and will produce a delicious, smooth, and even-grain cream in four minutes or less.

It is exceptionally durable. The tubs are built very strong, and will not warp, leak, or crack, and the cans are made of the finest quality bright charcoal tin plate. Its beaters and interior mechanism are plated with block tin, and the exterior metal parts are cast iron, finely galvanized to prevent rusting.

It is the only freezer made with a duplex malleable iron dasher and double self-adjusting scrapers, which keep every particle of cream in constant motion, causing it to freeze faster and more evenly than can possibly be accomplished by any other freezer.

WHITE MOUNTAIN HAND FREEZER WITH FLY WHEEL.

This is the same as the hand freezer previously described, with the addition of the fly wheel. The advantage of the fly wheel is obvious. It affords more leverage than a crank, thus making the freezer extremely easy to operate. The present manner of adjusting the gear frame of the White Mountain Freezer permits of easily putting on and taking off of the entire top without removing the fly wheel. This is a special feature and one that will merit attention.

Every White Mountain Hand Freezer is supplied with a crank. Fly wheels may be had additionally if desired for all sizes of freezers from two quarts up at a slight increase in cost.

HOTEL AND CONFECTIONERS' WHITE MOUNTAIN FREEZER.

This machine is built especially for these purposes. It is a very strong and durable hand freezer. It is not, however, built to withstand the wear and tear of steam or other motive power, and such power should never be used on it.

COMBINATION GEAR FRAME WHITE MOUNTAIN FREEZER.

The peculiar construction of this gear freezer makes it possible for two to operate at the same time, each operator being independent of and unhampered by the other. An extensive demand for such a freezer induced us to design and perfect this combination gear frame. This freezer is made with either two cranks, two fly wheels, or one crank and one fly wheel. It has all the superb features of the standard White Mountain Freezer, and will be found especially adapted to the needs of customers desiring large freezers and having nothing but hand power at their command.



WHITE MOUNTAIN HAND FREEZER WITH CRANK.

NEW PLATFORM WHITE MOUNTAIN FREEZER.

Here we have a machine built for either hand work or power. It is particularly substantial and unusually rigid in construction, and is splendidly adapted to meet the requirements of rapid and at the same time satisfactory ice cream making. The demand for this freezer has been something remarkable. It is just what is wanted by the ice cream maker with a large trade. The platform, stand, and frame are cast iron galvanized to prevent rust, and every part is perfect. By releasing the latch bolt and thumb screw the gear frame can be swung to one side so that both tub and cam may be removed. This machine is generally furnished with the fly wheel, but at a slight additional expense a pulley can be substituted, the result being a fine power freezer.

THE SAMSON POWER WHITE MOUNTAIN FREEZER.

The notable features of the "Samson" Freezer are:

The Triple Motion. Heavy, durable, four-hooped tubs. Cans made of the heaviest and best tin plate obtainable. Malleable iron beaters plated with pure block tin, and self-adjusting wood scraping bars. Absolutely accurate mechanism. It has every convenience. The gear frame can be released quickly and raised to an upright position in which it is firmly held, and the tub and can may be removed and replaced at pleasure.

The pulleys for the 25-quart size are 11½ by 4⅞, and for the 40-quart, 15½ by 5½. The freezer should be operated at a speed of 75 revolutions per minute.

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MINOR ITEMS OF ANGLER'S EQUIPMENT.

Much has been written in regard to the original types of fish hooks, or more strictly speaking, of the various devices meeting the purpose of the fish hook of to-day, some of which were not hooks in any sense of the word. The inspiring idea was to get something in the fishes mouth that could not be expelled, and a straight splinter of wood or bone with sharpened ends, attached at its middle to the line, answered this end so well that some aboriginal tribes still persist in its use. Hooks were a later invention, and still later they were improved by the addition of barbs—but, as above stated, this subject has been learnedly discussed by scores of writers, in and out of the sporting goods trade. The second problem confronting the primitive angler, though at first thought it may appear easier of solution, is still interesting tackle manufacturers. All fish are not surface feeders; consequently it became necessary to sink the bait to proper depth. Doubtless the original sinkers were pebbles, picked up on the shore and chosen with reference to their shape and weight. Among the baser metals lead is the best suited for sinkers, because of its specific gravity and the ease with which it may be worked. There is no record of the earliest use for the purpose, nor is it likely that any other metal will ever take its place. But only in this one respect of having found the best material has the manufacture of fishing line sinkers attained that point beyond which progress is impossible.

Older readers, says *The Sporting Goods Dealer*, can recall the time when few stores selling fish hooks and lines supplied sinkers as well. The angler had to provide these for himself. The usual process was to flatten a piece of lead to a thin sheet and wrap it closely around the line, though split buck shot were preferred by some. Then, as now, anglers held to their individual preferences in the matter of sinker shapes. Hundreds of years of experience and argument has not settled this question. Probably to the end of time there will continue the same difference of opinion as to the comparative merits of spherical, egg-shaped and cylindrical sinkers. Ideas and beliefs acquired through experience are pretty hard to do away with. The individual angler, too, has his own views as to the proper location of the sinker, some placing them close to the hook, others quite a distance above on the line. Here you will find one pinning his faith on a single bit of lead, farther on you may find the same weight divided into two sinkers, while the third angler affixes a half-dozen tiny shots to his line and stands ready to argue that his is the only correct way. Of sizes, shapes and patterns of sinkers, there are no end. Many of them are covered by patents and are winning considerable income for their inventors. The improvements have been principally in the direction of easy attachment. When more lead is to be affixed to the line, or a portion of that already on to be removed, it is no longer necessary to take off the hook, or pry open the tightly closed halves of a split shot, or bother with wrapping or unwrapping stubborn sheet lead. A few twists of the line in a spiral wire, or maybe the turning of a screw, and in an instant the work is done and the line ready for another cast.

The primitive angler was doubtless a still fisher, and one of his numerous difficulties was to reach the likely looking spots with a short fishing pole and at the same time keep his sinker and bait off the bottom. He hit upon the right way at last, when he tied a dry stick to the line at the proper distance above the hook. There was no bothersome current to carry it away, he could now throw the bait out the full length of the pole and line, and it would "stay put." Moreover, by watching the stick he could detect a bite quite as readily as when using a short line and was thus given a chance to plant the butt of the first pole in the mud and cut and rig a second one. Some one has said that the element of laziness first began to figure in angling with the invention of the float, and even at this day it is not hard to find anglers who detest a float as heartily as sportsmen detest a market hunter. But for some descriptions of fishing it is indispensable and will continue in active demand, in spite of the growing popularity of fly and bait casting To sportsmen writers in quest of an interesting subject, there may be suggested "The Evolution of the Fishing Float." It is an awkward field of research and big enough to satisfy the most ambitious. Here, again, modern invention has been busy, old models improved upon, new materials used, methods of attachment devised. There are floats with spring actuated mechanism to keep the bait in motion, and others that respond to a bite with a "snap-and-catch-'em" action that leaves the fisherman nothing to do but remove his captive and set the machine for another. Nearly every known material of sufficient buoyancy and proof against moisture has been used in the manufacture of fishing floats. The list is too long for enumeration. But still inventors are busy, and rarely a month passes without the patent reports showing something new in this line.

Trade Meetings

SOUTH DAKOTA RETAIL HARDWARE DEALERS' ASSOCIATION.

The first annual convention of the South Dakota Retail Hardware Dealers' Association was called to order at Mitchell Wednesday forenoon, Jan. 17. The sessions were held in the City Auditorium. One hundred and fifty representatives of the trade were present, the attendance being much larger than was expected.

Edward Hawkins, of Vermilion, was made chairman, and E. Gregory, of Alexandria, was chosen secretary. Committees were appointed to prepare a Constitution and a set of by-laws, and to nominate officers for the new association.

The convention, without a dissenting vote, adopted the constitution and by-laws, and took the necessary steps to perfect the first organization of Retail Hardware Dealers in the history of the state.

Election of Officers.

A permanent organization of the new state association was perfected by the election of the following officers, who will serve until the next convention of the association:

President—E. D. Hawkins, Vermilion.
Vice-President—Otto E. Muller, Aberdeen.
Second Vice-President—F. J. Pixley, Montrose.
Secretary—Noah Keller, Woonsocket.
Treasurer—B. G. Wattson, Chamberlain.

The following were elected members of the executive committee: E. I. Gregory, Alexandria; F. J. Birkinbine, Scotland; H. E. Johnson, Redfield; F. Rummel, Sioux Falls; M. H. Gosche, Mitchell; John Roper, Parker; F. O. Steensland, Beresford; Noah Keller, Woonsocket; B. G. Wattson, Chamberlain.

When the ballots were counted on voting for the next place of meeting Fitchell had twenty-three votes and Aberdeen twenty-nine, and thus Aberdeen was selected as the place for holding the convention next year.

The first convention of the Hardware men was a success from beginning to end, and the members were extremely happy that the start for an independent organization was made this year. The association starts out with a good membership, which will be abundantly increased by the next annual meeting.

THE RETAIL DEALERS' HARDWARE & IMPLEMENT ASSOCIATION.

The Retail Dealers' Hardware & Implement Association of Texas held their eighth annual convention in the auditorium of the Dallas Commercial Club on January 23, 24 and 25. An elaborate programme had been prepared for the occasion and the meeting was one of the most complete ever held. The morning sessions were devoted to the transaction of regular business. The afternoons were set aside for addresses from visiting members and for general discussion. Members took occasion to visit the different jobbing and manufacturing concerns of Dallas, where the meeting was held.

ELECTION OF OFFICERS.

The Committee on Nominations recommended the following persons, who were unanimously elected:

President, R. L. Penick, Stamford.
Vice-President, W. A. Spangler, Bonham.
Directors—For three years: C. M. Patillo, Stamford; O. E. Schow, Clifton. For two years: J. R. Cole, Sherman.

The committee also recommended that the secretary-treasurer should receive a salary sufficient to compensate him for the heavy duties that rest upon him.

The question of the organization of a Texas association on the order of the Mutual Fire Insurance Associations of the Northern States was discussed, but no definite agreement reached. Catalogue houses, the parcels post bill, reciprocal business, advertising, price maintenance and other questions of a similar nature occupied a great part of the members' attention.

On Tuesday evening the smoker given by the Dallas Implement, Machinery and Vehicle Club at the Elks' Club was largely attended and was a highly enjoyable affair, from the Dutch lunch to the badger fight. An excellent orchestra furnished music, and with the lunch were served souvenir napkins on which was printed the evening's programme. A number of postprandial speeches were made which were interspersed with a vaudeville programme.

On January 25 a general reception was held at the auditorium of the Dallas Commercial Club.

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THE MISSOURI RETAIL HARDWARE ASSOCIATION.

The Missouri Retail Hardware Association has decided to hold its annual convention at Kansas City instead of Hannibal, as it first proposed. Headquarters to be at the Coates House. The local committee have succeeded in getting up a brilliant programme in which entertainment predominates; and a railroad rate of one and a fifth fare on the certificate plan has been arranged for the delegates and others attending the convention.

MINNESOTA RETAIL HARDWARE ASSOCIATION.

The tenth annual convention of the Minnesota Retail Hardware Association will be held in Minneapolis, Feb. 28 and March 1 and 2. The meetings will be held in the former dining hall of the Hotel Nicollet. The association has materially increased in membership during the past year, and the tenth convention will unquestionably be larger than any of its predecessors.

NEW YORK STATE ASSOCIATION.

The headquarters of the New York State Association of Retail Hardware Dealers for their annual convention at Binghamton, February 20, 21 and 22, will be held at the Hotel Bennett, the different sessions being held in the assembly room of the hotel. Arrangements are being made for a convention of a business-like character, and a representative attendance of the Hardwaremen of the State is anticipated. Manufacturers and jobbers are reserving space for exhibits with confidence. A special railroad rate is being provided for, which will be announced later.

IOWA RETAIL HARDWARE ASSOCIATION.

The coming convention of the Iowa Retail Hardware Dealers' Association to be held in this city February 14 to 16, will take on much the nature of a Hardware exposition, so complete is to be the representation of all branches and phases of the business. The holding of the convention sessions in the same building in which is to be a big Hardware exhibit, makes this possible.

A school of practical salesmanship is to be conducted by some of the ablest men of the State. Trade matters in general are to be discussed.

The Des Moines Hardware Club, a local organization of Hardware, implement and vehicle jobbers and manufacturers, is preparing to tender to the visiting delegates an elaborate entertainment at the Elks' Club House on the evening of February 15. It is recognized that Des Moines has made wonderful strides as a Hardware center during the past six years. Two local houses travel continually twenty-five road representatives, whereas six years ago not more than eight men were employed by both houses combined.

Following is the programme:

WEDNESDAY, FEB. 14.

9 A. M.—Meeting of Board of Directors, Savery Hotel.
10:30 A. M.—Opening Session at Convention Hall.
Enrollment of Members.
Payment of Dues.
Distribution of Badges.
Announcement of Committees.
Question Box.—This feature of the program is in charge of W. M. Orcutt, Sioux City; F. R. Currie, Mason City; F. P. Bollinger; Afton; E. B. Woodruff, Knoxville.
2 P. M.—School of Practical Salesmanship.
Stoves—C. F. Schmidt, Marshalltown.
Furnaces—J. F. Doty, West Liberty.
Hay Tools—C. E. Haas, Le Mars.
Paints—S. R. Miles, Mason City.
Builders' Hardware—H. S. Vincent, Ft. Dodge.
Field Fence—L. C. Abbott, Marshalltown.
7:30 P. M. An Illustrated Lecture—The Factors of Modern Advertisement, by Prof. Conway McMillan, of the National School of Salesmanship, Minneapolis, Minnesota.
Question Box.

THURSDAY.

9:30 A. M. President's Annual Address—H. S. Vincent, Ft. Dodge.
Report of Secretary-Treasurer, A. R. Sale, Mason City.
Report of the Insurance Association, Vice-President L. Lindenberg.
10:30 A. M. Address by President of the National Retail Hardware Association, W. P. Bogardus, Mt. Vernon, Ohio.
11 A. M. Continuation of the Practical School of Salesmanship.
Question Box.
1:30 P. M. Executive Session.

THURSDAY EVENING.

The association will be entertained by "The Des Moines Hardware Club."

FRIDAY.

9 A. M. Question Box.
Report of Committees.
Election of officers.
Unfinished Business.

AT SAVERY HOTEL.

2 P. M. Session of Board of Directors.
3 P. M. Session of Board of Directors of the Iowa Hardware Mutual Insurance Association.

NEBRASKA RETAIL HARDWARE ASSOCIATION.

The Fifth Annual Convention of the Nebraska Retail Hardware Association will be held at Lincoln, Neb., on February 13, 14, and 15.

The following is a complete program of the sessions of the convention.

TUESDAY, FEBRUARY 13.

10 a. m.—Meeting of executive committee.
Enrollment of members.
Payment of dues and distribution of badges.
Announcement of standing committees.
Question Box.
Questions on illegitimate local competition—Kimel Barns, David City.
Questions on catalogue house methods—M. A. Hargelroad, Holstein.
Questions on quantity prices—Maurice D. Hussie, Omaha.
Questions on cash and credit methods—A. E. Small, Crete.
Questions on miscellaneous subjects—Aug. Lubeley, Hartington.
2 p. m.—Meeting called to order by President Max Uhling. Holdrege.
Invocation—Rev. H. C. Swearingen, D. D.
Address of welcome—Hon. F. W. Brown, mayor of Lincoln.
Response—Nathan Roberts, Omaha.
Annual address of the president.
Annual report of the secretary.
Annual report of the treasurer.
Ladies will adjourn to the parlors and meet with entertainment committee.
Report of the delegates to national convention.
Address—The Hardware Store, Its Past, Present and Future—J. H. McGrath, Hastings.
Voluntary remarks by members.
Paper—Best Methods of Getting All Hardware Men Into Our Organization—A. G. Hunt, Campbell.
Discussion of subject.
Address—Our Competitors; Why We Should Be On Friendly Terms—Alex F. Meyer, Falls City.
Discussion by members.
Paper—Advertising a Store in a Country Town—J. C. McPherson, Haigler.
Suggestions on this subject by members.
Address—Pushing the Business—P. A. Krause, Albion.
Discussion of subject.
8:00 p. m.—Stereopticon exhibition and lectures—For hardware dealers only.
1. The catalogue house methods illustrated.
2. Hardware stores displays.
By S. R. Miles, Mason City, Iowa. Member of the national wholesale and retail joint committee.

WEDNESDAY, FEBRUARY 14.

9:30 a. m.—Address—Steel Ranges; Standard Makes: Are the Prices Too High?—H. T. Moore, Alma.
Discussion.
Paper—How to Get Our Home People to Patronize Our Local Stores—A. L. McDonald, Eagle.
Remarks by members.
Address—W. P. Bogardus, Mt. Vernon, O., president of the National Retail Hardware Association.
Address—Pointers on Fire Insurance—W. P. Lewis, New Albany, Ind., Treasurer of National Hardware Mutual Life Insurance Co.
Discussion, led by H. J. Hall, Lincoln; C. P. Schneider, Syracuse; J. F. Goehner, Seward.
Address—The Traveling Man—By one of them.
2:00 p. m.—Executive session—For hardware merchants only.
Discussion—The Catalogue House Question.
Discussion led by J. C. Cornell, Ord; followed by volunteer remarks by members.
Address—Benefits of Fixed Retail Prices on Standard Goods—I. W. Hawe, Minden.
Discussion by members.
Question Box—Referred questions answered.
One hour and thirty minutes time will be given for the answer and the discussion of these questions by the members.
Paper—What Good has Our Association Done Us?—Walter Gabeler, Winside.
Discussion.
7:30 p. m.—Banquet, Lindell Hotel. Complimentary to the Hardware dealers and ladies, by the Lincoln jobbers and entertainment committee.

THURSDAY, FEBRUARY 15.

9:00 a. m.—Unfinished business—All business unfinished on previous days will be taken up at this time.
Reports of committees.
Election of officers.
Selection of place of next meeting.
12 m.—Adjournment.

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Laws cannot prevent extravagance; and perhaps it is not always an evil to the public. A shilling spent idly by a fool may be picked up by a wiser person who knows better what to do with it; it is, therefore, not lost.—FRANKLIN.

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OUR CANADIAN LETTER

By our Special Correspondent.

TORONTO, FEB. 5, 1906.

TACK MANUFACTURERS ON TRIAL.

In our last letter references were made to the charges of conspiracy to restrain trade made against all the prominent tack manufacturers in Canada, they being members of the Canada Tack Manufacturers' Association, the secretary-treasurer of which was Mr. James Hardy, of Jenkins & Hardy, Toronto. The real investigation commenced on Jan. 2 and was continued in the Toronto Police Court, off and on, for about three weeks before a conclusion was reached. A clerk in the secretary's office was in the witness box the bulk of the time, he being kept busy answering questions and identifying books and papers exhibited in court by the crown prosecution.

The Association was organized in 1902, the object being to maintain the prices of tacks at profitable figures. All the members agreed to abide by the rules adopted and not to sell goods below or on better conditions than named in the agreements. Monthly statements were rendered and the secretary had the right to examine the books of the members. A $300 fine was decided upon as a punishment for breaking rules and "loyalty" and "quantity" rebates were offered to customers for buying exclusively and in large quantities from the manufacturers in the association. The Crown Prosecution endeavored to connect the tack association with other trade associations, in the course of the evidence speaking very harshly of it. Day after day spent by him in first sconning the minute books from 1892 to 1907 and reading extracts from them, and then later on doing the same with the letter files of the association. It is creditable to the members that during the whole period of fifteen years nothing of a damaging nature was found against them. Various differences occurred but absolutely nothing of a startling nature was unearthed. One point which the prosecution laid great stress upon was the quoting of a close figure by one manufacturer to a large implement concern. The latter were figuring on buying from the Atlas Tack Company and refused to do business with several of the Canadian producers. All then agreed that only one would offer to do the work at the figure previously quoted. The manufacturer was to get the advantage of uniformity by having all made in one factory and the association members agreed to divide the savings amongst themselves. The order finally went to the United States concern but the prosecuting attorney contended that the action of the association members was a criminal conspiracy. Another interesting occurrence was when the magistrate and the crown prosecution held up their hands in horror on a quotation of 85, 12½, 12½, 2½ and 5 per cent. off tacks, they showing their inexperience in business affairs by asking if this was not a mistake as it was paying customers to take the goods.

EIGHT MANUFACTURERS COMMITTED.

The case dragged along until Jan. 24 when the charges were withdrawn against several, eight of them, however, being committed for trial before the Criminal Assizes, these being: Thomas Jenkins and James Hardy, secretary-treasurers, Toronto; W. H. Woodall, Montreal; E. J. Fry, of the Peck-Benny Company, Montreal; William McMaster and H. M. Blaiklock, of the Montreal Rolling Mills Company, Montreal; F. H. Whitton, of the Ontario Tack Company, Hamilton; and W. Bruckhoff, of the Portland Rolling Mills, St. John, N. B. The case excited considerable interest amongst the trade, the Canadian trade paper, *Hardware and Metal*, giving almost a verbatum report of the proceedings, six pages being devoted in one issue to the report. The grand jury have not yet passed judgment upon the case but it is likely that they will bring in a true bill against the accused, in which event a legal battle will result with chances of an acquital very good as there are no damaging "bonuses" or "rake-offs" to damn the manufacturers case as caused the plumbers' trial. Upon the verdict in the tack case depends the question as to whether or not other trade associations will be proceeded against, the Crown prosecutor having stated that he has 38 other associations in view for attack, the next on the programme to be that of the Stamped Tinware and Enamelware Association.

PLUMBERS HEAVILY FINED.

Most of the charges against the members of the Master Plumbers and Supply Associations have been disposed of and in addition to the $12,000 odd imposed in fines, reported a month ago, further fines amounting to $10,300 have been imposed upon members of the Master Plumbers' Association. In addition to this those firms which arranged tenders and added amounts for each other to pay for the trouble of tendering, all agreed to hand back the "rake-offs" to their customers. The case against the Supply men is not being pressed so strongly and it looks as though it would peter out. In Hamilton, the courts have copied Toronto's example and fifteen master plumbers have been committed to trial for conspiracy.

CANADA'S PROSPERITY.

While business conditions in Canada are largely a reflex of those in the United States, this country is now enjoying a prosperity and industrial expansion of its own. Where thousands of Canadians formerly emigrated to the United States yearly, tens of thousands have moved or are preparing to leave the Middle Western States for homes on the rich farm lands of the Canadian Northwest. Last year's wheat crop was the largest in Canada's history, the harvest yielding about $100,000,000. With the mines also producing enormous wealth and new factories springing up on every hand, the future of this country looks exceedingly bright. Last year's record breaking building year is likely to be equalled or surpassed in 1906 and the mild open winter has already had a good effect upon the Hardware trade. Sales of skates, sleighbells, snowshoes and other winter lines have fallen flat since the holidays but builders' Hardware has met with a correspondingly increased sale. This is of interest to American manufacturers as the preferential tariff in favor of Great Britain has not resulted in the manufacturers of that country capturing the lead American builders' tools have secured on the Canadian market. The influx of American capital and factories into Canada continues steadily. Reference has already been made to the establishment of a branch factory in Toronto by Henry Disston and Sons, Philadelphia. They have spent $30,000 in a fire proof factory building and site and will spend as much more in completing their plant. The machinery is already here and the factory will probably be produced by March 1. Mr. W. E. Radcliffe is the Canadian manager. The Disston company have a large trade in Canada already and will extend it as a result of their move. But they will not be without strong opposition as during the past month the Simonds Manufacturing Company, Fitchburg, Mass., who have hitherto neglected this country, have, for about a quarter of a million, purchased the plants and established business of the Canada Saw Works. This latter concern had factories in Montreal, Toronto and St. John, as well as a recently closed down plant at Ottawa. As saw mill men are conservative buyers and are not prone to change their make of saws, the Simonds people showed good judgment in taking over an already large business instead of spending thousands of dollars in trying to work up a connection of their own. In the works purchased about 150 men are employed.

The Canada Saw Works was formerly controlled by the James Robertson Company, B. N. Feeney being manager of the plant in Montreal and Fred Woods in Toronto. E. S. Simonds, of Chicago, was largely interested in making the deal. Beyond the change of name to that of the Simonds Canada Saw Company and the extension of the existing plants to allow of an increased production and the making of machine knives, etc., the business will go on as usual.

Another concern which proposes to establish a Canadian factory is the White Sewing Machine Company, of Cleveland. They are negotiating for a site at Welland and offer to employ 300 hands. Welland is near Niagara Falls, and is the location chosen for the Plymouth Binder Twine Company's immense Canadian works which are nearing completion.

The report of the Illinois Manufacturers' Association that Canada's high tariff and the Dumping clause had forced 122 leading U. S. concerns to establish plants and invest $50,000,000 in Canada has caused much interest on this side of the line Canadians, of course, desire to see their country expand industrially and would like to see all of the factories which produce the $166,000,000 worth of merchandise imported from the United States yearly establish Canadian branches. The Canadian tariff, however, is not high enough to keep the rapidly growing trade of the Northwest Provinces for Canadian manufacturers and the output of factories in Chicago and other western cities are found in the stores of Winnipeg, Brandon, Calgary, Edmonton and other prairie cities in almost equal quantities as "Made in Canada" goods.

BUSINESS EXPANSION.

The Hobbs Hardware Company, jobbers, London, have opened a sample room in Toronto at 53 Colburne street.

The Marshall-Wells Hardware Company, Winnipeg, have been

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made distributing agents for Henderson & Potts paints, the latter concern closing their Winnipeg branch.

The Kennedy Hardware Company, Toronto, have purchased a large new warehouse and office building at 51 Colburne street. Started only three years ago, their jobbing business has grown to large dimensions. S. R. Kennedy, the president, was formerly with Lewis Bros., wholesalers, Montreal, and for several years with the Simmons Hardware Company, St. Louis.

The Lenour Paint Company, Chicago, have established a branch factory in Montreal, to be conducted by the Martin-Lenour Company, a subsidiary concern.

Brooks-Sanford Hardware, Limited, jobbers of builders' Hardware, have just closed their first year. They are Toronto agents for Russell-Erwin builders' lines.

The Aikenhead Hardware Company, Toronto's oldest Hardware establishment, are moving into splendid new quarters.

The National Hardware Company is being organized in Montreal by A. M. St. Arnaud, formerly with the Canadian Hardware, Limited, in that city.

A steel billet mill is to be established in St. John, N. B., by parties interested in the Portland Rolling Mills.

Sargent & Company, Hardware manufacturers, New Haven, Conn., deny the rumor that they intended to establish a Canadian plant.

The Peterboro Shovel and Tool Company, Peterboro, Ont., are enlarging their plant and increasing their capital stock from $50,000 to $100,000.

The Murphy Varnish Company, New York, are considering the advisability of establishing a branch in Canada to be located at Toronto.

OTHER ITEMS OF NEWS.

Walter Grose, Montreal, one of the best known Hardware manufacturers in Canada, died suddenly at Waterbury, Conn., a fortnight ago. He was president of the Toronto Lamp and Lantern Company, Hamilton, and selling agent for several other concerns.

The first fine as a result of the tax on commercial travelers in Quebec Province has been imposed upon H. Weill, an English wine salesman. He had not paid the $300 tax and was assessed $50.

The Dominion Electric Heater Company, Montreal, are putting on the market a recently invented device which heats water coming from a tap by electricity.

The Mowry Safety Nut Company, St. John, is to establish a factory to manufacture the safety nut—the invention of a St. John man.

The "Aul-u-want" is the name of a useful harness sewing tool being put on the market by the Canadian Wholesale Agency, Montreal.

Eben Perkins, who is to establish a new nail factory at St. John, N. B., has sold the American rights of a new cold process for drawing nails, recently invented by him.

Hardwaremen have been honored in the elections of officers in the Toronto and Montreal Board of Trades. In the former city Mr. Pelig Howland, head of the wholesale firm of H. S. Howland, Sons & Co., was chosen president, and in Montreal, Mr. George Caverhill, of Caverhill, Leamont & Co., was elected first vice-president, and Mr. L. J. A. Surveyor, another Hardwareman, first vice-president of the French Chamber of Commerce.

MERCHANT & EVANS CO., INC., ROOFING RULES.

MERCHANT & EVANS CO., INC, Philadelphia, Pa., are presenting to the trade an exceedingly attractive and interesting pamphlet, entitled "Roofing Rules," which is a hand book on Sheet Metals in Building Construction, for Architects, Owners, Engineers and Builders. They state in introducing the book: "The following work has been prepared to present to owners and others in a plain and simple form the various points about metals in building construction, with the hope that it will prove of value in making a selection of such materials." They also call attention to the following points in regard to roofing: "The cover of any building is of the greatest importance. Upon it depends not only the durability and preservation of the whole structure but the safety of the contents and the comfort of the occupants. It is subject to more exposure than any other part of the building; and final economy is lost when cheap and perishable materials are employed. The roof and other cover parts should possess the following principal qualities: Storm Proof, Fire and Lightning-Proof, Light in Weight, Easy of Repair, and Ornamental in Appearance." The company claim that their roofing possesses all these qualities and a number of testimonial letters are given showing proof "that the best of all good Roofing Tin is 'Merchants' Old Method.'" The book will be gladly sent to interested parties, and will be found very valuable for reference purposes. Send for a copy.

RETAIL HARDWARE DEALERS' ASSOCIATIONS.

Annual Meetings in February and March.

INDIANA RETAIL HARDWARE ASSOCIATION:
President, A. N. Shidler, South Bend.
First Vice-President, Chas. Frame, North Manchester.
Second Vice-President, Walter B. Creed, New Albany.
Secretary-Treasurer, M. L. Corey, Argos.
Annual meeting at Indianapolis, February 13, 14 and 15; headquarters and exhibits at Tomlinson Hall.

NEBRASKA RETAIL HARDWARE ASSOCIATION:
President, Max Uhlig, Holdredge.
Vice-President, Albert Degner, Norfolk.
Second Vice-President, Frank Haeker, Friend.
Third Vice-President, M. A. Hagleroad, Holstein.
Treasurer, H. J. Hall, Lincoln.
Secretary, Frank K. Barr, Lincoln.
Annual meeting at Lincoln, February 13, 14 and 15.

IOWA RETAIL HARDWARE ASSOCIATION:
President, H. S. Vincent, Fort Dodge.
Vice-President, C. E. Haas, Le Mars.
Secretary-Treasurer, A. R. Sale, Mason City.
Annual meeting at DesMoines, February 14, 15 and 16.

ILLINOIS RETAIL HARDWARE ASSOCIATION:
President, Frank B. McKenney, Rockford.
Vice-President, F. Giessing, East St. Louis.
Treasurer, George A. Englehardt, Chicago.
Secretary, L. D. Nish, Elgin.
Annual meeting at Chicago, February 20, 21 and 22; headquarters and exhibits at First Regiment Armory.

KENTUCKY RETAIL HARDWARE AND STOVE DEALERS' ASSOCIATION:
President, J. C. Frederick, Owensboro.
First Vice-President, U. S. Shacklett, Fulton.
Second Vice-President, George W. Buck, Louisville.
Treasurer, A. Steitler, Jr., Owensboro.
Secretary. John R. Sower, Frankfort.
Annual meeting at Louisville, February 20, 21 and 22; headquarters at Galt House.

NEW YORK STATE ASSOCIATION OF RETAIL HARDWARE DEALERS:
President, C. P. Sherwood, White Plains.
First Vice-President, Louis J. Ernst, Rochester.
Second Vice-President, L. G. Mattison, Newark.
Treasurer, F. E. Pelton, Herkimer.
Secretary, J. B. Foley, Syracuse.
Annual meeting at Binghamton, February 20, 21 and 22.

CONNECTICUT RETAIL HARDWARE ASSOCIATION:
President, Chas. G. Agard, Torrington
First Vice-President, George A. Bassett, New Haven.
Second Vice-President, Irving C. Treat, Hartford.
Treasurer, Lewis B. Crosby, New London.
Secretary, James De F. Phelps, Windsor Locks.
Annual meeting at New Haven, February 27 and 28.

OHIO HARDWARE ASSOCIATION:
President, John F. Baker, Dayton.
Vice-President, C. S. Johnson, Barberton.
Financial Secretary, A. L. Shearer, Dayton.
Treasurer, L. F. Stahler, Waverly.
Corresponding Secretary, Frank A. Bare, Mansfield.
Annual meeting at Canton, February 27 and 28 and March 1; headquarters and exhibits at Auditorium Building.

MINNESOTA RETAIL HARDWARE ASSOCIATION:
President, A. T. Stebbins, Rochester.
Vice-President, George M. Evanson, St. Peter.
Treasurer, G. F. Duerre, Plain View.
Secretary, M. S. Matthews, Boston Block, Minneapolis.
Annual meeting at Minneapolis, February 28 and March 1 and 2.

MISSOURI RETAIL HARDWARE AND STOVE DEALERS' ASSOCIATION:
President, Taylor Frier, Louisiana.
Vice-President, Wm. H. Hahn, St. Louis.
Secretary-Treasurer, Frederick Neudorff, St. Joseph.
Annual meeting at Kansas City, Mo., February 20 and 21.

NEW ENGLAND RETAIL HARDWARE ASSOCIATION:
President, J. B. Hunter, Boston.
Secretary, F. Alexander Chandler, 36 Federal street, Boston.
Annual meeting at Boston, March 1 and 2.
Headquarters and Exhibits at Hotel Vendome.

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CALIFORNIA STATE RETAIL HARDWARE ASSOCIATION:
President, H. C. Bennett, San Francisco.
Secretary, Henry Gracey, 235 Powell street, San Francisco.
Annual meeting at San Francisco in March.

NATIONAL RETAIL HARDWARE ASSOCIATION:
President, W. P. Bogardus, Mount Vernon, Ohio.
Secretary, M. L. Corey, Argos, Ind.
Annual meeting at Chicago March 20 21 and 22.

LEGAL CORRESPONDENCE

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

SALE TO ARRIVE.

QUESTION.—An importer sold us certain goods to arrive by a specified ship. The contract of sale reads: "To be delivered on arrival of goods at any time before January 1st No arrival, no sale." The goods not having arrived, can we sue the importer to deliver them, or can he make us take them now that the time of delivery is passed?

REPLY.—A sale to arrive or on arrival is regarded by the law as conditional; and where the seller simply agrees to deliver the goods on their arrival, he cannot be held liable for non-delivery, unless the goods have actually arrived. In other words, if without any fault on the seller's part, the goods fail to arrive, neither party is bound by his bargain. The buyer cannot hold the seller liable in damages for failure to deliver, and the seller cannot make the buyer accept the goods, after the date specified in the contract.

TENANT'S RIGHT TO EMBLEMENTS.

QUESTION.—I leased a piece of land to a tenant for the term of one year from the first day of January, 1901, with the privilege of continuing the same from year to year as long as both agreed. The tenant stayed in possession till January 1st, 1906, when, without any notice to quit being given me by him, he gave me notice that he did not care to stay another year; gave up possession and I relet the farm to another tenant. In the fall of 1905 my former tenant sowed fourteen acres of rye on the farm and now claims to be the owner of the rye when the crop matures. Who is entitled to the rye?

REPLY.—You are entitled to the rye. Under some circumstances a tenant from year to year, or for any other uncertain period, has the right to his "emblements" or "away-going crops" and may come on the land and harvest them, even though they do not ripen till his tenancy is terminated. But the law is settled that if the tenant terminates his tenancy by his own act before the crop matures, he loses his right to the crops then growing on the land. Where the landlord terminates a tenancy for an uncertain period, as by notice to quit, the tenant can take away crops growing on the land, but not ripening until his tenancy ends; but it is otherwise where the tenancy is put an end to by the act of the tenant himself. Here your tenant voluntarily surrendered possession and you accepted his surrender. That terminated his tenancy. It was the result of his voluntary act. And he forfeited his right to claim any crops then planted on the land.

EFFECT OF CERTIFICATION OF CHECK.

QUESTION.—A man drew a check payable to my order for $50 and sent me the check in payment for goods sold him. I took the check to the bank on which it was drawn and had it certified. The next day the bank failed. The check has not been paid. Can I sue the man who gave it to me?

REPLY.—We think not. The effect of the certification of a check by the bank on which it is drawn is an acceptance by the bank and an agreement by the bank to hold so much of the drawers' funds for the benefit of the holder of the check. When the holder of the check procures it to be certified, he thereby discharges the drawer of the check and all indorsers from liability. The rule would be different, however, if before delivering the check to you the maker had had it certified. Then you could hold the drawer of the check if the bank failed.

LEASE OF FARM FOR OVER TWELVE YEARS VOID IN NEW YORK.

QUESTION.—"A" leased a farm from "B" for fifteen years at $500 a year and a written lease was drawn up and recorded. The land is situated in the State of New York. Some one tells "A" that his lease is void. Can you advise us on this point?

REPLY.—At the common law and in the States generally, such a lease would be perfectly valid. There is no reason why a lease of a farm should not be made for fifteen or twenty-five or one hundred years if the parties agree to it, but the Constitution of the State of New York provides: "No lease or grant of agricultural lands for a longer period than twelve years in which shall be reserved any rent or service of any kind shall be valid." As the land is situated in New York, the lease of course governed by this Constitutional provision, and being for a longer period than twelve years, is absolutely void.

PARTNERSHIP—DISSOLUTION—NOTICE.

The Supreme Court of Michigan held, in the case of The Smith & Cheney Company vs. Schmidt, that where goods are ordered by one of the members of a co-partnership and shipped after the dissolution of the firm, the retiring partner is bound, unless the vendor has notice of this dissolution of knowledge of such facts as will put him upon inquiry. The court said: "One of the partners had a right to give the order and bind the partnership; whether the other partner knew it or not is immaterial. Having given the order when they were partners, it is no defence that in the absence of notice of dissolution the goods were shipped after the partners had dissolved and defendant Schmidt had retired. No notice of the dissolution was given to the plaintiff. Actual notice or knowledge of the facts sufficient to put plaintiff on inquiry was necessary. The giving and taking of the order when the defendants were partners constituted a dealing with the firm which entitled plaintiff to actual notice."

THE LATE MARSHALL FIELD.

Marshall Field liked advertising men. Our San Francisco correspondent who got his first big ad from the great merchant, writes of him as follows:

The recent death of Marshall Field brought vividly to mind not only the rapid flight of time, but memory of the day I, as solicitor, was rewarded by getting from Marshall Field my first big display ad. and some good business advice, and how glad I felt.

It was about two or three weeks after the big Chicago fire that I, a straight shoot of a boy only 16 years old, big and overgrown, but no more full of the sap of life, it seems to me, than I am to-day. But this must be a mistake, for time, like advertising, does tell.

At that tender age I was a subscription and advertising solicitor for a Chicago daily with the biggest circulation, and in my territory was a long, wide one-story brick structure that had been erected temporarily on the southern line of the fire district for the reception of merchandise coming in for Field, Leiter & Co. I found in the centre of this temporary structure, in a glazed compartment about the size of a hall bed-room, Mr. Field, who was receiving, one at a time, a string of business callers.

Since that time I have known I was too diffident for my own good in those early days of my life, and Mr. Field must have observed my retiring disposition that permitted others who came after I did to secure his audience ahead of me, for he referred to it during the few minutes I was with him. He said to me substantially like this:

"Yes, I have copy here already prepared for a double column ad. which you may run in your next issue. By the way, young man, why did you hesitate in coming in? You stood back for others to precede you. My business here is like the barbers' 'Next'. I receive my callers in rotation as they arrive; no favors shown to anyone. Besides, I consider your business second to none, and advertising men are always welcome, for through them I expect to promote my business and make a success of it, or fail in the attempt."

In these advance days of publicity men in business houses it should be borne in mind that in the early days of which I write, there were no ad. men in stores, the proprietors themselves attending personally to all advertising matters.

I think that in the life of Marshall Field, who left an estate valued at a hundred million dollars, who was always in business and always had something to sell and advertised that fact incessantly, there is good argument in favor of always having plenty of printer's ink figure prominently in every business enterprise.

IN TEMPTATION'S WAY.

"This is the first time you have been to prayer meeting in a long time," said the pastor of a colored congregation.

"I had to come," replied Mr. Erasmus Pinkley. "I needs strength'nin. I'se got a job whitewashin' a chicken-coop an' buildin' a fence around a watermelon patch."

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RECENT TRADE PUBLICATIONS.

CHADBORN & COLDWELL MANUFACTURING CO., Newburgh, N. Y., have favored us with a copy of their new catalogue of Lawn Mowers, which is attractively gotten up and finely printed on excellent paper. Among the many Lawn Mowers shown are the following: The "New Model," the "New Model" High Wheel, the "Rival," the "Rival" High Wheel, the "O. K.," the "Excelsior" Roller, the "Excelsior" Roller Golf, the "Royal Blue" Ball Bearing, the "Lenox" Ball Bearing, the "Invincible" and the "New Excelsior" Horse Lawn Mowers. Each of the models is carefully described and handsomely illustrated, and the book will repay a careful perusal. The company will be pleased to supply a copy to those not already in possession of one.

THE ENTERPRISE MANUFACTURING CO., Akron, Ohio, have favored us with a copy of their Catalogue and Price List for the season of 1905 and 1906. The catalogue is an immense publication, measuring 12 by 9 inches, and containing 170 pages. They state by way of introduction: "In presenting this, our annual catalogue No. F24, we solicit your earnest attention, believing that a careful perusal of same will be mutually beneficial. Especial attention is called to our line of Reels, Fish Hooks. Snelled Hooks and Flies, to which have been added many new patterns." The company claim to be the largest manufacturers of Artificial Fish Baits, Fish Hooks and Anglers' Specialties in the United States, and a very complete line of their products is shown in this their new catalogue. The book is profusely illustrated and is exceedingly attractive in appearance. Great care has been taken in its preparation and it will repay a thorough perusal of its pages. A copy will be gladly sent to those interested in this line of goods.

THE GILLETTE SALES CO., New York, N. Y., have sent us a very unique and interesting envelope sized pamphlet, entitled "In Memoriam," which, in the form of comic illustrated verse, effectively draws the reader's attention to the superior qualities of the Gillette Safety Razor. The peculiar fitness of the title may be seen in the last verse of the "poem" in which the writer bids a last farewell to the barber's pole, chair, razor, hone and strop, having found the acme of comfort and economy in the Gillette Safety Razor which gives "a barber's shave without the torture." The company claims that no invention in the 19th or 20th centuries has brought greater economy, helpfulness and happiness to mankind. They state in introducing the little book that the blades are made of steel as fine as a Damascus sword, and are tempered by a secret process, being so economically made as to allow of their being thrown away when dull; also that no honing or stropping is necessary with this razor and that it is so simple a child can adjust it. The pamphlet gives a view of the factory in Boston, Mass., which they claim is the largest plant in the world devoted exclusively to the manufacture of razors. For further information, prices, etc., write to the New York office, 1104 Times Building, Broadway.

AMES SWORD COMPANY, Chicopee, Mass., are presenting to the trade an exceedingly attractive and interesting illustrated catalogue of Patent Perfection Padlocks and other Hardware. Among the articles listed are the following: Small Padlocks for Dogs and Cats, Perfection Key Holders, Key Guard Chain, Perfection Padlocks, Baggage Protectors, Bicycle Padlocks, Cast Bronze Padlocks, and Padlock Keys. In introducing their catalogue they state: "The elegance and beauty of workmanship of these goods speak for themselves, while their strength and durability are guaranteed to be in no way inferior." In the latter part of the book will be found two very interesting testimonials in the form of letters ordering large quantities of the company's goods, and also a Partial List of Railroad and other companies who are using their Locks to a greater or less extent. For further information, illustrations, prices, etc., write for catalogue.

THE CENTRAL STAMPING CO., 24 Cliff Street, New York, manufacturing plant, Newark, N. J., have recently issued an illustrated price list of "Puritan" Ware, in regard to which they state as follows: "Puritan Pressed and Re-Coated Ware is made from very heavy tinned plates of highest quality and of superior finish, and is as nearly rustless as is possible with an iron or steel base and metal coating. 'Puritan' Ware is also superior in many respects to the best enameled, china or copper ware as the surface will not break, crack, scale or corrode." They claim that the capacity of the several articles follows the custom of the trade and that there are no scant sizes or light weights to be found on the list; the descriptions are actual and will not be deviated from. They also state that all knobs and wood handles on bails have a mahogany finish and that all "Puritan" Pressed Ware has a rustproof coating. The company announces that it will soon publish an extended list of "Puritan Ware" covering the most desirable articles in all lines of their manufacture. Information will be gladly and promptly given in regard to these goods and the Price List may be had upon application.

JOHN STORTZ & SON, Philadelphia, Pa., have recently issued a very interesting catalogue of Cement and Concrete Workers', Contractors', Paviors' and Asphalt Tools. They state in presenting their catalogue: "The degree of perfection which the steady increase in the use of Cement for innumerable purposes demands, necessitates the Cement Worker to be supplied with tools that experience has taught are well adapted for the work intended. In presenting this, our catalogue of Cement and Asphalt Workers', Paviors' and Contractors' Tools, we wish to state that our tools are made with care in every particular, and refer with pride to our reputation as manufacturers of edge tools for the past fifty years." They claim there are two grades—bronze and iron. The bronze tools are made of hard bronze of a composition insuring the best wearing qualities and greatest toughness, and will not rust, as it stands exposure and moisture. The other grade, they state, is made of clean, hard gray iron, and is therefore very serviceable as well as economical. They also claim that these tools are great labor-savers, and by giving style and beauty of finish a cement worker with a set of them is equipped for high grade work. The pamphlet is a very useful and handy one to have and may be had upon request.

EAGLE COOPERAGE WORKS, Circleville, Ohio, have recently mailed us a copy of their very artistic and exceedingly attractive Catalogue E which describes and illustrates their Eagle Mop Wringers and Buckets Combined, also Ohio Mop Heads and Detachable Handles. They state as follows: "We present our new catalogue and have spared no expense or labor to make it as complete as possible to insure its being kept as a book of reference. The increasing demand for the goods shown herein is conclusive evidence that our lines are the standard of comparison; the highest point of mechanics' skill; that none but the best material is used in their construction. It has always been our aim to keep our products in the front rank of merit, which enviable position we have earned by the strict adherance to the standard of highest qualities and true value." The company invites correspondence and the catalogue will be gladly and promptly sent to all interested parties.

LOWELL SCALE COMPANY, Lowell, Mass., recently mailed us a copy of their latest catalogue of Scales and Weighing Machines, in introducing which they state: "Since the issue of our last catalogue we have made several additions to our line of Scales. Hitherto we have said little about the quality of our Scales, preferring that their use should establish their reputation; but with an immense number of Scales now in use throughout the world to substantiate our claim, we do not hesitate to say that no scales are sold, at any price, that are superior to ours in accuracy or durability; and none at an equal price to ours in accuracy, durability and finish. We invite comparison. Especial attention is called to the "Premier" Scale and to the Bath Room Scale, both of which are new features in the catalogue, and among other weighing machines described are the "Portable Platform," "Double Beam," "Bag Rack," "Square Platform," "Drop Lever," "Meat or Fish," "Grocery or Butter," "Grain Dealers'," "Rolling Mill or Iron," and "Union or Family Scales." They claim that all the scales are of the highest grade of goods and consider their scales of the Portable Platform style and finished in natural finish the handsomest as well as the most accurate and durable scale on the market. The catalogue is well illustrated and is exceedingly interesting. A copy may be had upon request.

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NEW GOODS AND SPECIALTIES.

NEW LAWN MOWER SHARPENER.

The Lawn Mower Sharpener which we illustrate herewith, is placed on the market by The Osborn Manufacturing Company,



NEW LAWN MOWER SHARPENER.

Cleveland, Ohio. The holder is made of iron with neat, durable, "Tucker" bronze finish. The file has four cutting sides, which when worn can be turned by loosening the screws in the holder. The sharpeners are packed in compartment boxes, one of which

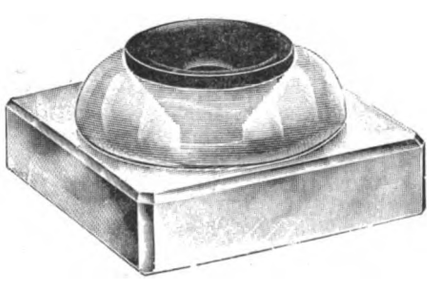


THE COMPARTMENT BOX.

is shown in Fig. 2, having hinged cover with neat two color label, making an attractive display package. The sharpeners are designed to retail at 25 cents each.

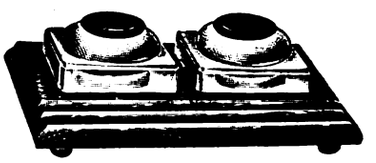
THE "CAPITOL" INKSTAND.

Cushman & Denison Mfg. Co., 240-242 West 23d Street, New York, N. Y., have recently placed on the market the "Capitol" inkstand, which we show in the accompanying illustration. It is



THE "CAPITOL" INKSTAND.

a large, handsome inkstand, suitable for the bank, office or library. There is no loss by evaporation, as the body of ink is kept from the air and dust and so rendered clear and fluid until the last drop is used. The depressing of funnel is avoided so that no time is lost and no consequent injury to pens. Just the right amount of ink is fed to the pen, and it is claimed to be impossible to get ink on holder. There are but two parts. By simply removing the funnel the glass well can be filled or cleaned in-

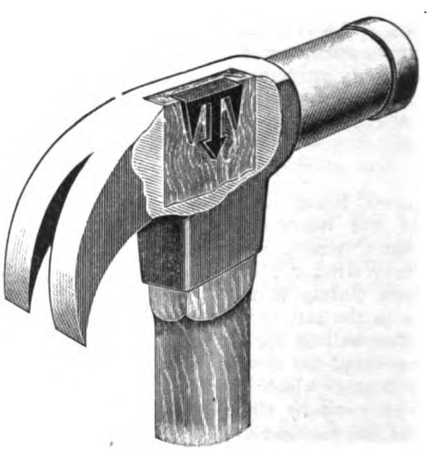


THE DOUBLE STAND.

stantly. The illustration is half size and the weight is nearly one pound. It can be furnished mounted on quartered oak, and with black funnel for black ink and red funnel for red ink. A pair of stands mounted this way (see cut, Fig. 2) is very effective.

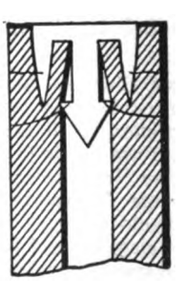
THE NEVERSLIP ANCHOR WEDGE.

The Neverslip Anchor Wedge is a new article which is the only one piece wedge on the market, which not only insures a permanent anchorage of the handle but is claimed to preserve



THE NEVERSLIP ANCHOR WEDGE.

the life of the handle itself. The outside spurs engage the wood and bend it into the shoulders of the shank of the Wedge as shown in cut, Fig. 1. When the Wedge is driven into the handle the wood is forced up over the shoulders (See Fig. 2) and adds permanency as well as security anchoring the handle to the



SECTIONAL VIEW OF WEDGE.

hammer, axe or other handled tool. The anchorage is secured at its greatest wedging power, and by so doing closes the pores of the wood, making it practically impervious to moisture. It is made in 3 sizes, No. 2 O for hammers, No. O for axes and No. 2 X for hatchets. These Wedges are made by The Neverslip Anchor Wedge Company, Auburn, N. Y.

NEVER-BREAK GARDEN TROWEL.

Simplicity and strength are two main points which The Avery Stamping Company, of Cleveland, Ohio, have scored with their "Never-Break" forged steel garden trowels, as shown by the accompanying illustration. That the American gardening public

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appreciates this tool immediately has been amply proved during the many years past in which the demand for same has grown from nothing to large proportions. The blade and socket of this garden trowel are both forged out of the same piece of



NEVER BREAK GARDEN TROWEL.

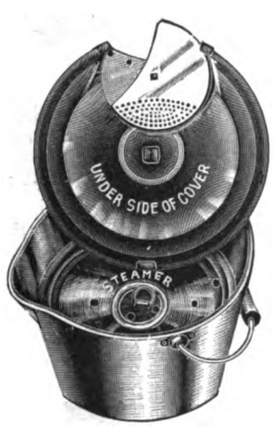
steel and are attached to a solid hardwood handle by means of a steel rivet. The tool is eleven inches long over all and will stand the most severe service without buckling or bending out of shape. The handle can not work loose and will not cramp the hand of the user, as it is large in size. The manufacturers do not claim that this trowel is a piece of jewelry but do assert that for all practical purposes and great durability it is indeed a jewel. The "Never-Break" garden trowels come packed in wooden boxes containing a gross in bulk, or they may be had in pasteboard cartons containing one dozen.

The Illinois Pure Aluminum Co., LeMont, Ill., are the The Illionois Pure Aluminum Co., LeMont, Ill., are the manufacturers of the "Gem" Aluminum Steam Cooker and Preserving Kettle, of which we give an illustration. It is made of pure aluminum, and is claimed by the manufacturers to heat in a third of the time required for any other metal. This Ket-



"GEM" ALUMINUM STEAMER.

tle combines the uses of a steam cooker with those of a general cooking kettle. The great conductivity of aluminum makes it possible to cook quickly and without scorching or imparting a burnt taste to the food, milk, rice, custards, oatmeal, oysters, lemons, vinegar, etc., without burning and with no need of

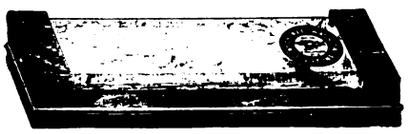


INTERIOR VIEW.

stirring. A steamer is provided by the use of a perforated disk so made as to engage the sides of the kettle in a circumferance about half way down. The steam being confined, all that is generated is thus utilized, doing the work in a short time and with small amount of fuel. To drain water from meats, potatoes, etc., by means of a simple automatic locking device the rim of the cover is tightly held to the rim of the kettle, and is so made as to provide a strainer, a steam tight or open spout, as desired. Liquids and solids can be strained or poured from the Kettle without the slightest danger of scalding or burning the hands.

PIKE'S COVERFAST OILSTONE BOXES.

The Pike Manufacturing Company are just putting upon the market their Coverfast Oilstone Boxes as illustrated herewith. This is an ideal mounting for an oilstone. It enables the entire length of the stone to be used and keeps the stone in perfect condition. To get the best results, an oilstone must be kept clean and always oil moistened. This is impossible with an unmounted stone or an ordinary loose-cover box. The Coverfast consists of a solid, hardwood box which cannot warp, and a strong, enameled metal cover, fastened by a pivot hinge which can be turned under the box instantly. The inside of the cover



PIKE'S COVERFAST OILSTONE BOXES.

contains a thick, felt pad which absorbs surplus oil and keeps the stone moist and clean and makes the cover practically air tight when closed. The ends of the box are flush with top of stone, thus enabling the tool to be pushed the entire length of stone without danger of nicking or blunting. The cover is never lost nor in the way. The stone is ever clean and moist. The tools are ever sharp, never nicked. The Coverfast Oilstone Boxes are offered with either Rosy Red, Lily White, or Indian Oilstones as preferred.

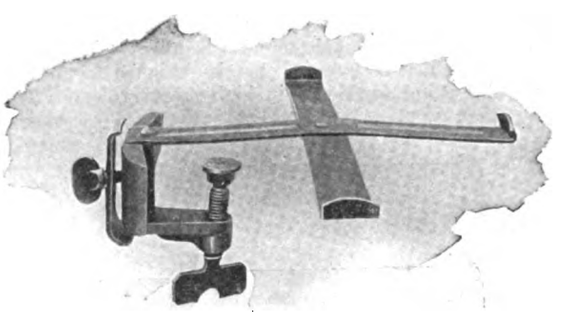
THE DIXIE IMPROVED BREAD MAKER.

The Standard Stamping Co., Albion, N. Y., are placing on the market the Dixie Improved Bread Maker, which we illustrate herewith. It consists of a pail with a mixing rod, a firm bearing attached to the under side of the cover, and possess-



THE DIXIE IMPROVED BREAD MAKER.

ing a clamping device (See Fig. 2) for attaching the mixer to the table, which is made of stamped steel and is non-breakable. The cut shows its interior construction by being broken away for the purpose. The cover is provided with a hinged door that



THE CLAMPING DEVICE.

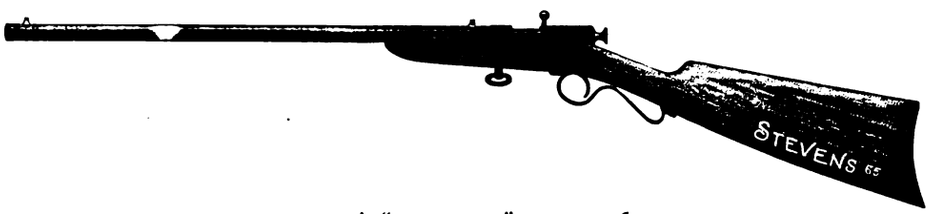
may be used in watching the progress of the mixing when it may be necessary to add flour or other ingredients in the proper proportions. To lift the cover entirely the bail is removed when the crank cover and mixer can be lifted from the pail. The device is referred to as containing only the best material and as being simple and effective in its operation. It is furnished in two sizes: No. 1 and 2, the capacity of which is four and ten loaves respectively.

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STEVEN'S "LITTLE KRAG" RIFLE NO. 65.

J. Stevens Arms & Tool Co., Chicopee Falls, Mass., are placing upon the market the up-to-date and improved Rifle known as the "Little Krag," and has already become an exceedingly popular little Arm, especially among boys.

The "Little Krag" rifle in action is similar to the celebrated "Krag-Jorgenson," adopted by the United States Government. The Stevens "Little Krag" rifle has been aptly termed "a little brother" to the United States "Krag-Jorgenson" rifle. Is very simple in construction, by drawing back the hammer, which is made with a large knurled head. When rifle is cocked it is locked, so that it is impossible to open it until the hammer falls or is let down. Has a round 20-inch barrel, blued steel frame, single trigger, oiled walnut stock and forearm, rubber butt plate.

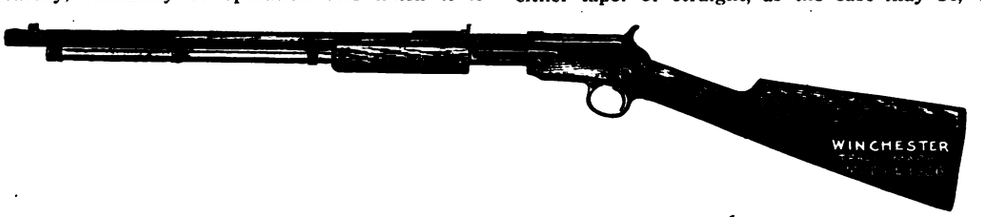


STEVEN'S "LITTLE KRAG" RIFLE, NO. 65.

For .22 Long Rifle R. F., .22 Long, .22 Short cartridges and C. B. Caps. Fitted with bead front and rear peep sights. Weight 3¼ pounds. List price, $5.00. The company has also been asked to furnish this rifle with an open rear sight, and will supply it with either rear peep or open rear, and open front sights. Rear peep open front sights will be regular, and rifles will be so supplied unless otherwise ordered.

WINCHESTER REPEATING RIFLE, .22 CALIBER, MODEL 1906.

Winchester Repeating Arms Co., New Haven, Conn., is engaged in placing before the Hardware and Sporting Goods trades the .22 Caliber 1906 Model Repeating Rifle of which we give an illustration herewith. This Winchester Model 1906 is a compact, light weight, take-down rifle, handling .22 Short Rim Fire Cartridges only. It is attractive in appearance and outline, and in accuracy, reliability of operation and finish it is



WINCHESTER REPEATING RIFLE, .22 CALIBER, MODEL 1906.

fully up to the established Winchester standard. The repeating and take-down systems used in this rifle are simple, positive and thoroughly tried, having always given entire satisfaction. This rifle is made with a 20-inch round barrel fitted with sporting front sight and an adjustable open rear sight. It measures 35¾ inches over all and weighs about 5 pounds; has a handsome straight grip stock 12⅞ inches long, with a drop at comb of 1⅝ inches, and at heel 2⅜ inches, finished with a rubber butt plate. The magazine holds 15 cartridges. Model 1906 rifles can be furnished only according to the above specifications.

The Winchester Repeating Arms Co. are also placing on the market the Winchester Supplemental Chamber which we illustrate herewith, which is a device that is designed to enable the use of popular pistol cartridges in high power rifles. There is



destined to be a demand for the chambers, as soon as their utility becomes known. They are made in the following sizes: .30 Winchester, .30 Army, .303 Savage, .303 British, .32-40 and .32 Winchester Special for .32 S. & W. and .32 Short Colt cartridges; .35 Winchester for .38 Colt New Police and .36 S. & W. cartridges; and .405 Winchester for .41 Colt D. A. Short cartridges.

BRAUNSDORF-MUELLER COMPANY, Elizabeth, N. J., have recently issued a supplement to their catalogue No. 3, which is intended to be inserted in the proper place in the catalogue. Among the articles described and illustrated are the New Century Screw Drivers, Machinists' Screw Drivers with Double Grip Handles, Insulated, Bull Dog and Midget Screw Drivers, Box Hooks, Masons' Jointers, Hand and Pin Vises, Carpet Hammers and Stretchers, Chisels, Drills, Tap Wrenches, Saddlers' Punches, Marble and Granite Workers' Tools. A copy of this interesting supplement may be had upon application.

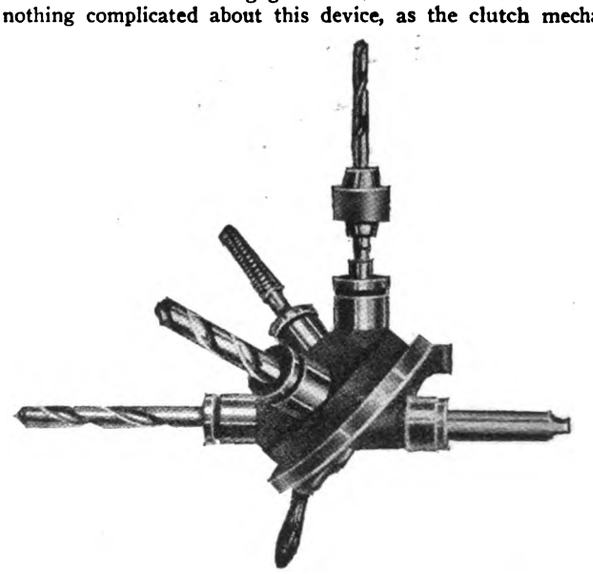
THE DIAMOND IMPROVED TURRET ATTACHMENT.

The Powers Specialty Co., Detroit, Mich., are the manufacturers of the Diamond Improved Turret Attachment, of which we give an illustration. Every manufacturer is aware of the fact that much valuable time is lost on the drill press by changing drills and handling work several times for the different sized holes.

The Diamond Turret Attachment instantly converts the single spindle machine into a gang drill. It is superior to the gang drill in that every tool in use is in perfect alignment with spindle of machine, a job clamped to the table, or a heavy piece being operated on, subject to a series of operations, need not be changed. For drilling and tapping this device is so constructed that it responds at once to the reverse motion of the machine.

It also converts an ordinary lathe instantly into a turret lathe by simply inserting its shank into the tailstock spindle of the lathe. The attachment consists of two pieces, one of which is loosely mounted on spindle, which fits socket in machine spindle, either taper or straight, as the case may be, while the other is adapted to revolve on first mentioned piece, being suitably guided and carrying four spindle sockets, each having Morse taper hole to receive tools.

By the operation of latch the two pieces are locked together at the same time clutch is engaged and tool is in motion. There is nothing complicated about this device, as the clutch mechan-



THE DIAMOND IMPROVED TURRET ATTACHMENT.

ism and locking pin are both operated by downward pressure of latch, thus making it impossible to start tool until it is in perfect alignment. Tools not in use remain stationary.

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HARDWARE MERCHANTS' AND MANUFACTURERS' ASSOCIATION OF PHILADELPHIA.

The Twentieth Annual Banquet of the Hardware Merchants and Manufacturers' Association of Philadelphia, Pa., was held Tuesday evening, January 30, at the Bellevue-Stratford Hotel in that city. There was a reception held by the officers of the Association in the Clover Room of the Hotel which preceded the banquet. The speakers and guests' table extended the full length of the room while those occupied by the other participants were smaller tables seating ten each. The room was handsomely decorated with flowers in which carnations and ferns were prominent. The various manufacturers were represented by the number of souvenirs which they presented which added materially to the attractive appearance of the banquet tables. The march to the Banquet Room was led by the President Thomas Devlin, who later called upon the Rev. J. R. Davies, D. D., to invoke the divine blessing. The *menu* card was original and unique, showing a banquet held in the olden time, touched up in water colors and having embossed thereon in gold the announcement, "XX Annual Banquet, Hardware Merchants and Manufacturers; Bellevue-Stratford, January 30, 1906." In addition to the *menu* were the names of the speakers and a list of toasts, the committee in charge, together with a complete list of those participating. A number of pages were left for the usual autographs.

After coffee and cigars, Thomas Devlin, the retiring President of the Association, introduced the toastmaster, Paul Griffith, in a graceful address in which he noted the appreciation of the honor conferred on him as President for two terms which was the constitutional limit. John R. Griffith, the newly elected President, was unable to be present owing to the illness of Mrs. Griffith. A resolution was unanimously adopted which read as follows:

Whereas, Thomas Devlin has served this association as its president for the last two years, giving freely of his time and talents to its welfare, be it

Resolved, That the heartfelt thanks of the Hardware Merchants and Manufacturers' Association be tendered to him for his successful conduct of its affairs, and that we, its members at this time of his retirement from office, all join in wishing him health, happiness and prosperity.

The Toastmaster then introduced Hon. John Weaver, Mayor of Philadelphia, who was down to respond to the toast, "Civic Patriotism," which he did in a very interesting manner, referring incidentally to the late reform movement in the politics of the State. Charles W. Asbury responded to the toast of "Common Honesty," in an address which was listened to with close attention and manifest approval of the sentiments expressed. The toast "Hardware History," was responded to by Rev. J. R. Davies, D. D. The toast, "The opening of a Chestnut Burr," was responded to by James H. Kennedy of the "*Hardware Dealers' Magazine,*" who treated the subject humorously, which was well received. The toast of "Commercial Organizations" was responded to by Mahlon H. Kline in which he referred to the success of commercial organizations generally, urging the consolidation of the many local organizations, which represented the different trades and lines of business, into one large general organization for the betterment of all.

The Banquet was brought to a finish with the singing of "Auld Lange Syne." A Male Quartet, composed of Paul Volkmann, Charles A. Huff, John C. McCauseland and Frank W. Huff, during the evening contributed vocal selections which were appreciated. The Bellevue-Stratford Orchestra also gave musical selections and Frank Conly contributed some interesting impersonations. Souvenirs donated by the following manufacturers were distributed:

SOUVENIRS.

Germontown Tool Works, Hammers.
Russell & Erwin Mfg. Company, Bronze Letter Opener.
McCaffrey File Company, Export and Domestic Files, Manicure Files.
Corbin Cabinet Lock Company, Sleeve Buttons.
Liveright Bros., "Whizzer" Manicure Files.
Pike Mfg. Company, Sharpening Stone in miniature, Pike selling assortment box.
Stanley Rule & Level Company, Brace and Bits.
Fayette B. Plumb, Incorporated, nickled Hammer Head Paper Weight.
Star Lock Works, miniature Padlocks.
North Bros. Mfg. Company, Yankee Screw Drivers.
Miller Lock Company, Padlocks.
Henry Disston & Sons, Spirit Levels and Screw Drivers.
Landers, Frary & Clark, Bread Mixers.

The Committee on Arrangements, who arranged and presented this most entertaining and enjoyable programme, was composed of Ed. S. Jackson, Harry C. Disston, Charles Z. Tyron, Henry C. Chriskey, Walter C. Devlin and Joseph J. McCaffrey, who performed their work in an admirable manner.

HOW SPONGES ARE GROWN.

Perilous Lives of the Natives Who Fish for Them—Profits to Monopoly.

The gathering and shipping of sponges is the principal industry of Nassau, the general work of which is done by the colored population, while the general profit is reaped by the white dealers on an export of probably half a million dollars a year. "Going to the mud" the natives call going out to the shallow, muddy seas around the out islands, where the sponges grow, and large fleets of two-masted schooners ply back and forth in the business. The men who go sponging have to work hard in the season, but seem a jolly set, and if they do not have a great deal to show for their labor, after their supplies are paid for, at a top-notch price, then, neither do they have many wants, and contentedly and improvidently live along and come upon the town in their old age. Down along the sponge wharves and about the sponge exchange is a good place to observe the sponge fishers, their ways and their wares, and lively times are there when the fleet comes in, gets its money, spends it, and goes out again.

As is known, the principal sponge fisheries, after those of the Mediterranean, are among the Bahamas, and along the Florida reefs, and each ground requires a different mode of working, owing to the varying depths of water. Some sponges are dived for, others hooked up with a long pole, and others still are dragged for with a trawl. The last-named way is not allowed by law in many places, owing to the process loosening the immature and useless stock, which drifts away into deep water and dies, or is washed ashore by the tides. Along the Mediterranean the diving is done by a stone-weighted man with a bag about his neck and a knife in his hand. He can only stay down two or three minutes—four at the very most among experts, and then, upon signal, is hauled rapidly to the surface. In deeper waters the divers' apparatus is used, and in ten-fathom water a man may stay down an hour, in fifteen fathoms a quarter of that time, and in twenty fathoms only a few minutes. These divers, along with the bag and knife men, are subject to diseases of which paralysis and lung troubles are the most common. The most of the sponges among the Bahamas are found in two or three fathoms of water. They are gathered by a man in a boat sculled by a boy. The man, with a 15 or 20-foot pole in his hand, leans over the side of the boat and peers down through the water glass—a wooden bucket whose bottom has been replaced by a tight pane of glass. This, when sunk slightly in the water, cuts off the surface ripple and makes all below visible. When he sees a promising sponge he hooks the two-pronged hook of the pole about it, twists it loose and hauls it up, and the process is repeated all day. He, too, is subject to various troubles consequent upon his cramped position and his exposure to storm and sun.

As is also known, the sponge of commerce is but the skeleton of living organisms and when first brought up from the water is a repulsive sight, being covered with a shiny black skin and filled with a gluey, slimy jelly. Upon exposure to the air the sponges die and are thrown into "crawls" or staked pens in the shallow water to rot. They are then trampled upon or beaten with sticks to be freed from the dead animal substance and are washed thoroughly and dried. As may be imagined, it is dirty, odorous work. When the fleets come into Nassau it is usually in the night, and by morning the sponges are arranged, best foot foremost, on the ground in the long yards and under the sheds of the sponge markets. Each kind is kept to itself and the layers are about two sponges deep, and after being sprinkled with water to plump them, are ready for the sponge brokers. These men go about among the numbered and marked sections, and, sizing up their quality, turn in sealed bids to the president of the sponge exchange. At a certain hour these bids are opened and the one offering the most gets the stock bid upon. So expert do these brokers become that bids of thousands of dollars will not vary more than a few shillings. After the brown caskets of sponges are bought—some of the sponges being 12 or more inches in diameter—they are gathered up into high-crated carts and hauled away to the sponge warehouses and dumped upon the floors. About the piles sit the clippers, colored men and women, with big shears in their hands. They pick up a sponge and snip it into sightly shape, removing blemishes and sandy spots, and toss it into any one of a half-dozen flat 4-foot baskets sitting by.

(To be continued.)

"You know Borem, don't you?"

"O! just enough to say 'how are you?'"

"Well, don't do it."

"What do you mean?"

"Don't say 'how are you?' to him. If you do he'll hold you up for ten or fifteen minutes and tell you."

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NORTH DAKOTA RETAIL HARDWARE ASSOCIATION

NORTH DAKOTA RETAIL HARDWARE ASSOCIATION.

The convention was called to order on Tuesday morning, 30th ult., at 11 o'clock, by President H. F. Emery of Fargo, prayer being offered by the Rev. F. E. R. Miller, pastor of the First Baptist Church. A hearty welcome to Grand Forks was extended by Hon. George E. Duis, Mayor of the city. A feature of the opening session was the presence of Hon. E. Y. Sarles, Governor of North Dakota, who was warmly greeted and made a short address.

The report of C. N. Barnes, who has been the very efficient secretary of the association since its organization nine years ago, showed that there was a membership of 247, only five of this number being in arrears. This is a very large proportion of the Hardware merchants of the State. In connection with the meeting an especially creditable souvenir program was issued, this having been prepared under the supervision of Mr. Barnes. who is t be congratulated upon it.

More than 200 of the leading Hardware merchants of the State were in attendance and the association received a number of accessions to the membership.



H. F. EMERY, PRESIDENT.

ELECTION OF OFFICERS.

The following officers were elected for the ensuing year:
President, H. F. Emery, Fargo.
First Vice-President, J. S. Cole, Lisbon.
Second Vice-President, J. H. McCollom, Hope.
Third Vice-President, E. L. Garden, Souris.
Secretary, C. N. Barnes, Grand Forks.
Treasurer, H. T. Helgesen, Milton.
Executive Committee, E. E. Elliott, Sanborn.
Delegates to next meeting of the National Association: The President, Secretary, Hubert Harrington, Fargo, and G. W. Wolbert, Bismarck.

It was decided to hold the next annual meeting at Minot, a comparatively new commercial centre, in the northwestern corner of the State. This decision was made subject to the decision of the Implement Dealers' Association to meet at the same place.

LOCAL ASSOCIATIONS.

H. F. EMERY.

W. C. Webber of Rochester, Minn., made an address on the advantages of organization. Mr. Webber is secretary of the Olmstead County (in which Rochester is located) Retail Dealers' Association, an organization which has done effective work for its members. Mr. Webber stated that there had been a wide inquiry as to the methods adopted by his association, and over 200 other counties had since been organized on its plans.

He believed that in a few years the State associations would become federations of the county associations. By its Systematic campaign of education the Olmstead County Association had been able to cut down the business of the mail order houses in that section fully 70 per cent.

SCIENTIFIC SALESMANSHIP.

Alex. W. Crozier of Minneapolis, Minn., discussed "Scientific Salesmanship" in a paper which attracted much attention. Salesmanship, the speaker said, is the art of selling the article to be sold at a profit. A great many merchants seem to think that success consisted in being able to handle a large volume of business and to get customers away from competitors, rather than to be able to show a profit on the right side of the ledger at the end of the year. The science of successful salesmanship is organized knowledge of the art of selling.

Three mental steps must be taken in every sale. 1. Secure attention. 2. Inspire confidence. 3. Create a desire to purchase the article you have for sale at a profit. Eminence in the profession of successful salesmanship can only be obtained by a mastery of the situation. Many do not succeed largely because they do not attempt large things.

GASOLINE AND REFINED OILS.

A very instructive address was that of W. J. Holton, of St. Paul. Minn., on "Gasoline and Refined Oils," from the standpoint of an expert.

M. L. COREY'S ADDRESS.

One of the most interesting addresses of the convention was that of M. L. Corey, secretary of the National Association, in the course of which many features of the work of the national organization were covered. The speaker urged hearty co-operation between the State and National bodies. The speaker urged the importance of sustaining the mutual insurance companies and gave some statistics showing the benefits of these.

Mr. Corey also devoted considerable attention to the catalogue and mail order house competition. In solving this problem, he said, the jobbers and retail dealers stood side by side. Considerable is being done along the lines of a campaign of education. About 70 per cent. of the manufacturers of Hardware have discontinued selling to the catalogue houses. Fifteen per cent. more have refused to sell them unless they can control the price to consumers and place it on the same basis as that of the regular dealers, so that the catalogue houses are finding it more and more difficult to secure goods. Some of the latest catalogues have eliminated some of the standard lines of goods, obviously because they can no longer obtain the goods. The speaker urged the dealers to meet the competition of the mail order houses by employing the methods of the latter. so far as they were correct methods. He urged liberal advertising and said the local newspapers were the best channels for retail dealers.

In the campaign of education, he said, it was often an easy matter to demonstrate the difference in quality between the lines of goods sold by the catalogue houses and those handled by the regular dealers. Mr. Corey suggested that the dealers had themselves to blame to some extent for trade lost to the mail order houses. He suggested some things that might be done to improve conditions in this respect.

* * *

PAINTS AS A HARDWARE LINE.

V. W. Hartman of St. Paul, Minn., made an adress on "Paints as a Line to Be Carried by Hardware Dealers." Mr. Hartman said in part that the Hardware store was the natural and correct place for Paints to be found by the consumer. The man building his home comes to the Hardwareman for his Nails, Door and Window Fittings and the Hardware necessary in the construction of his home. The progressive dealer fills himself full of Paint facts, and he gets his clerk full of Paint, too. You cannot have too much enthusiasm about your business. The more you have the more you will give to your clerks; the more you will impress your customers that you believe in the worth of the goods you sell, and this is half the battle of selling anything.

The President, H. F. Emery, delivered his Annual Address which was an able one, and full of the kind of wisdom the Hardware Dealers rejoice in.

SECRETARY'S ANNUAL REPORT.

The annual report of C. N. Barnes, Grand Forks, secretary, was an interesting document and touched on many important matters connected with the association work. We make the following extracts from it:

It is with considerable gratification that I present at this time the ninth report that I have been privileged to submit to you, as we have much to feel encouraged over in the forward stride this association has made during the past 12 months.

GRIEVANCES.

On December 21 last I addressed a letter to every member of this association asking them to file with us any complaint they had. so a proper investigation could be made and a report presented at this meeting. We have had but one response from these letters. which leads us to believe that the Hardware business throughout the State is in a very satisfactory condition. inasmuch as our membership is larger than ever before and with fewer complaints from them.

MEMBERSHIP.

We have to-day 247 members, which is the largest number this association has ever enjoyed, and only five of this number are in arrears. Considering the number of Hardware dealers in the State to draw from, this should be very encouraging.

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To secure this increased membership has necessitated a great deal of correspondence and in consequence quite an expenditure for postage. On account of the very large area covered by North Dakota and the comparatively small number of Hardware dealers in the State. it has never been considered feasible to adopt any other method of securing members than by correspondence, but I consider this a very opportune time to discuss other practicable ways to increase our membership and would be pleased to have the topic taken up while we are together.

SHIPPING TAGS FOR DIRECT SHIPEMENTS.

I am in hope that our members have complied with the resolution adopted at our last annual meeting which requests them to furnish their own shipping tags to jobbers and others when placing orders with them for goods to go direct on their account. By carrying out the spirit of this resolution it would aid very materially in our work.

DIRECTORY OF HARDWADE DEALERS.

One of the most difficult features of the work in this office is to secure a correct directory of the Hardware dealers in the State. I have tried every way I can conceive of to secure it. but as yet I have not made the success desired in its compiling. I am led to believe that the only way to collect an absolutely correct list of the Hardware merchants in the State is by their co-operation.

The list that is printed in our souvenir programme this year is reasonably correct, but there are many names that should be included in it that I have been unable to secure and there are others there that in all probability should not be. Before the adjournment of this meeting I will appreciaate exceedingly having my attention called to any omissions or errors found in it, as it is very important that a correct directory should be secured of the Hardware merchants of North Dakota if we expect to progress.

A. C. BARTLETT'S ADDRESS.

The feature of the Wednesday morning session was a notable address on "Business Success," by A. C. Bartlett, president of Hibbard, Spencer, Bartlett & Co., of Chicago, which attracted much interest. Mr. Bartlett said in part:

The evolution of trade has been as marked and rapid as has been the growth and development of this country. New conditions have demanded, nay, extorted, new methods. Merchants have as a rule reluctantly acknowledged the innovations which set at naught their preconceived ideas of the manner in which legitimate business should be transacted. This statement is applicable alike to the city and country dealer, to the wholesaler and retailer. The "good old days," about which we elderly men love to talk, have passed away, and the new era finds us wondering if profitable merchandizing will not eventually be numbered among the lost arts.

The jobber's reminiscenes carry him pack to the time when his customers visited his office and sample room twice each year.

MADE SELECTIONS AND PURCHASES FOR SIX MONTHS

to follow, and in the interim between visits sent occasional orders by mail to keep the assortment complete. The heads of wholesale houses and the proprietors of retail stores enjoyed a personal acquaintance, which, as a rule, ripened into lasting friendship. To-day the jobber rarely knows his customers except by name, and the pleasant social features of merchandizing are simply memories of the past.

He is represented by traveling salesmen, who scour the country for trade; by territorial managers, who look after the filing of orders, and by credit departments, which keep in touch with the financial and moral responsibility of the men who distribute the goods to the consumers. Commercial business has become more and more mechanical and necessarily. therefore, less and less sentimental. It has been reduced from the plane of sociability and good fellowship between principals to that of a comparatively inflexible system.

I take it for granted that the older retail merchants in common with the jobbers deplore this change from personal intercourse to long range transactions, however much the visits of well informed and genial representatives may lighten the labor incident to the making of purchases. The change, too, subjects the retailer to the temptation to mix his stock, to its detriment and to his loss of profit.

THE MERCHANT WHO BUYS GOODS

(outside the staple lines) of any good fellow who comes along is bound to have a heterogeneous assortment that is neither attractive nor conducive to fair profits; neither can he have a strong hold upon his customers.

The jobber is, generally speaking, compelled to adhere year after year to the same manufacture and the same brands of goods if his original selections have been wise. The jobbing house which should, for example, solicit your business on Steel Goods this year for Batcheller, next for Geneva, the third for Ashtabula, and the fourth for Iowa Farming Tool Company's, would make little impression on your mind with whatever it might offer the fifth year. It goes without question that this is true, to an extent. with the offerings to consumers by the retailer. If a carpenter buys a good Chisel he wants the same brand when he makes his next purchase.

Further than this, every good Tool sold a mechanic is a first-class advertisement for the dealer to every other mechanic with whom the former associates, and the advertisement costs the latter neither money nor friends. The merchant who buys his Locks and other Builders' Hardware here, there and elsewhere never fitted up a new house to his satisfaction or the satisfaction of his customer, and the odds and ends of a broken assortment, to be sold at a liberal discount, materially lessen his profits.

* * *

THE CATALOGUE HOUSE.

Another comparatively new feature in the commercial world is the advent of the catalogue house, the bane of the retailer in every city, village and hamlet throughout the country. The output of these houses is so large that their capital and expenses are small compared with the aggregate capital and expenses of the number of retail stores, which in combination sell an equal quantity of goods. This condition, together with the variety of articles which these houses carry, and from which the consumer may select, and the willing prepayment in cash by the country buyer, renders the competition fierce and frequently unprofitable.

These houses, which were originally started in a small way, were in their incipiency considered harmless and legitimate, and their wants were as freely supplied by the jobbers as were the wants of other dealers. As they grow in size and strength they become valuable customers to jobbers and manufacturers and, I regret to say, were not cut off by the former or by any of the latter until long after they had become a menace to the merchants whose business it was to supply the consumers in their respective localities.

This lack of promptness on the part of jobbers in declining to sell to catalogue houses was due in part to the human—perhaps greedy—desire to sell goods. but more especially to a lack of realization on their part of the real damage which their customers were sustaining at the hands of catalogue competitors. I question whether retailers themselves at the outset had any just comprehension of the evil which the principle itself engendered.

The jobbers are making strenuous efforts to convince all manufacturers that they should decline to make shipments not only to catalogue houses, but. to any dealers who will supply those houses. More than this, the jobbers are curtailing, so far as possible, their purchases from those manufacturers who have not joined this movement.

* * *

But

BUSINESS SUCCESS DOES NOT MEAN THE MAKING OF MONEY ONLY;

it means the making of better men and the improving of conditions in the community. Every merchant who has a handsome show window, a well kept and orderly stock of goods, who adopts and pursues the cleanest and best business methods, not only develops himself. but exerts an influence which makes for higher and better things in the town in which he lives. Not only does his example lead his neighbors to make improvements, but he is laying a section of the foundation for the education and mental development of the rising generation. Try as we may to adjust the results of our labors to ourselves, we know at heart that we are working for our own and our neighbors' children. We are in reality laboring with the hope that our progeny may suffer fewer hardships and receive greater educational advantages than were accorded to their parents, and we lay the main stress on the educational advantages. The world is coming to know more and more certainly that knowledge is power; that knowledge means a wider vision, a broader usefulness, and, therefore, greater real happiness. Men are learning that even the higher education is not necessarily wasted upon business men, whether they live in the country or in the city.

ALWAYS CARRY IT THROUGH.

There is no luck, for all practical purposes, to him who is not striving and whose senses are not all eagerly attent. What are called accidental discoveries are almost invariably made by those who are looking for something. A man incurs about as much risk of being struck by lightning as by accidental luck. There is perhaps an element of luck in the amount of success which crowns the efforts of different men, but even here it will usually be found that the sagacity with which the efforts are directed and the energy with which they are prosecuted measure pretty accurately the luck contained in the results achieved. Apparent exceptions will be found to relate almost wholly to single undertakings, while in the long run the rule will hold good. Two pearl divers, equally expert, dive together and work with equal energy. One brings up a pearl, while the other returns empty handed. But let both persevere, and at the end of five, ten or twenty years will be found that they have succeeded almost in exact proportion to their skill and industry. Stick to the thing and carry it through says *Success.* Believe you were made for the place you fill, and that no one else can fill it as well. Put forth your whole energy. Be awake—electrify yourself—go forth to the task. Only once learn to carry a thing through in all its completeness and proportion and you will become a hero. You will think better of yourself. Others will think better of you. The world in its very heart admires the stern, determined doer.

♣

Frank A. Bare, Mansfield, secretary of the Ohio Hardware Association reports that the enthusiasm caused by the coming convention at Canton is spreading all over the State. Traveling men are taking great interest in the gathering and giving the names of prospective members to the secretary, who is thus enabled to get on their track and secure their affiliation with the association. Mr. Bare has also received many letters from the members expressing their hearty approval of the policy of making the Question Box a greater feature of the annual gathering than ever before.

♣

While we are reasoning concerning life, life is gone; and death, though perhaps they receive him indifferently, yet treats alike the fool and the philosopher.—HUME.

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THE CHOICE BY CLAWSON.

Just what particular new leaf to turn over this season; there was the question up against the House of Hendrick, or rather, against the senior partner of the house, Clawson, who was the whole thing. They always did investigate some revolutionary reform each New Year and of course—but what?

Out of the general office the head bookkeeper glanced uneasily through the glass panel of the door at his chief and grumbled to the nearest clerk:

"Wonder what the old man is up to now. Some new fad in his head I suppose, to apply three times before each meal and once the rest of the time to all of us poor devils who work for him. I'm glad New Year only comes once every year or he would get evolution germs on the brain."

The clerk glanced apprehensively at the private office, then down the long row of well-stocked shelving.

"Well, I am in no hurry to know; contented with the thought that it is bad enough."

"One thing a fellow here can always get consolation out of. We always know that whatever happens it isn't as bad as it will be later on."

"Oh, yes, we can always be happy thinking the worst is yet to come. It's your turn this year, though. We ought to escape after our last annual renovation."

When Mr. Silas Clawson finally closed his desk and put on his coat he was still unsettled as to "just what it should be." He thought the matter over all the way home and during the evening his thoughts were divided between his family, his paper and that ever present phantom of the office; in fact, the division of his interests so interfered with his progress that the entire evening passed without his having really enjoyed the one or finished either of the other two. He rather favored an overhauling of their entire management; still, the results of the past year had been most satisfactory and they always kept right up to date as they went along. However, that was the only department that had not been wholly overhauled for some time; yes, it ought to fall there, even if it wasn't needed—that is, unless he could think of some place where it was. He had no complaints in mind except that undercurrent of dislike that he well knew his clerks felt towards himself; that he could not avoid. He could make strict enough rules to govern their conduct and could enforce them, which he did; but he could not compel them to like him personally. That was *their* leaf to turn over and one he could not make them turn unless they wished to.

He leaned back in his chair to think the matter over from a different point of view. The action brought his eyes upon one of his favorite business mottoes that he had insisted on introducing into the house: "Do it thyself." The words caught his eye and pleased him mightily with his own sagacity. A similar motto faced the desks of all his employees at an inestimable profit to the firm. How many times he had actually seen time and money leave the house by just that spirit of doing things themselves among the employees instead of leaving certain details for some fellow clerk to carry out. That was certainly a happy hit of his in connection with his elaborate system of individual responsibility. What a system that was. It had taken him days to think it all out, that is, he had been studying over it that long as a sort of side issue, while conducting the general management of the place. Then, by another system he had impressed them with the commercial value of time; no more idling away hours that he was paying for in making elaborate plans. Action, quick action, was the watch-word and most of them had learned it. To be sure they made some blunders because of the haste but better that than puttering around doing nothing but think out plans. Well, he must get to work again upon some scheme to rejuvenate his advertising department or some other department, it didn't matter much what. But it would never do to let the New Year pass without showing some active line of improvement. The year before he had introduced a new stock-keeping system; that also represented a large amount of gray matter on his part and a lot of extra work for his clerks; that was what they were paid for, so why need they kick. And the year before that—pshaw, he must get down to business of the eternal *NOW*.

The evening long ago had put itself on the retired list; so had the rest of the family; but he still sat in his chair thinking the matter over, without coming to any decision. Finally he arose with a grunt, turned out the lights and started to retire; no, he would just give his feet a little extra toasting first before the fire.

Again, he tried to think over his problem but other rambling fancies, schemes, incidents would come into his mind to bother him. If he could only concentrate on some one——

Just then the firelight fell with special brilliancy upon his favorite motto, "Do it thyself." Just what idea it brought to him he did not say but he went off to bed presently in a decidedly thoughtful mood.

When New Year's morning gave place to the beginning of another year's efforts, the employees of the "House of Hendrick, Wholesalers, Retailers," and, as one of the clerks always insisted, "curtailers," were a little surprised at not being summoned to the office for instructions as to carrying out some business revolution, but none came. Mr. Clawson arrived promptly, walked with an unusual briskness to his private office and went at certain papers on his desk with the most complete application. Evidently he was not burdened with anything but the work before him.

"Wait," whispered one clerk to another. "We will catch it later on. The old man is behind for once."

The prophesy was not fulfilled. Day after day business went on in its usual brisk and up-to-date manner, every man on the force with plenty to do and Mr. Clawson himself working a little harder than any of the others. The strange part of it was that he never seemed fresher or more vigorous in spite of extra efforts. Not only his clerks but his business associates, his friends and family all noticed the change in him. All knew that he was accomplishing far more than he ever did before; still he had time to accompany his wife to evening entertainments, went to church Sunday instead of to his office, took an active interest in the live topics of the day, found time to read the more important new books and to imbibe a smattering of the current magazines. No one read his own trade journals closer than he did and he was also a close student of advertising journals, was well posted in catalogues, price-lists, new goods and new trade issues and conditions. For the first time in years he took a few days off to attend a trade convention and while there proved to be one of the most interesting speakers in the general discussion because he really had something to say worth saying and knew enough to quit when he got through. Commercial men no longer found him too busy to see them. He always had time to give them a few minutes or else send out some good reason for not doing so and suggest some other time when he could meet them. All in all, the over-worked, over-crowded, over-worried and somewhat overcrabbed Clawson of old had given place to a prosperous man of business who managed in the midst of his work to enjoy life a little as he went along and with whom it was a pleasure to associate.

The following New Year told the story, or rather Clawson himself told it. This time the usual annual round-up came to his employees but, instead of coming unwillingly into his presence in fear of a general tearing up, all came with the utmost respect and friendship for their hard-working employer.

"As you know," he began, "it has been the custom of the house to make some radical changes every New Years. Sometimes these have been improvements. Sometimes, I am frank to say, they have either failed of their purpose or have entailed more lost time and expense in their introduction than they were worth. Last year I adopted a new plan; of trying each change myself first. It had occurred to me sometimes that there was a lack of concentration in some places and I began to watch my own life for that fault. I found lots of it. Much of my time I was prone to spend thinking out elaborate plans while pretending to attend to something else. The result was I acquired the habit of scattering my energies and did none of my work as promptly or as well as I should. All this I determined to remedy. When I had a letter to answer, I answered that letter and gave no attention to the collection of Smith's account. When I took up the account I did not allow myself to think about some flurry down in Wall street and worry over its effect on regular business. When I shut the office door I left my business behind, enjoyed my ride home by close observation of what was going on around me outside of my own business groove. At supper I ate, talked and enjoyed myself and did nothing else. Afterwards took an hour with the evening paper and knew more of what it contained than after four hours' with a dozen other things on my mind. Then I was ready for some other recreation, a romp with the children, an evening out with my wife or at home with a good book or magazine or music. But, mind you, I did not try to do two things at once. I either worked or played or read or sang or enjoyed myself and nothing else. The result was that I came back to the office next day feeling refreshed and actually jolly. Instead of going at work in a half-hearted dragging way, I fairly jumped at it because I had had enough recreation and rest to whet up my activity; I wanted good hard work then, and I usually got it.

Another thing this lesson taught me was in regard to sleep. A man can sleep half of his life and still be tired. Get tired first by hard work; then steady your nerves down by concentrating your entire attention on some recreation that will rest your brain; then go to sleep and stay there so long as you really sleep and when you begin to doze get up and hustle; you've had sleep enough. Lord Wellington used to say that when a man found it necessary to turn over it was time for him to turn out and that is about true. As many people half sleep over their books from too many hours in bed as from too few; mind you, I don't say they get too much rest. The trouble is they don't get any.

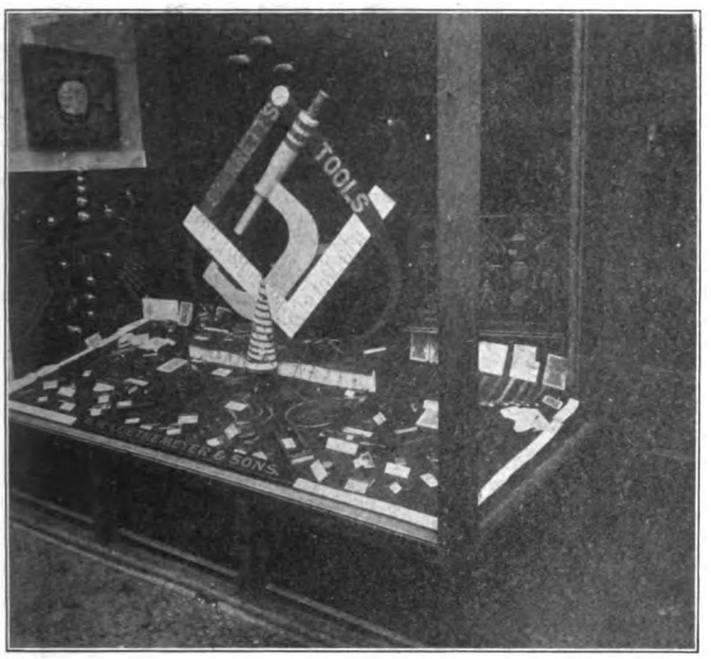
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They take their cares to bed with them and drag their slumbers through their work the next day.

There, now, I have explained what gave me my extra time and better health the past year, as well as what new leaf I turned over. I have written the formula in one word to hang upon the wall 'CONCENTRATE." That is all, I believe, a happy New Year to you—and now let's get down to work."

A HANDSOME DISPLAY OF "STARRETT" TOOLS.

H. W. Leutkemeyer & Sons, Cleveland, Ohio, had a very attractive window display which compelled the admiration everybody has for an assortment of fine tools, the most useful and



A HANDSOME DISPLAY OF "STARRETT" TOOLS.

handsome outfit that could adorn the show window. It shows considerable ability in making a complete and effective display. No finer goods could be selected for the purpose than those emanating from the factory of The L. S. Starrett Co., Athol, Mass.

A SUGGESTION FOR FIREARMS DEALERS.

Granted conditions favoring its establishment, every store dealing largely in firearms, particularly rifles and revolvers, would find a properly equipped target range worth each year many times its cost of keeping up. Customers like to know what they are buying, especially when turning from an old and tried arm to another of different type, make, or model; moreover, there are a large percentage of buyers utterly lacking in gun lore, to whom all that a salesman can say concerning the merits of an arm is so much pointless expenditure of breath. To them five minutes of practical demonstration would be more convincing than hours of argument. Confront them with a target and let them burn a little powder. It is cheaper to hire a dollar-a-day man to clean guns than to let a high-salaried salesman waste time and breath on a customer who has the Missourian desire to be "shown."

Especially in the larger cities is the habit of carrying pocket-arms gaining ground. People are growing to distrust the protective ability of the police and detective systems. Rarely a day or night passes without its record of hold-ups and burglaries. Lives and property must be defended against the lawless, and so we find at the revolver counters of the sporting goods stores men who have never before owned any sort of a weapon. To them the multiplicity of makes, models and calibers is confusing. The matter of selection is of too great importance to be left to chance. The salesman, if consulted, will invariably recommend a high-priced revolver, and for perfectly legitimate reasons, but the buyer will compare the offered weapon with a cheaper one and fail to discover any marked difference in appearance. He becomes dissatisfied and suspicious, a state of mind likely to carry him to the store of some competitor, if not eventually to the pawn-shops or second-hand dealers. Right here the testing range comes in handy—and let the test be of the cheaper arm for which he has shown a preference. In 99 cases out of 100 its performance will be satisfactory from the buyer's viewpoint, for the majority of American made revolvers have a way of shooting reasonably close to the bulls-eye, and there are plenty of dollar-a-day men who are competent to make good scores at short range. At any rate the customer is convinced that the goods are being offered him solely on merit. and he has been furnished understandable data as to the importance of caliber and penetration. Gallery charges can now be had in nearly all rifle and revolver calibers. Usually there is room in store basements for at least a 10-yard range, bullet-proof shields around the target are easily and cheaply provided, and electricity has solved the problem of lighting. A testing range as part of the equipment of a modern sporting goods store is all right in theory and better still in practice.—W. H. ESSLINGER in the *Sporting Goods Dealer.*

THE RULES OF THE ROAD.

"On a bridge in the city of Victoria, B. C., there are more collisions every day than upon any other bridge in the world," announced an elderly gentleman in a group discussing horses.

"Railroad collisions, do you mean?" queried a youngster.

"No, sir; I don't mean railroad collisions. I mean head-on collisions between vehicles, and also face-to-face collisions between pedestrians. And the reason for them all is that that bridge is the spot where the American rule of the road clashes with the English rule of the road. We always keep to the right and the Canadians there keep to the left. And the result is one continual mix-up.

"Did you ever stop to consider how strange it is that in a custom of this kind, which is so important and so often used, the American colonies should have worked out a rule diametrically opposed to the mother country? Why is it that in England people on the road always keep to the left, while in the United States and most parts of Canada they always keep to the right?"

Nobody ventured to reply. "Well, why is it," continued the speaker, "that we now call the horse that is nearest to us the 'off' horse and the horse that s farthest away from us the 'night' horse?

A young man murmered a few indistinct words about "ox teams."

"Right you are!" exclaimed the veteran. "The humble and obsolete ox is responsible for all those collisions up in Victoria. In England, way back before they ever had carriages or vehicles of any kind, when armored knights on horseback used to be about the only people that met on the roads, the custom of keeping to the left sprang up, and most reasonable it was. Because in those days the knights were always looking for trouble, and they never knew who was going to hand them a blow from a broadsword. So they always took care to pass other travelers with their sword arm towards them, simply as a matter of precautionary self-defense. This naturally meant that they should hunch over to the left edge of the road and present their armed right hand to the passerby."

"Isn't that a pretty fanciful explanation?" asked one of the circle, who was bolder than his companions.

"Yes, I think it is, and I only gave it to you for what it is worth. But it's funny that, reasoning in the same way, you can explain why Americans keep to the right. Because in Colonial days the peril on the road did not come from the travellers, but from the savages lying in the ambushes in the surrounding forests. Therefore, the New England settler took care to present his right arm to the source of possible danger, and consequently rode on the right side of the road. His reasons were unconsciously the same as those of the knight of King Artnur, but by acting upon them he created an entirely different custom.

"But I don't think it was the knight or the colonial horseback rider that originated either of the national rules of the road. It was the carter and the ox driver. The carter was the person who made the greatest use of the English highways and byways as soon as the country developed enough to need a transportation system. Long caravans of heavy drays passed over the roads, each driven by a man who rode upon the left-hand animal was originally picked out, I suppose, because a horse is mounted on the left side, and because a position on the left side of the pair brought the right arm over into the centre of the field of action, and permitted free exercise of the whip. Being mounted on the left-hand horse, the carter naturally drew over to the lelt-hand side of the road when he wished to dismount in order to avoid the mud in the middle of the road, into which he would plunge if he pulled over to the right side and then got down to terra firma. And having dismounted on the left side, he would naturally trudge along that edge of the road with his team, and other teams similarly situated would, of course, keep to the left to avoid criss-crossing.

"It's odd," concluded the veteran, "that in the different provinces of Canada different customs in the matter prevail. In Ontario and Quebec drivers turn to the right, and in Nova Scotia and New Brunswick they turn to the left. In France the rule of right prevails; in different parts of Germany and Austria different habits obtain. You often have to change from left to right, or vice versa, when crossing some unimportant frontier."—*The Spokesman.*

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JAP-A-LAC

REGISTERED TRADE MARK

"WEARS LIKE IRON"

A QUESTION OF IDENTITY.

There seems to be a fallacy among some dealers that for them to push an advertised article will cause them to lose their identity in the locality. This is entirely erroneous. If you will take up your morning paper and read the advertisement of any one of your large stores, you will find that they give special prominence to advertised articles.

They do this because they realize that although everybody in their city who might possibly buy goods of them does not know them; they all know of the advertised article. They realize at the same time, that it is of much importance to proclaim the fact that they stock these advertised articles which are so well-known in their community. Whether a woman has ever been in John Smith's or John Jones' store makes no difference. If she wants to buy JAP-A-LAC or some other advertised article, she will go to whichever store keeps it, as soon as she knows they keep it. Neither Jones nor Smith lose identity in a case of this kind; they thus get an opportunity of making a *permanent customer* out of this woman.

Thousands of customers are diverted from one store to another every day in the year because of some particular article they can get in one store and not another. A store that keeps the articles which are most in demand, is therefore the largest gainer of this floating trade. We believe you are sharp enough to not let the trade float, if you once get hold of it. You can lose nothing by the experiment which we now suggest.

JAP-A-LAC is known by almost every magazine reader in your community. Put your JAP-A-LAC in your window, keep it near the front of the store, advertise the fact that you keep JAP-A-LAC, and see what will happen. By doing this you will identify yourself with the best known article of the kind made. You will secure a great many new customers. You will give no excuse to your old customers for going to some other store for JAP-A-LAC, and we think there will be no question of identity after you finish the experiment.

PUSH JAP-A-LAC

THE GLIDDEN VARNISH COMPANY,

MAKERS OF HIGH-GRADE VARNISHES FOR ALL PURPOSES

641 ROCKEFELLER BUILDING, CLEVELAND, OHIO.

HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

PATENTS EXPIRED JANUARY 22, 1906.

396,386. SASH FASTENER. F. A. Bascom, Greenville, Pa.
396,429. DOOR CHECK. C. A. Pratt, Toledo, Ohio.
396,436. MOP WRINGER. F. R. Smith, Bennington, Vt.
396,482. FIRE BAR. H. Hartung, Berlin, Germany.
396,488. DOOR CHECK. F. A. Hoover, Kimeo, Kans.
396,498. WASHING MACHINE. C. D. LaPort, Carson, Iowa.
396,516. DISH WASHER AND DRAINER. U. B. Smith, West Liberty, Iowa.
396,548. SASH FASTENER. C. H. Dexter, Annapolis, Md.
396,596. PADLOCK. A. Peterson, St. Paul, Minn.
396,668. DUST PAN. P. A. Spicer, Marshall, Mich.
396,669. DUST PAN. P. A. Spicer, Mich.

PATENTS ISSUED JANUARY 23, 1906.

810,408. MILK PAIL AND STRAINER. A. T. Genderson, Dunbar, Iowa.
810,409. RATCHET BRACE. G. M. D. Heard, Worcester, Mass.
810,411. DOOR CHECK AND CLOSER. W. K. Henry, New Britain, Conn.
810,440. SASH LOCK AND FASTENER. F. M. Straube, Boulder, Colo.
810,457. LAMP BURNER. Martin O. Amundson, Ivanhoe, Minn..
810,488. SHOVEL GUARD. G. W. Jarvis, Townsend, Mont.
810,530. SAW. John Guedel, Indianapolis, Ind.
810,549. WASHING MACHINE. A. G. Moeckel, Dallas, Texas.
810,584. LOCK. Wm. S. Sutton, Rockford, Ill.
810,599. WRENCH. E. K. Ansorge, Greenbay, Wis.
810,614. AX HOLSTER AND GUARD. J. G. Busch, Potter Valley, Cal.
810,657. WRENCH. Peter Kones, Castlewood, S. D.
810,692. DOOR SECURERS. Kund Anderson, Tacoma, Wash.

PATENTS EXPIRED JANUARY 29, 1905.

396,751. WRENCH ATTACHMENT. C. F. Laganke, Lorain and T. E. Gawn, North Amherst, Ohio.
396,755. ADJUSTABLE STRUT FOR VISES. F. Michel, Blair, Nebr.
396,817. CLOTHES LINE FRAME. F. W. Hofele, New York, N. Y.
396,856. HOE. R. M. Brown, Fort Gaines, Ga.
396,857. WRENCH L. F. Carstensen, Bridgeport, Conn.
396,877. WRENCH. C. H. Kennedy, Greenburg, N. Y.
396,902. COMBINED CORN SHELLER AND WASHBOARD. H. M. Stukes and O. P. Reid, Aguilases, Tex.
396,915. LOCK CASE. C. M. Burgess, New Britain, Conn.
396,960. PADLOCK. H. F. Sise, New York, N. Y.
396,970. WRENCH. J. VanAusdall, Keokuk, Iowa.
396,023. NUT CRACKER. F. J. Rabbeth, Boston, Mass.

PATENTS ISSUED JANUARY 30, 1906.

810,918. DOOR BOLT. E. E. Cunningham, Roselle, N. J.
810,927. SLIDING DOOR LATCH AND LOCK G. C. Emmert, Mount Morris, Ill.
810,962. METAL WINDOW SCREENS. A. H. Mix, Burlington, Vt.
810,964. SLEEVE IRONING BOARD J. F. McArthur, Detroit, Mich.
810,965. SCREEN. W. W. McCallip, Columbus, O.
810,984. TOOL FOR OPERATING UPON JAR COVERS. W. C. Smith, Coldwater, Mich.
810,986. GRATE BAR. H. B. Sperry,, Akron, Ohio.
811,011. NUT LOCK. J. C. Weems, Dillards, Ala.
811,020. SAD IRON HANDLE. C. Winter, Chicago, Ill.
811,224. WRENCH. M. M. Howland, Providence, R. I.
811,305. HEAD FOR CARPENTERS' BRACES. A. D. LeBlanc, Montreal, Can.
811,334. DESK PAD. I. Smigel, East Orange, N. J.
811,402. WINDOW SASH HOLDER. E. A. Hyde, Villisca, Iowa.
811,461. WRENCH. B. R. Wagy, Wichita, Kans.
811,511. LOCK. E. H. F. Krohn, Hamburg, Germany.

WHEN TO TRUST A MAN.

McGinnis kept a saloon and lived with his family upstairs. One day his bartender shouted to him:

"McGinnis, shall I trust Tim O'Leary for a drink?"

"Has he had a drink?" called back McGinnis.

"He has."

"Thin trust him."

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REVIEW OF THE MARKETS.

WIRE NAILS: The mills are doing finely, the last month being the largest production for January in the history of the Wire trade and Wire Nails did its full share. This time of the year orders are not usually in excess of production, but this year orders are in this condition, the fine weather everywhere helping materially in this direction. Quotations are as follows: f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

Carloads to jobbers	$1.85
Carload lots to retail merchants	1.90

New York.—The fine weather locally has made the demand for small lots from store unusually good and the demand has kept up remarkably well. Quotations for small lots from store are on the basis of $2.10 per keg.

CUT NAILS: At the meeting of the Cut Nail Association held last week the price of Cut Nails was advanced $1 per ton. General conditions of the market and the desire to keep Cut Nails at as near the price of Wire Nails as consistent with the demand, making the manufacturers incline with favor to an advance. While future contracts are being entered liberally the demand is but the average. Quotations are revised to the following: f.o.b. Pittsburgh, for carload lots, $1.80 base; for less than carload lots, $1.85. For carload lots on dock New York, $1.95; for less than carload lot, $2.00. Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 5 to 10 cents advance on Steel Cut Nails.

New York.—The Cut Nail Association at the last meeting made an advance of 5 cents a keg, which affects the market locally in a favorable manner. The demand is fair, and prices well maintained. Quotations for small lots from store are on the basis of $2 per keg.

BARB WIRE: Specifications on contracts are reported as coming in in an encouraging manner, and the Spring trade is ready for a heavy demand with the brightest prospects ahead. It would not be much of a surprise in the face of so much business to see an advence. Quotations are continued as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$2.00	$2.30
Retailers, carload lots	2.05	2.35
Retailers, less than carload lots	2.15	2.45

SMOOTH FENCE WIRE: The filling of specifications on contract orders, many of which were taken before the recent advance, well occupy the attention of the mills. The demand is good in addition and the market is firm. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.70
Retailers, carloads	1.75

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

BUILDERS' HARDWARE: The manufacturers of Builders' Hardware, under date February 3, announce that on and after March 1, 1906, prices on all schedule quotations and schedule orders will be advanced 10 per cent. beyond the prices of goods intended for stock. Until March 1, 1906, orders will be accepted based on schedule estimates given by manufacturers since January 1 last, if such order covers a complete specification for the goods and particularizes the name and location of the building for which the material is intended. On and after March 1 next all schedule estimates then outstanding will be abrogated and no schedule orders will be accepted except on the basis of the new prices effective March 1, 1906. An advance of 10 per cent. was promulgated about a month ago on goods on schedule and contract orders where the goods were tagged or labeled in detail for convenience of the workman or contractor. That advance has been rescinded and the present 10 per cent. advance supersedes it.

SPRING BALANCES: John Chatillon & Sons, 85-93 Cliff Street, New York, announce an advance of 10 per cent. February 1 on their Spring Balances, classes A, A1, A2 and C. A similar advance has been made by the other manufacturers.

CLEAVERS: A new list of Cleavers has been made in the interest of some of the leading manufacturers which went into use February 1st. It was intended to revise inequalities in former lists, which date pretty well back, and so secure prices in conformity with cost.

WIRE HAT AND COAT HOOKS: Prices on Wire Hat and Coat Hooks and Ceiling Hooks show marked firmness. Manufacturers report a very large volume of trade, and some are said to be so pressed with business that they are unwilling to book new orders at present prices, although representing an advance of 5 per cent. or more over those prevailing a month or six weeks ago.

ROLLED THREAD CARRIAGE BOLTS: It is reported that a meeting of manufacturers producing Rolled Thread Bolts was lately held, and an extreme price of 75 and 10 per cent. discount was agreed upon, covering ⅜ x 6 and smaller sizes. This represents a considerable stiffening of the market, as prices on goods of this character have been more or less irregular.

SHEET ZINC: Under date, 5th inst., Matthiessen & Hegeler Zinc Company, La Salle, Ill., announces a reduction in price to $7.75 per 100 pounds, f.o.b. La Salle, for Sheet Zinc in 600-lb. casks, subject to the usual discounts for cash and quantity.

ROPE: The following prices may be said to represent the market:

	Cents per Pound.
Pure Manila, 7-16 and larger	12½
B Quality Manila	11½
Pure Sisal, 7-16 and larger	9½
No. 2 Sisal, 7-16 and larger	8

BINDER TWINE: General market quotations f.o.b. Eastern factories may be given as follows:

White Sisal (500 feet to the pound)	9 to 9½
Standard (500 feet to the pound)	9 to 9½
Standard Manila (550 feet to the pound)	10 to 10½
Manila (600 feet to the pound(	10 to 10½
Pure Manila (650 feet to the pound)	13 to 13¼

LINSEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....45 cents per gallon.
In lots of 5 barrels or more.....44 cents per gallon.

The "American" brand for respective quantities, 2 cents per gallon less.

The five-barrel price only applies to deliveries of that quantity at one time.

Double Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Regular Boiled Linseed Oil, 1 cent per gallon higher than Raw.
Calcutta Oil .....65 cents per gallon.

THE PHILADELPHIA TRADE.

It is pleasant to report that the New Year has brought a very satisfactory volume of trade, the amount of sales for January being considerably in access of the same month of last year, while the prospects are bright for a continuance throughout the season. There appears to be no disposition to buy goods in a speculative way and goods purchased are apparently still going into immediate consumption. Usually, unseasonable weather retards business, but while it may have had this influence on the sale of Winter Clothing, Rubber Shoes, etc., it is a mooted question whether the open Winter has had this effect on the Hardware business. There is no doubt that the sale of such Winter goods as Sleds, Snow Shovels, Skates, Etc., has been very small during the past two months, but on the other hand the unusually mild weather has permitted the continuance of building operations so that there has been a good demand for tools and implements of all kinds, so that judging from the reports brought us by customers we are rather inclined to think that on the whole, distributive sales of Hardware have been larger by reason of the unusually mild weather. Prices are still firm and in fact, are advancing daily. The market is steady and if we are to believe manufacturers still higher prices may be expected in the near future on many lines.

BIDDLE HARDWARE CO.,
JAMES H. RITTER.

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FILES

Nicholson
Arcade
American



Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASPS

Kearney
& Foot
Eagle



J. B. Smith
"X-F"
Gold Medal

MANUFACTURED — BY — **NICHOLSON FILE CO., - Providence, R. I.**

THE CLEVELAND TRADE.

Since business is caring so well for itself, it is not out of character for a trade journal to give some attention to the fundamental principles upon which prosperity depends. The value of our accumulations is effected by the way the Government is administered. Criticism is legitimate, but when it results from envy it is base. The criticism of President Roosevelt by Republican Senators may be entirely sincere, but it will be extremely difficult to make the public believe it is. The old guard who have monopolized public admiration seem to be annoyed to see public acclaim transferred to another, but the ground for admiration changes with generations, and there is no better way of hastening such a change than offensive opposition to it from present incumbents. "Whom the Gods would destroy they first make mad." There is no vested right to popularity. Public office is a public trust and carries no inherent right to spoils. The impression that office holders have rights may have resulted from the fact that it has cost so much to obtain them. The worst danger to Republican Government is the purchase of public office. Money spending in political campaigns is the root from which corruption springs. Senatorial courtesy if it be a right, belongs to the public and its only right use is for the public good. The strong feeling that a revolution is pending in political methods, that the influence of wealth represented by corporations does not tend to promote square deal, is almost universal. The attack of the moneyed interest by a great political party justified in the opinion of many good citizens large contributions to protect its rights, but the continuance of large contributions to maintain party supremacy is believed by a large majority to be pernicious. Tainted money is made so, by its use, rather than by its accumulation. A money aristocracy is more dangerous than an hereditary one. When wealth is used by the wealthy to make laws favoring their class, they are responsible for creating class distinction, and whatever evil follows when the other class unite to protect their rights. It is not the part of wisdom for wealth to create such an issue. Party lines are weak and there is a disposition to jump fences. We hear of Roosevelt Democrats and Folk Republicans and patriotic Mugwumps in both parties. Loyalty to principle instead of to party will be the rallying cry in political campaigns of the near future. "To stand pat," "To let well enough alone," appeals only to those whose ambition is satisfied by money getting, but many of the people are not content with that.

Prosperous times do not usually promote reform. Hard times are supposed to aid professional Evangelists and help make converts, and it is a hopeful sign that our great prosperity has not caused indifference to ethical and moral aspects, and that the higher aspirations seem to keep pace with material prosperity. The demand for integrity in public and private life is contagious. The keynote of reform coming from the head has stirred the pulse of the people.

THE LOCKWOOD-TAYLOR HARDWARE CO.,
C. B. Lockwood, Pres.

THE PITTSBURGH TRADE.

January business was the best in the Hardware Jobbing Trade for several years. While the weather was unseasonably warm for midwinter and the sale of cold weather goods small, general trade was excellent and more than made up for it. February is starting off in the same vigorous way and looks like the equal of January. The impending strike of coal mines is the only cloud on the business horizon, and we trust it may yet be dispelled before it becomes an actual fact.

THE CHICAGO TRADE.

January trade has started out with almost a boom. Retail dealers seem anxious to place orders not only for present delivery but also for future requirements. The open winter has enabled building operations to be prosecuted and an early Spring is looked for. Money is plentiful and cheap. Business prospects are excellent. Prices for iron and steel seem to be established on a firm basis. There is nothing in the political horizon that indicates any change in the general prosperity of the country. In view of these facts Spring trade in the wholesale Hardware business of the West is most likely to be very brisk, and most satisfactory. After a year's work our company has been able to complete and has about ready to deliver to its rapidly increasing list of customers, a large new, beautifully illustrated catalogue of Mechanics' Tools, Builders' Hardware, House Furnishing Goods, Farming Tools, Tin Plate, Metals, Sporting Goods, Fishing Tackle and Cutlery. For a couple of years our customers have been clamoring for a book that would show our line of goods so they could order more frequently from us by mail. We have supplied this demand and now stand ready to send them the latest issue and most up-to-date Hardware catalogue ever printed. Many of the illustrations are in colors. We trust the entire work will meet with the approval of the retail Hardware trade and hope to receive many voluntary orders by mail.

WELLS & NELLEGAR CO.

THE ST. PAUL TRADE.

Looking forward is what we ought to do at this time. The mercantile skies were never brighter than now, as we all know the amount of iron and steel sold for delivery during the next six months exceeds that of any other year, and for this good reason, prices are very firm. Advances are occurring every day and we believe they should, as prosperity means higher prices, but it also means work for all at good wages. We believe it advisable for all merchants, great and small, to buy their Spring and Sum-



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mer goods now, as the price is sure to hold good or advance. Then, too, a scarcity is very possible and the man who has his goods will surely be ready to sell while the slow man, who is afraid will be unable to get what he needs. We advise buying to the extent of your necessity.

HACKETT, WALTHER, GATES HARDWARE CO...

THE DAVENPORT TRADE.

January weather was seven degrees warmer and we had a half inch more precipitation than normal. This exceedingly warm weather must have reduced the sale on seasonable cold weather goods, although the general sales footings were much larger than they were the same month a year ago. The firm and advancing market has been the means of bringing more and larger orders than we could have expected under other circumstances; in fact, the trade has anticipated their wants to an extent, in some instances, suggestive of speculation. The sun caught the ground hog the moment he peeped out of his window on February 2, and, of course, he will retire from sight for another six weeks. "Candlemas day, half your wood and half your hay," will have little terror for us here, for if we do not burn more coal in the next six weeks than we have during the last, we will survive. We are just beginning a new Hardware catalogue and would like to have applications for space from manufacturers.

SICKELS, PRESTON & NUTTING CO.

THE COLUMBUS TRADE.

We have been having mild weather so far this year, and it is hard to decide what effect it will have on trade. One thing is certain and that is, dealers are asking for shipments of goods that were to be shipped in March. The mild winter has checked the sale of horse blankets, carriage robes, axes, cross cut saws and a number of other articles that usually are in good demand in January; but this has been offset by the demand for goods that usually are not wanted until in March. A number of sugar camps were opened early in January and had a fine run of sap. However, we think there will be enough cold weather to remind us that the good old summer time is not here yet. Advance in prices seems to be the fashion this year, with wire cloth the exception. It might be well for dealers to keep tab on some cloth and see if there are 100 lineal feet in a roll. It hurts to sell a gold dollar for 90 cents. The outlook is certainly encouraging. Building in our city in business blocks, manufacturing and residences goes merrily along. Columbus now claims the finest business men's club in the United States with a membership of 600 and 200 on the waiting list. The writer expects to start South this week, for a needed vacation. I intend visiting Cuba while gone. My wife will accompany me to see that none of the Cuban maidens kidnap me. I might add that I expect to catch a few whales while I am gone. I may see some things that will interest your many readers. If so, I will jot them down and send them to you. THE SMITH BROS. HARDWARE CO.

J. H. SMITH.

THE SAN FRANCISCO TRADE.

Great rains all over the State have completely changed the business aspect, the State is wet from one end to the other, and with the usual spring precipitation, abundant crops will probably be harvested this year. It is the practically unanimous impression that prosperity has yet a long lease of life, and all views of stock and industrial investment are optimistic. In accordance with this sanguine view of the future new enterprises are being planned, and they range all the way from large extensions in railroad building, real estate and mining operations, edificial construction, etc., down to the multifarious expansions of wholesale and retail trade. If anything occurs to destroy these cheerful prospects it will be over-expenditure of money too easily earned, and not to any scarcity in money itself. The outlook for continued prosperity in California is, therefore, very bright, and we have no cause for complaint.

Farmers are the backbone of the country, 'tis said, and this class of fellow citizens are particularly well liked by San Francisco Hardwaremen, and all their yearnings for moist weather in due season have the sympathy of the trade. Along this line President Bennett of the State Retail Hardware Association said to the writer to-day: "They, the farmers, are 35 per cent. of the total population of the State, a number unequalled by the members of any other vocation. In our entire country the farmers last year furnished the capital to start 1754 new national banks, all for the service of rural communities. The American farmer is an industrial prince and the California farmer is a king among his kind. They have the power, by combination, to control any policy they may choose to favor, either in the State or nation. We are accustomed to read resolutions to Congressmen and legislators passed by organizations of various kinds in our cities. These expressions are indulged in without consulting the farmer. He is ignored entirely. No one asks if the instructions are in his interest or against it. Some day the farmers will pinch themselves, wake up, organize and go into the resolution business themselves and for themselves. They will stand by what they want at the polls, and the dealers in city resolutions will get a jolt that will be startling."

All the leading wholesale Hardware and Metal houses and Plumbers' supply houses of the States of California, Washington and Oregon were represented at a conference in this city a few days ago. After the conference a banquet took place the second and final evening at the Palace Hotel, at which forty-five leading business men of the Pacific Coast were seated. At the conference H. M. Haldernan of the Crane Company, of Seattle, presided, and at the banquet A. A. Watkins of the W. W. Montague Hardware Company, San Francisco, was the toastmaster.

The conference proceedings were informal. Some months ago the lack of uniformity in trade practices among the Hardware and Metal men of the coast led to correspondence. Finally a conference, to take place in this city, was arranged. Subjects to be discussed were provided, these covering many phases of business. The entire business hours of two days were consumed in talking and getting a better understanding. There was no idea of an organization of any kind, and those present declared that the matter of prices was not considered. There were various practices that needed amendment for the good of the trade, it was said.

The sessions were executive. Among the business men from outside of San Francisco were the following: A. S. Burwell of the Seattle Hardware Company, Sig. Schwabacher of the Schwabacher Hardware Company of Seattle, E. Bowles of the Seattle Supply Company, L. B. Peoples of the Crane Company of Seattle, A. Harnbach of the A. Harnbach Company of Seattle, T. M. Honeyman of the Honeyman Hardware Company of Portland, Mr. Nitcher of the Crane Company of Portland, Jay Smith of the Marshall-Wells Hardware Co., of Portland, Mr Gould of Gould & Kline of Portland, Mr. Thompson of the Thompson-Diggs Company of Sacremento, William Schaw of the Schaw-Batcher Company of Sacremento, L. C. Scheller of the Union Hardware and Metal Company of Los Angeles, H. B. Boynton of the J. G. Hooker Company of Los Angeles, B. W. McKenzie of the Western Metal Supply Company of San Diego, J. J. Reiff of the Holly-Mason Company of Spokane, C. D. Lownsdale of the Northern Association of Hardware and Metal Men and B. N. Coffman of Los Angeles of the Los Angeles local association.

Half of the past fortnight has been an epochal week in the history of California for great and incessant rain falls and overflowed rivers throughout the State. The city of Marysville is at the confluence of two important rivers whose record-breaking rise scared the town. Here, in the midst of all this excitement, the annual meeting of the Pacific Retail Hardware Association was held, and naturally many members were absent. The president of the association, John C. White, wrote HARDWARE correspondent that "the weather has been awful here and conditions have been such that I have not been able to send you a report of the association meeting, which, however, was mostly executive." A bit of news gleaned, however, announced at the meeting was that at the next month's annual meeting of the California State Retail Hardware Association a delegation from the National Association of Hardware Manufacturers will be in attendance.

INDUSTRIAL PRESS ASSOCIATION.

POPULAR TALKS ON LAW

No. 10. TAKING POSSESSION. LOYALTY TO THE LANDLORD DUTY OF LANDLORD TO PROTECT THE TITLE. TENANT'S OBLIGATION TO PAY RENT.

Possession of an unoccupied buiding is given when the landlord delivers the tenant the key and the tenant accepts it.

If at the time of the making of the lease the landlord is in possession, he is liable to damages for refusing to deliver possession at the time agreed on.

If the property is occupied by some other than the landlord and by the landlord's assent, the landlord is liable the same as if he were himself holding possession. The same is true if the person who has possession has a legal right to be there.

It is not so clear as to the landlord's liability, where the persons occupying the premises are intruders or tenants holding over. In such cases it is said that the landlord has done all that he is legally bound to do when he gives the tenant the right to possession, and that he is not bound in law to put the tenant into actual possession. This throws upon the tenant the necessity of getting possession for himself, and seeking his damages from the persons who are unlawfully holding possession. The result of this is that the tenant under such circumstances cannot throw up his lease and refuse to pay rent because the landlord does not put him into possession. Something to remember, therefore, is the suggestion that in making a lease to begin at a future time, it should be seen to that the landlord agrees to put the tenant into possession. Then, if there is any failure to do so, the landlord is liable.

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Another general principle of the law of landlord and tenant is that the tenant cannot deny his landlord's title, that is, he will not be permitted in a court to maintain that the one who put him into possession did not have good title at the time. This does not mean that if the landlord parts with the title afterwards, a tenant cannot defend in a suit by the original landlord for rent, on the ground that this landlord has parted with the title, and was not entitled to the rent.

Should the tenant deny that the landlord had title when he put him into possession, his denial will be considered as good ground for forfeiture of his lease. In such a case the landlord can take measures at once to put the tenant out.

If the landlord's title is attacked by a third person, as where the third person claims a title to the property and a right to the rents, the tenant should at once notify the landlord and call upon him to defend his title; that is all the tenant is required to do. If the landlord then fails to defend, and the party suing and claiming title gets a judgment, the tenant may then regard the latter as the true landlord, and he will be protected in paying to him the rents.

The landlord is not bound to protect the tenant's possession against the acts of trespassers or wrong doers, except where the title is involved in legal proceedings.

This rule prohibiting the tenant from denying that the landlord had title at the time he made the lease, extends to every sub-tenant.

A tenant cannot assert an outstanding title which he has bought in as against his landlord. The foundation of this rule lies in the fact that the tenant by his possession acquires an advantage which is given him by his landlord. If a tenant sets up a title against his landlord he may be ejected without notice to quit. A tenant in possession, compelled to buy up a mortgage in order to protect his possession, will be protected against the landlord until he is reimbursed.

It is held that where a tenant, without notifying his landlord, purchased the premises at a foreclosure sale, the presumption was that he purchased to protect his possession, and that the landlord may redeem. The tenant cannot extinguish his landlord's title by purchasing a title adverse to his landlord's.

If, after a tenancy is commenced, the tenant acquires a right adverse to his landlord's, he is bound to surrender possession before he will be permitted to assert that right. Then, after surrendering possession, he may sue and recover back the possession upon showing a better title in himself. A tenant in possession cannot gain a title adverse to his landlord through a sale for taxes levied during the time the tenancy existed. Where the tenant agreed to pay the taxes, but neglected to do so, and the land was sold, and the tenant purchased, it was held that he could not hold the property against the landlord. The rule that a tenant cannot show an outstanding title against the landlord, does not apply to a case where the title of the landlord has expired or has otherwise been extinguished since the creation of the tenancy.

When a landlord sues for rent, it is a very common thing for the tenant to put in the plea that he has not paid his rent because the landlord has not made repairs as he promised, or that the landlord owes him money on another account.

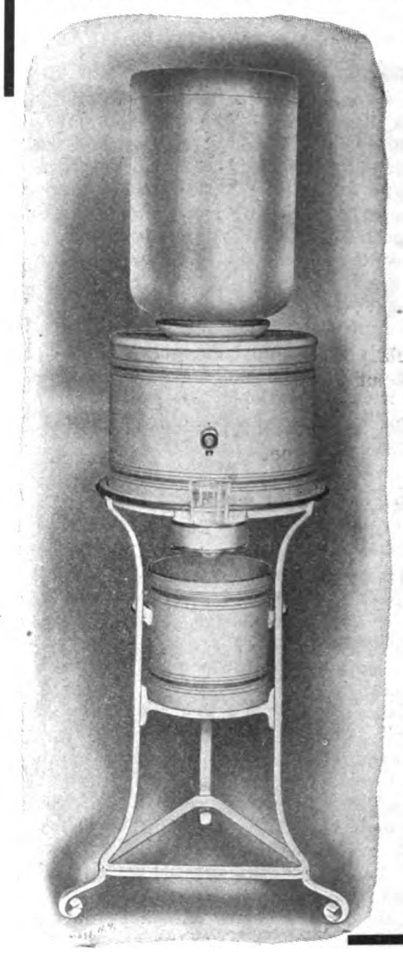
Where the landlord has agreed to repair, and does not do so, it is no defense in an action to recover the rent. The tenant's remedy in such case, is an action on the landlord's agreement to repair, or, he may set off or counter-claim his damages; or, he may make the repairs himself, on failure of the landlord after a notice, and deduct the cost from the rent; or he may abandon the premises, provided he does so at once after the default of the landlord.

It should be understood that in a suit brought by the landlord to regain possession because of non-payment of rent, a tenant cannot use such matters by way of defense; in other words, the tenant is bound to pay the rent ,or to move out of the premises. The payment of rent is a necessary prerequisite to holding possession.

If the landlord is himself a tenant, and the sub-tenant is threatened with being turned out because the principal tenant had not paid the rent, the sub-tenant may pay the owner of the property, and this will amount to payment to his landlord; and so he may even pay taxes, if necessary to save his possession or redeem from a mortgage foreclosure; and whatever he has to pay to save his possession may be regarded as a payment of the rent.

(To Be Continued.)

Rose Water Coolers



Having greatly increased our facilities, we are now willing to offer

Rose Water Coolers

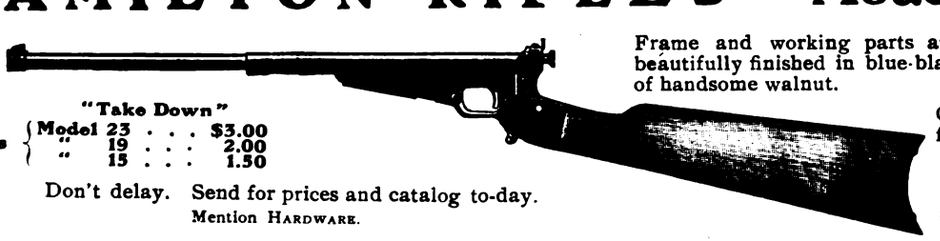
for sale through Hardware Dealers.

Merit and price have made their demand enormous.

Send for circular and prices to-day

Rose Mfg. Co.
505-13 W. 50th St.,
NEW YORK

HAMILTON RIFLES --- Model 19



Frame and working parts are of steel, beautifully finished in blue-black. Stock of handsome walnut.

Chambered for .22 caliber short or long Rim Fire Cartridges

"Take Down"
Prices { Model 23 . . . $3.00
" 19 . . . 2.00
" 15 . . . 1.50

Don't delay. Send for prices and catalog to-day.
Mention HARDWARE.

HAMILTON RIFLE CO., Plymouth, Mich.

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PRICE
$1.50

"The Old Reliable"

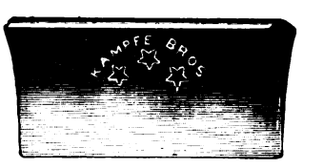
STAR SAFETY RAZORS

Used for a quarter of a century by men of all nations.

Move all the time and invariably satisfies the customer.

The secret is in

THE 3 STAR BLADE ☞



manufactured under a process peculiar to Kampfe Brothers.



Goods well displayed are half sold.

This display case FREE with an assortment of

STAR SAFETY RAZORS

Highest award wherever exhibited

PARIS 1900, BUFFALO 1901, ST. LOUIS 1904, PORTLAND 1905.

We protect the Dealers' Profit. *Write for Quotations*

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Bring trade and hold it. Our advertising brings it to you. Our perfect product brings it back again. ATKINS SILVER STEEL HAND AND CROSS CUT SAWS are safe to buy and safe to sell. They're guaranteed. 1906 Catalogue and Discount sheet on application.

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MADE FIRST CUT NAILS.

Jacob Perkins Invented the Machines In 1790, With Old and Slow Methods of Hand Manufacture.

For a century and a half after the settlement of the country nails were made by hand, and as large quantities were used and much manual work required, it was a slow and difficult process. They were forged from strips of iron, rolled at the mills into sizes that were suitable, flat and about three-eights of an inch in thickness.

The making of nails was always one of the first accomplishments of a blacksmith's apprentice, who made probably the larger part of the hand-made nails that were made in the country. The appliances for their manufacture by hand were simple and few, a small forge, a small anvil with a chisel set in it, a hammer and a bolster; these, with the exception of a pair of tongs to handle the iron was all of the outfit.

The bolster was a piece of steel about ten inches long. If only one kind of nails were to be made by it there was a hole the size of the nail; if there were more than one, as many holes were made as their sizes required.

The rod was headed at the forge fire, and was then rounded to the size desired by the beating of the rod into shape, while a little uneaven mass was left at the end for the head. It was then reheated and the end thrust through the bolster, being cut from the rod by a chisel. The bolster was held on the anvil, while the maker, with a few well-directed blows, formed the head which was usually oval, but in some cases long and narrow and was known as a T head.

Brads, and all small nails were made in the same way, but the nails used for horseshoes were of the best Swedish iron, and required skillful workmanship. In the early days nails were a part of the importation from England, as they were much cheaper than they could be manufactured here, but the war with England caused nails to be classed among non-importation articles, and it was recommended by Congress that they be manufactured here.

The war of the revolution caused a great scarcity of nails, and many of the farmers set up in their kitchens small forges for the manufacture of what they needed. So many of the good folks did this that a large number were made; these were sold to the merchants.

The demand was, however, so great that the minds of inventors were turned to the subject. Jeremiah Wilkinson of Cumberland, R. I., was the first who adopted the plan of cutting the tacks from sheet iron and forming the heads in a vise; Ezekiel Reed of Bridgewater invented a machine that cut cold tacks and nails. The first man to make complete machines was Jacob Perkins, a native of Newburyport, Mass. He was sent to school until he was apprenticed to a goldsmith. He was employed by the master of the mint at the age of 21, to make a suitable die for striking copper coins, and the result was the die that formed the old cent bearing the engraving of the eagle and the Indian.

In 1790, at the age of 24, he invented machines for the cutting and heading of nails, which, with subsequent improvements, greatly increased the product of a day's labor. He first made the nails in an old barn on the estate of Mr. Leonard Adams of Byfield, which is on the old Longfellow farm and near the home of Sec. Moody.

From there he went to Amesbury and perfected the machine, a patent being granted in the year 1795, when the machine would head 6,000 brads an hour, while the splitting machines would split several times as many.

Mr. Perkins bought the mill which is now used for manufacture of woolens in Byfield, Mass., from Abraham and Ebenezer Wheelwright and Ebenezer Stocker, for $800. Here he manufactured nails and in the spring of 1798 he found a partnership that was known as "Armstrong & Perkins." This firm made the "Newburyport" patent nails and brads.

It was while Mr. Perkins was in business for himself that he invented a machine to make and head nails at once, but the machinist who assisted him brought the same invention under a different name. It was in a suit that was brought that he confessed that Mr. Perkins invented the operation at the time that he worked on the machinery under the direction of the inventor.

The partnership was dissolved, however, and the factory was not opened for five or six years.

In the meantime the inventor of the new process turned to other channels. He invented a stereotype check plate. This prevented the counterfeiting of bank notes and ultimately was a great success. All the banks of this country and England used them.

Mr. Perkins retired in 1834, and when he died at the age of 83, he was known as the "American inventor." He left no fortune.

The manufacture of nails was continued by the firm of Gaphy Armstrong at the Amesbury mills, but in 1823 the plant was sold at auction for $21,000 and the nail factory converted into a weaving room.

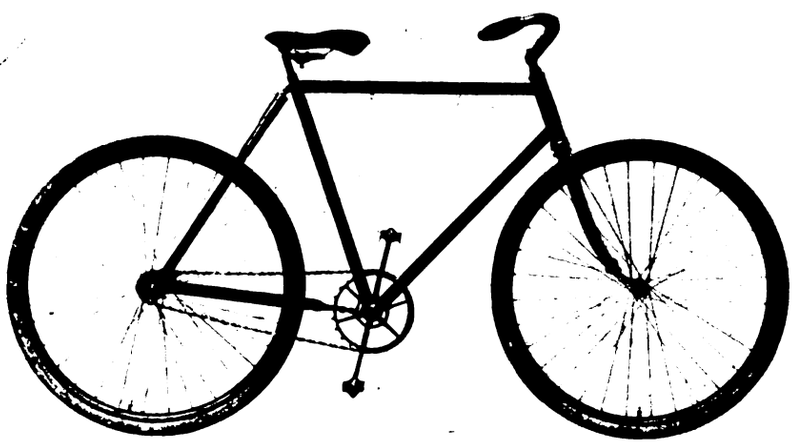
THE YOUNG MAN'S IDEA OF SUCCESS.

"What's the use talking about 'success,' can I ever get where they are?" asked a young man as he stood on the pavement on upper Fifth Avenue and watched the whirl of automobiles and carriages. He had figured it out that he had been working quite a long time for fifteen dollars a week in a store, and he didn't see how he could save enough out of that salary to get rich.

That young man's idea of "success" was to be rich—to have so much money that he wouldn't have anything to do but ride round in automobiles and spend it. He gazed once in a while at those who, he presumed, were doing that very thing, and, with the listlessness of despair, went down the Great White Way to get what amusement he could out of the small remnant of his fifteen-dollar weekly salary after his board was paid. The result was he returned to his work on Monday morning with a foggy mind and a dim recollection of a noisy Saturday night, the chief element of which were beer and tobacco smoke. Of course, he entered upon another week's work that could not be anything else than a severe grind and a hopeless routine.

That young man, and thousands of his kind, with envy and cobwebs in their minds and more thought for to-day than for to-morrow, will never find anything like success in life. Their idea of it is idleness and riches. They make no effort to find in their work inspiration; they never try to do it with that enthusiasm that brings them to the attention of their employers and moves them up; they never look beyond the narrow circle of the prescribed task, fearing lest they will find more than that to do, and they "are doing all they're getting paid for." More than that, they are not devoting their leisure hours to cultivation of the mind or of building up a character—the only thing that really counts for success in a man. These men have not a straight view of life and they have not even begun to think seriously of success, and until they do begin to think, their case is hopeless.—*N. Y. Commercial.*

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The three great features in Pierce constructions for 1906, which makes them distinctively in a class by themselves, is the Cushion Frame, absorbing all vibration,—the Spring Fork, a natural evolution of the advanced ideas of the Pierce Company, to be used in conjunction with the Cushion Frame, and the Pierce Brake, made under the New Departure patent. These three combined make up the principal features of the "Tried & True" Pierce Cycles.

If you stopped handling bicycles when the craze stopped, you cut off a profitable source of revenue. Cheap, claptrap, thrown-together wheels disappeared with the boom. The well-made, serviceable, high-grade, profit-bringing bicycles are still demanded by thousands. Somebody is going to supply the demand and it might as well be you.

Pierce Cycles

have outlived the craze. They survived because they were built to appeal to wheelmen, not to fad chasers. They have always been all that discriminating riders desired. They are better to-day than ever. Pierce 1906 models are now ready. Why not a Pierce Agency for next year?

The Geo. N. Pierce Company
Buffalo, N. Y.

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The "Heart and Soul"

of this Wrench

Is in the Name of the Maker

"COES"





COES

NEW

"Hammer Handle"

MODEL

Is every bit as strong as the "Steel Handle."

Size for size it is

30 PER CENT. STRONGER

Than any other Wrench Made

IF You are looking for quality in a Wrench, have the name COES with you.

You can't get away from the name COES. It's inseparably wrought into every part of the best "Steel Handle," "Knife Handle" and "Hammer Handle" Wrenches in the world.

Why? Because it belongs to the Coes Wrench Family. It fills the hand so that no gripping power is lost. Even in the large sizes the handle is not too large for one hand.

The handle is of hard wood—the heaviest on any wrench. Inserted at both ends—held by an extra large rivet in centre—double extra heavy riveted tip—it can't be taken off without breaking the rivets.

Best balanced—smoothest—best finished. 15-in., 18-in., 21-in. sizes.

No advance in price over other styles. The question remains:

How Many Do You Need For Spring Trade?

COES WRENCH CO., Worcester, Mass.

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Are You A Gillette Safety Razor Dealer?

We supply signs, booklets and other advertising matter in liberal quantities to all dealers.

The Gillette Safety Razor

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It offers liberal profits, and its quick sales make it a trade winner in all lines . . . .

The best hardware dealers of the United States carry these razors, and the demand is constantly increasing.

Our new combination set, with razor, including soap and brush in silver case, is now ready



The "Gillette" cannot be put together in any way but the right way, and when so put together the blade is concaved and both edges are in the right position in their relation to the guards to be used with absolute safety.



Exact Size Set, Complete.

Greater Profits--- Greater Satisfaction

There are not only greater profits in handling this razor, but greater satisfaction because the **Gillette Safety Razor** is fully guaranteed, is backed by *responsible* and strong financial interests, and the razor itself is already endorsed by several hundred thousand users who are voicing its merits throughout the civilized world.

You see Gillette advertisements everywhere, and up-to-date dealers are joining our ranks every day.

Do not delay, but write us *at once* and let us show you evidence of such a nature that will make you regret the delay which for some reason unknown to us. has resulted in your name not being on our list of dealers.

ADDRESS US TO-DAY

Gillette Sales Company

1104 Times Building
Broadway, New York City

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Black Rock, Ark.—The J. T. Brady Mercantile Co. has been incorporated with $20,000 capital stock.

Boston, Mass.—John E. Lynch Hardware Co. has been incorporated to deal in Hardware; capital $5,000.

Bradley, Ill.—Charles Wertz Company has been incorporated to deal in Hardware and building material. Capital, $35,000; incorporators, Charles Wertz, J. Elmer Deselm and John Colestock.

Cherryvale, Kan.—John Peterson is opening a new Hardware store.

Chicago, Ill.—T. B. Bennett & Co. has been incorporated to deal in Hardware. Capital, $15,000. Incorporators, T. B. Bennett, J. J. Siits and H. E. Corbin.

Cincinnati, O.—The Kohlstall Hardware Company has been incorporated by David Kohlstall, W. H. Friedman, Leopold Friedman, Harry A. Klaine and Edward Hurlander. The capital stock is $40,000.

Columbus, O.—The Logan Hardware and Implement Co. has been incorporated by Frank E. Ruth, Barton Griffith, Seth L. McMillen, Fred B. Haywood, S. A. Webb.

Cunningham, Tex.—The Wood Hardware & Implement Co. has been incorporated with a capital stock of $10,000.

Deleware, C.—The Potter Hardware Company has been incorporated by F. M. Marrott, I. N. Potter, E. R. Potter, E. L. Rell and W. M. Marrott; capital, $24,000.

Des Moines, Ia.—Lindquist-Holt Hardware Co. has been incorporated. Capital stock is $15,000. The company will succeed to the business of McGarraugh & Gross.

Emporia, Va.—Tillar-Smith Hardware Company has been incorporated. Directors, W. T. Tillar, president; J. H. Smith, secretary; R. W. Jordan, treasurer. Capital $25,000.

Frost, Tex.—The Lay-Heflin Company has been incorporated with a capital stock of $5,000 for the purpose of doing a general Hardware business. The officers of the company are as follows: F. B. Lay, president; R. L. Templeton, vice-president; Daniel H. Heflin, secretary and treasurer.

Greeley, Colo.—Greeley Hardware Co. has been incorporated with $7,500 capital. Incorporators: A. E. Beardsley, T. L. Beardsley, C. T. Camplan.

Headland, Ala.—Headland Hardware Company has been incorporated; capital stock, $10,000; incorporators, W. B. Oates, G. E. Haynes, L. L. Haynes, Jr., Ed. Lindsey, Lucius Campbell, J. R. Crawford, Mollie Campbell.

Headland, Ala.—The Kelly Hardware Company has been incorporated; capital, $10,000. Incorporators, M. V. and J. L. Kelley, G. H., E. R. and A. J. Malone, E. G. and J. J. Espy and Malone & Espy.

Kingfisher, Okla.—Ed. Hockaday and Co., dealers in Hardware, have been incorporated; capital $4,000; directors: Ed. Hockaday, L. Conn and E. T. Battin.

Larned, Kans.—The Frizel Hardware Co. has been incorporated, with a capital stock of $10,000.

Los Angeles, Cal.—Marine Hardware and Supply Company has been incorporated. W. O. Dow, W. J. Bliesner, J. M. Shuck, A. F. Webster and Peter Johnson are the directors; capital stock, $25,000.

Madison, N. J.—Madison Hardware Co. has been incorporated to deal in paints, oils, tools, trade and farm implements, Hardware, etc.; capital, $5,000. Incorporators: J. Halsey Doty, Harry M. Colburn and Frederick W. Jobelman.

Mobile, Ala.—Standard Equipment Co. has been incorporated to conduct a general railroad and equipment business, builder's supplies and a general Hardware business. The incorporators are W. A. Christian. Jr., president; Warren Christian, vice-president; Richard A. Warren, secretary and treasurer, and Cleveland Henderson. The capital is $50,000.

New Baden, Ill.—Koch Bros. has been incorporated to deal in Hardware and furniture. Capital, $15,000. Incorporators, H. N. Koch, J. C. Koch and F. J. Koch.

New York, N. Y.—R. K. Carter & Co. has been incorporated to deal in Hardware. Capital, $50,000. Directors, A. C. Greening, F. R. Blauvelt, S. W. Browne.

Omaha, Neb.—The Wright & Wilhelmy Wholesale Hardware Company has been incorporated with a capital stock of $500,000. J. F. Wilhelmy is president and F. B. Hochstetler, secretary.

Peoria, Ill.—Frank Brown and T. S. Brown have opened up a Hardware store.

Perry, Okla.—The New York Hardware Co. has been incorporated with a capital of $15,000.

Petersburg, Ind.—The Boonshot Hardware Company has been incorporated; capital stock, $14,000; directors: Charles F. Boonshot, James S. Boonshot and Larentus L. Dearing.

Prescott, Ark.—The Prescott Hardware Company has been incorporated. The capital stock is $50,000. The incorporators are John M. Milburn, H. A. Hamilton, J. T. Nichols, R. S. Stevens, J. W. Raker, J. C. Young and T. J. Purtle.

Princeton, W. Va.—Princeton Hardware Company has been incorporated. Capital stock, $25,000. Incorporators—James H. Kabler, S. V. Straley, C. R. McNutt, J. W. McNutt and J. P. McNutt.

Rochester, N. Y.—Krausneck, Yauchizi & Company has been incorporated to deal in Hardware. Capital, $16,000. Directors, J. M. Krausneck, L. J. Yanchizi, Joseph Hobson.

San Antonio, Tex.—F. L. Heilig has opened a new Hardware store.

Searcy, Ark.—The Sanford Lightle Hardware Company has been incorporated with a capital stock of $20,000. The incorporators are: R. H. Branch, R. A. Neely, J. E. Lightle, W. A. Robbins and J. S. Sanford.

Smithville, Tenn.—Smithville Hardware Company has been incorporated. The incorporators are T. M. Hopper, E. J. Evans, J. C. Foster and W. F. Hooper, the capital stock being $25,000. They will have a general line of Hardware, and carry a big line of buggies and wagons. They are making preparations for the erection of a two-story brick house, on the site now occupied by W. F. Hooper. The house now standing will be torn away in a short time.

Stamford, Tex.—The White Hardware Co. has been incorporated, with a capital stock of $15,000, to conduct a shelf and heavy Hardware, stove, implement, paint, sporting goods and harness business.

Strawn, Kan.—A. Baxter has engaged in the Hardware business.

Sumter, S. C.—The Carolina Hardware Co. has been incorporated with the following directors: C. F. Lowe, W. W. McConnell and W. D. Bewley. The officers are: President and Treasurer, C. F. Low; Secretary, W. W. McConnell. This company takes over the business of the Bewley Hardware Company by purchase from Mr. W. D. Bewley.

Weatherford, Tex.—The T. S. Carter Hardware Co., after a year of business has been reorganized and incorporated under the new name of the Carter-Ivy-Hardware Co.

Changes and Improvements.

Alba, Mo.—C. S. Bailey has sold his interest in the Hardware firm of Bailey & Tuttle.

Altus, Ark.—W. J. Pendergrass has sold his Hardware business to his partners, Wagner & Rosson.

Atchinson, Kan.—The Blish, Mize & Silliman Hardware Co. is erecting an addition to their Second Street warehouse, which will be 45x100 feet. It will be only one story at present, but will be so built that another building, to carry a second or third story, can be built around it when needed.

Atchinson, Kans.—W. H. Whitcraft has bought the Krings & Atkin stock of Hardware, and is now in charge of the business.

Carnett, Kan.—I. E. Calvert has sold his interest in the Hardware business of Long & Calvert.

Claflin, Kan.—J. W. Miller has been succeeded in the Hardware and implement business by Miller & Gibler.

Closter, N. J.—A. Demarest & Brother are having an addition built to their Hardware store to provide for additional storage.

Clyde, Neb.—E. J. Turner has sold his Hardware and harness business to P. C. Hill.

Colton, Wash.—Samuel & Lindley have sold their Hardware business to W. P. Cunningham.

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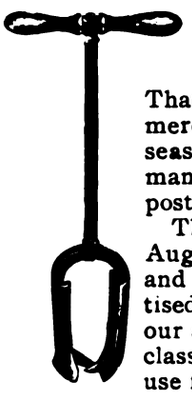
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Iwan Post Hole and Well Augers during the Spring Season?

That is what many Hardware merchants have done in past seasons, showing how much demand there is for a *really GOOD* post hole auger.

The Iwan Post Hole and Well Auger is the most largely sold and the most prominently advertised earth auger on the market, our advertising reaching all classes of consumers who have use for a post hole auger.

WE HELP YOU SELL THEM

YOU should sell these augers if you sell FENCING. Three full turns of the auger, and it is full of earth, and lots of it. Makes a hole smoothly and quickly; empties easily; is very durable. Sizes 3, 4. 5, 6, 7, 8, 9, 10, 12 and 14 inch.

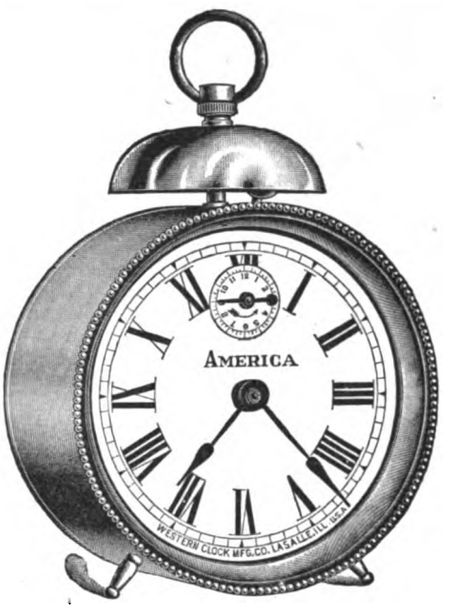
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STREATOR, ILL.

Manufacturers of Post Hole Augers and Diggers, Sickle Edge Hay Knives, Drain Cleaners, Excelsior Tiling Spades, Chimney-Tops, Wire Conductor Pipe Hangers, etc.

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That is the one secret of success in the Hardware trade. The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill

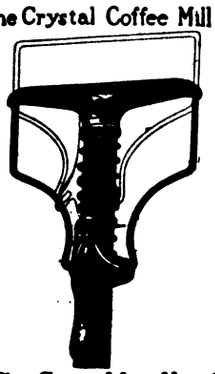
THE CRYSTAL COFFEE MILL with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.



The Jewel Coffee Mill

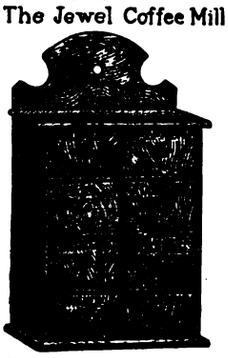
You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.



The Gem Mop Head.

THE FAMOUS GEM is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

THE RIGHT SPACE SPICE CABINET is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.



Eight Space Spice Cabinet

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Alton, Mo.—The Federal tool and supply company has been incorporated. The capital stock of the company is $10,000; incorporators, C. L. Beall, C. F. Herb, E. B. Beall and D. D. Herb. The purpose of the company is to manufacture handles for all kinds of tools. The company has erected a plant east of Alton and installed machinery.

Baltimore, Md.—Calvert Stove and Heating Co. has been incorporated to manufacture stoves and heating apparatus of all kinds, and do a general foundry business; capital stock, $50,000.

Boston, Mass.—F. C. Maude Co. has been incorporated to deal in stoves. Capital, $50,000. President, E. M. Sullivan, treasurer, F. C. Maude; clerk, C. H. Robie.

Bridgeport, Ct.—Connecticut Tool Co. has been incorporated. President, James F. Crudgington; treasurer and secretary, B. I. Ashmun; directors, the above and A. Sineter.

Brighton, Mich.—The L. M. Curry Co., of Detroit, is about to build a factory for the manufacture of Hardware specialties etc.

Brooklyn, N. Y.—Thomas X. Lieb Brass Works has been incorporated to manufacture engines, machinery, tools, Hardware, etc.; capital, $4,000. Incorporators: Charles P. Scott, Thomas X. Lieb, William B. Farrell.

Coffeyville, Kan.—The Climax Stove & Foundry Co. has been incorporated with the following officers: President, George Francis; Vice-president, W. T. Read; treasurer, Ed. S. Read; secretary and gen'l mgr., J. Ellis Paterson. Directors, George Francis, E. S. W. Read L. I. Brighton, J. Ellis Patterson.

Denver, Colo.—Snider Wrench & Tool Co. has been incorporated with $50,000 capital. Directors: W. W. Price, D. C. Williams, V. F. Burns, C. F. Enright and J. C. Snider.

Des Moines, Ia.—The North American Tool Company, with a capitalization of $20,000, has opened offices in the Observatory building and will install a factory at a later date. Their principal article of manufacture is a sickle grinder.

Detroit, Mich.—The Michigan Handle & Column works, taking over the business of Brock C. Eby and William H. Fernwood, has been incorporated with $60,000 capital stock.

Elwood, Ind.—Elwood Heater Co. has been incorporated to manufacture stoves, heaters and furnaces. The corporation has a capital stock of $50,000 and the incorporators are George Pohe, L. D. Miller and Daniel L. Speicher.

Elyra, O.—The Perry-May Manufacturing Company has been incorporated to manufacture all kinds of brass, steel and iron screws, nuts and special parts. The company will have $100,000 capital.

Eufaula, Ala.—Eufaula Crockery Mercantile Company has been incorporated, capital, $2,000. Incorporators, Harry Schuer and J. N. Bradley.

Evansville, Ind.—John C. Smith Hoe and Tool Company has been incorporated; capital stock, $25,000. Directors, John C. Smith, John F. Young and Joseph B. Honningford.

Evansville, Ind.—Koch Stove & Hardware Co. has been incorporated. The capital stock is $50,000.

Hartford, Ct.—The Taylor Manufacturing Company has been incorporated with a capital stock of $4,700 for the purpose of dealing in Hardware, machine tools and novelties. Charles F. Taylor, T. A. Stewart and C. O. Blomquist are the incorporators.

Jersey City, N. J.—The Aetna Packing & Supply Co. has been incorporated to manufacture packing for steam, water, ammonia and other engines; deal in heavy and shelf Hardware, etc.; capital, $10,000. Incorporators: H. O. Coughlan, B. Stafford Mantz, John R. Turner, Jersey City.

La Crosse, Wis.—The Stamp and Tool Company, a concern which has been in business here for a couple of years past, has been incorporated. The firm is capitalized at $25,000 and the incorporators are F. P. Gleason, president; and C. H. Farrand, secretary.

Manhattan, N. Y.—Rolka & Klein Co. has been incorporated to manufacture Hardware and barber shop supplies. Capital, $50,000. Incorporators: C. H. Rolka, F. W. Klein and H. S. Basselman.

Manhattan, N. Y.—Whitney Machine Co. has been incorporated to manufacture machinery tools, Hardware, etc.; capital, $20,000. Incorporators—J. L. Whitney, S. K. Fuller, G. C. Franciscus.

Nashville, Tenn.—Livingstone Mfg. Co. has been incorporated to manufacture wagons, stoves, etc. Capital, $10,000. Incorporators, J. C. Bilbrey, W. G, Pennock, J. A. Epperson, C. H. Rickman and A. H. Roberts.

Newark, N. J.—Unger & Christl has been incorporated to manufacture gold jewelry, silverware, cutlery, glass goods and novelties; capital, $120,000. Incorporators, Eugene Unger, J. Victor Christl and George W. Hegney.

New York, N. Y.—Schlasser Rule & Level Co. has been incorporated to manufacture measuring sticks, etc., Hardware; capital, $25,000. Incorporators: Herman Schlasser, Herman E. S. Chayes, Horace B. Wigham, Nathan Chayes, George A. Honnecker.

Pittsburgh, Pa.—Grier Bros.' Company has been incorporated to manufacture tin ware hollow ware, house furnishing goods and mining supplies Capital, $75,000; directors, J. W. Grier, J. C. Grier, Wilkinsburg; G. E. Grier, Dayton; C. R. W. S. Stiffey, Blairsville.

Pittsburgh Pa.—The Vandergrift lock manufacturing company has been incorporated with a capital of $200,000, and has secured a site of five acres at East Vandergrift, Pa., for a plant.

Richmond, Va.—The Union Stove Company has been incorporated. Paul P. Shafer, president; R. H. Pollard, secretary and treasurer. Capital, $100,000; objects, to do a general manufacturing business.

Rockford, Ill.—Rockford Tool Co. has been incorporated to manufacture Hardware. Capital, $10,000. Incorporators, C. Rystrom, S. F. Anderson and E. Lutzhoff.

Tuscumbia, Ala.—The Sheffield Steel Range and Stove Co. has been organized with a capital stock of $50,000. The company will manufacture steel and cast ranges, cook stoves, heaters, grates, mantels, hollowware, etc. Its principal office is to be in Sheffield. Its officers are John Donk, Jr., president; S. B. McTyer, treasurer, and R. R. Hill, secretary and manager.

Changes and Improvements.

Baltimore, Md.—Isaac A. Sheppard & Co., stove manufacturers, are about to move into a new four-story brick structure. The building has a width of 22 feet, with a depth of 76 feet, and has a wing 34 feet by 34 feet.

Binghamton, N. Y.—The Innes & Demarest Company has begun work on its new stove factory building, between this city and Lestershire. The building is constructed of brick on concrete foundations.

Chattanooga, Tenn.—The Chattanooga Iron & Wire Works, which have been located on Water street, near Market, for several years, will move into a new factory building on Tenth street in the near future.

Columbus, O.—The Quad Stove Co. has increased its capital stock from $15,000 to $40,000. George B. Dunavin is president and John M. Armstrong, secretary.

Detroit, Mich.—The Standard Computing Scale Co. is erecting a three-story factory building which will be 138x68 feet.

Fremont, O.—The Lincoln Stove & Range Co. has increased the capital stock of the concern from $150,000 to $250,000 and will consolidate with the Thos. H. Conway Stove Co. The combined concerns will make one of the largest stove factories in the country.

Hamilton, O.—The Hamilton Machine Tool Company, the well known and prosperous Lindenwald manufacturing plant, has increased its capital stock from $300,000 to $350,000.

Nashville, Tenn. The White Trunk & Bag Co. is erecting an addition to its plant. The building will have a front of about 400 feet and half that much depth. This will make an increase of 25,000 feet of floor space.

New Haven, Ct.—The Geometric Tool Co is erecting a new addition to its factory.

Norwood, O.—The Victor Safe & Lock Co. is erecting a $250,000 plant. In connection with the safe works a steel foundry for manganese steel castings and probably a rolling mill for making heavy plates and angles will be operated.

Rutland, Vt.—The Wallingford Manufacturing Company is preparing to build, as soon as the ground is in condition, an addition to their factory, 160x60 feet. The new structure will be occupied by the office force and as a storehouse, and all the old buildings will be turned into workshops.

Springfield, O.—The Western Tool & Mfg. Co. has increased its capital stock from $25,000 to $50,000.

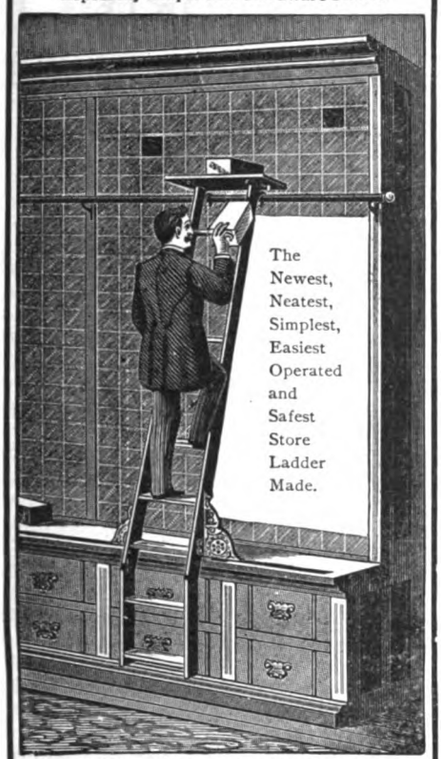
St. Louis, Mo.—The B. Roth Tool Co. has increased its capital stock from $30,000 to $200,000.

St. Louis, Mo.—The Buck's Stove & Range Co. has increased its capital stock from $1,000,000 to $1,500,000.

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Especially adapted for Hardware Stores.



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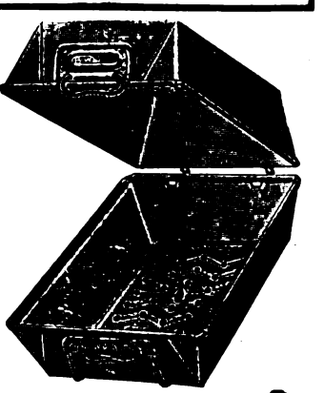
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TRADE MARK

Has steel rods beneath which raise it from the oven floor—give an air space for ventilation—prevent burning

The rods take all the wear—make the Never-Burn roaster outlast others

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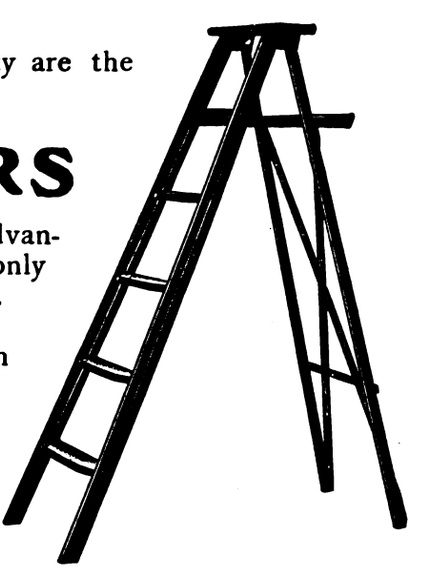
Push, salesmanship and advertising can move an undesirable stock of ladders—for a time, but a prosperous trade that grows each month larger and more profitable must be based on quality.

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Manufacturers of Woodenware for the Housefurnishing Dept.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Boston, Mass.—Linscott Sporting Goods Co. has been incorporated to deal in sporting goods. Capital, $5,000. President, W. A. Bragdon; treasurer, J. M. Linscott.

Boston, Mass.—Martin Manufacturing Co. has been incorporated to deal in sporting goods, etc.; capital, $260,000. President, J. C. Edwards; treasurer, J. C. Martin.

Cincinnati, Ohio.—The Pickering Hardware Company is about to branch out in the sporting goods line on an extensive scale.

Hartford, Conn.—The Jones, Morgan & Co. has been incorporated with $50,000 to do a wholesale and retail business in household furniture, sporting goods, etc. The incorporators are: William C. Jones, J. P. Morgan and J. H. Lahey.

Portland, Me.—Peerless Skate Co. has been incorporated for the purpose of manufacturing and dealing in skates, sporting goods and Hardware, with $90,000 capital stock. Officers: President, Benjamin G. Ward of Portland; treasurer, William N. Osgood of Lowell, Mass.

Changes and Improvements.

Wilmington, N. C.—E. R. Pickard has retired from the Queen City Cycle Company. The business will be conducted in the future by W. J. Moore.

Bangor, Me.—Charles E. Phinney, bicycle dealer and repairer, has removed his stock to the store formerly occupied by R. J. Howland, and will continue his business from there at once.

New York, N. Y.—The Goodyear Tire and Rubber Company, formerly at No. 253 West Forty-seventh Street, has established itself in new and more commodious quarters to suit its growing business at Nos. 1914-1916 Broadway, at the corner of Sixty-fourth Street. It has one of the finest rubber stores in the country, occupying three stories and basement.

Chicago, Ill.—Edward C. Waller, Jr., and Oliver & Company, have leased for John F. Wilson to the Excelsior Supply Company, the land and building being erected thereon at 1436 and 1438 Michigan avenue. The lot is 50 by 1671 feet, and the building will be three stories. The lease is for about $5,000 a year for a ten-year period. The Excelsior Supply Company has for a number of years conducted a wholesale business, dealing in sewing machines, bicycles and automobile parts. It will conduct a retail business in its new quarters just leased on Michigan Avenue.

Miscellaneous.

Sportsmen of DeWitt, Ark., are planning for the incorporation of a club to be known as the Monroe-Morris Hunting Club. Articles of incorporation will soon be filed.

✤

Consul-General Guenther of Frankfort reports that, according to a correspondent of the Frankfurter Zeitung, only a very insignificant portion of the bicycles used in Switzerland is supplied by the home industry. During the last five years 74,500 bicycles were imported into Switzerland, of which 49,500 were German, 12,500 French, 6,000 American and 1,700 English. Less than ten years ago England controlled the Swiss bicycle market; to-day the English trade therein is almost old. The Zeitung correspondent says that the imports from Germany are steadily increasing, keys, bells, lanterns, oil cans, etc., coming almost exclusively from Germany.

✤

A good deal is being heard of the pneumatic tire which is to replace the ordinary rubber tire with a great saving of rubber. It is said the idea is an old one, though it does not seem to have had much of a trial. Whether it is a novelty or not, a strong London syndicate is now engaged in developing it, and great results are expected. The claim is that by fitting of a pneumatic cushion around the hub the same effect, as far as easy running is concerned, is obtained as in the case of the ordinary rubber tire encircling the rim.

✤

Several French inventors are working at a levocyclette, or bicycle, in which levers are substituted for cranks; and Dr. Mathieu, of the French Touring Club, considers that the hill-climbing machine of the future will be one with practical combination of pedaling by direct propulsion to permit of mounting the steepest gradient slowly, and a loose wheel, to permit of descending rapidly with the body at rest.

✤

Although the California Cycle Board of Trade, once a very powerful and well-knit organization, has existed only nominally during the past two years, those dealers who felt its good effects and who believe in organization, got together in San Jose on January 22-2, and formed the Northern California Retail Bicycle Dealers' Association. These were the officers elected: President, Joseph A. Desimone of San Jose; vice-president, Joseph Holle of San Francisco; secretary, J. A. Benson of San Jose; assistant secretary, A. C. Banta, of San Jose; treasurer, E. A. Donahoo of Fresno. The organization wlil hold its next annual meeting in Fresno. The Santa Clara County Cycle Board of Trade, which formed a part of the old State organization, was the nucleus of the new association and acted as the host on the occasion, a theatre party and a banquet being tendered the visiting dealers.

HARDWARE DEALERS' RECORD.

(Continued.)

Council Grove, Kan.—Theo. J. Taylor has purchased the Hardware business of A. G. Alexander & Co.

Detroit, Mich.—James H. Gregg and James J. Case, after a number of years with Buhl, Sons & Co., have opened the wholesale and retail Hardware house of the Gregg & Case Co. in the new building erected for them at 48 Cadillac square.

Duluth, Minn.—The Marshall-Wells Hardware Co. has increased its capital stock about $300,000, making the total issue now $2,400,000.

Earlham, Ia.—W. B. Jones has sold his Hardware business to N. O. Carmon.

Fremont, Neb.—Holloway & Co. have succeeded to the Hardware business of Holloway & Felt.

Grand Rapids, Mich.—The Clark-Rutka-Weaver company, jobbers of Hardware, have increased their capital stock to $75,000, and have succeeded in making arrangements whereby they will occupy the storerooms and warehouses about to be made vacant by the Clark-Jewell-Wells Company. This will give them very much improved facilities for handling their stock and for making prompt shipments. There is no change made in the management or officers of the firm.

Hawarden, Ia.—Mat Lien has purchased the retail store of the Van Bleck Hardware Co.

Howell, Neb.—L. C. Coufal has purchased the Hardware business of Auton Seda.

Jameson, Mo.—W. T. Feurt has sold his Hardware store to S. C. Shaffer.

Johnson, Neb.—C. A. Burke & Co. have purchased the Hardware business of Frank Keith.

Johnstown, Pa.—The Swank Hardware Co is about to erect a new storage building and stable which will be six stories in height. The six floors will contain about 27,000 square feet which will bring the space used by this large concern up to almost 100,000 square feet.

Kiel, Okla.—G. H. McDonald has purchased the Hardware store of Chas. Cavett.

Leigh, Neb.—Hahn Bros. have succeeded to the Hardware business of Hahn Bros. & Held.

Malvern, Ia.—A. J. Kronsbein has sold his Hardware store to G. T. White.

Marysville, Tenn.—Keny & Cox have succeeded to the Hardware business of J. L. Keny.

Monroe, Neb.—Nelson & Reed have been succeeded in the Hardware and implement business by Reed Bros.

Ohiowa, Neb.—R. E. Averill has succeeded to the Hardware business of Averill & Metcalf.

Palestine, Tex.—The Palestine Hardware Company, R. H. Jordon proprietor, has been sold to Wilfred McDonald, late of St. Joseph, Mo., who will take charge immediately.

Pawnee City, Neb.—C. A. Nevins has sold his Hardware business to Duncan & Simon, who will commence invoicing Feb. 1st.

Plattsmouth, Neb.—The Ebinger Hardware stock has been sold to E. A. Lauchs and H. L. Asenissen of Lake Park, Ia.

St. Paul, Minn.—Nicols, Dean & Gregg, wholesale Hardware dealers, are erecting a large $130,000 building.

Wichita, Kan.—The Simmons Warehouse Company, a New Jersey corporation with a capital of $250,000, will come into the state and start a branch here. This institution is a part of the Simmons Hardware Company of St. Louis and it means that the St. Louis concern is establishing a big branch house at Wichita.

Zanesville, O.—P. C. Schubach has purchased the stock of Martin Young of the Zanesville Hardware Co., and he will be personally associated with the store.

Worcester, Mass.—The American Steel and Wire Company at Worcester is about to enlarge its Worcester plants and will expend $300,000 on the work.

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The "FOLLETT"
NUMBERING MACHINE
PRICE $5.00
STYLE OF IMPRINT
123456

Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

Sent to responsible parties on approval.

CUSHMAN & DENISON MFG. CO.
240-2 W. 23d St., New York City.

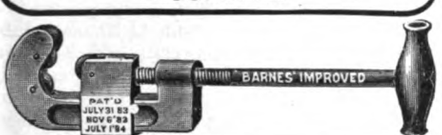
THE SCHWERDTLE STAMP CO.,
STENCILS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MACH. PLATES-CHECKS
BRIDGEPORT, CONN.

Barrett Glass Cutters



Best in quality. Unsurpassed as sellers. Get prices from W. L. Barrett, Bristol, Conn.

GENUINE
BARNES' PIPE CUTTERS
get around the question of profits in pipe cutters.



The reputation they sustain for excellence makes them quick sellers.
Write us for catalog and prices.
BARNES TOOL COMPANY
New Haven, Conn.

H. & R.
SINGLE GUN
MODEL 1905
NON-EJECTING

28 GAUGE
44 CALIBER

SMALL FRAME
LIGHT WEIGHT

A new gun throughout, on sporting lines; not a small bore gun on a large frame, nor a rifle bored smooth for shot.



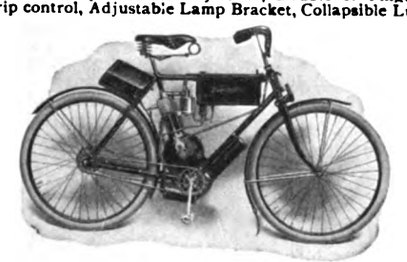
Small frame and stock enable us to produce a very attractive and symmetrical light weight, small bore gun.

Sold by the leading jobbers. Catalog on request.

HARRINGTON & RICHARDSON ARMS CO.
WORCESTER, MASS.
ALSO MAKERS OF H. & R. REVOLVERS.

If You Want to Ride a Winner,
Ride a Thoroughbred

It is famous for its achievements. The 1906 model was declared to be the most advanced, complete and perfect Motor Cycle at the Armory Show, New York. The Thoroughbred *alone* has Patent Duplex Cushion Fork, improved Intake Head, Pump Oil Feed, improved Battery Case, Double or Single Grip control, Adjustable Lamp Bracket, Collapsible Lug-



gage Carrier and large tires. Size of cylinder and stroke have been enlarged with consequent increase in power. Other mechanical improvements, as make the Thoroughbred the most practical, comfortable and efficient Motor Cycle in America to-day.

Write us for full information

READING STANDARD CYCLE MFG. CO.
Manufacturers of the renowned Reading Standard Bicycles and Thoroughbred Motor Cycles.
READING, PA.



'Twill Make You Smile To See Them Sell!

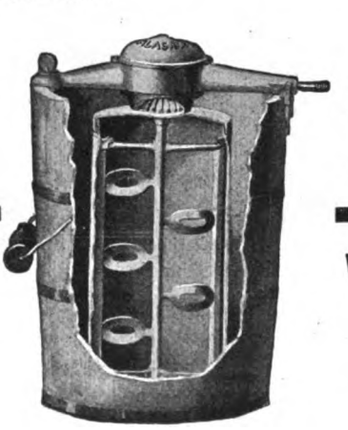
There's absolutely no difference between

The Alaska Ice Cream Freezer

and the best. "The Alaska" is the Best. It is the only Freezer with the Perpetual Motion Aerating Spoon Dasher. Of course it has other good points.

It sells for less money at a good margin of profit to you, Mr. Dealer.

Don't Argue, Don't Delay



Get Our Prices To-day

Mention HARDWARE

THE ALASKA FREEZER CO.

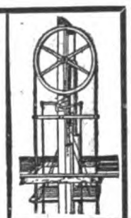
Winchendon, Mass. U. S. A.

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BUFFALO
WIRE WORKS CO.
FORMERLY SCHEELER'S SONS
WIRE CLOTH
WIRE GOODS
Artistic Metal Works.
SEND FOR CATALOGUE.
BUFFALO, N.Y.
U.S.A.

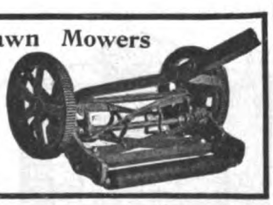
PARKS & PARKS
TROY, N.Y.
MANUFACTURERS OF
HARDWARE AND HOUSEHOLD SPECIALTIES

Improved Quick and Easy Rising Steam, Electric and Hand Power
ELEVATORS
Send for Circulars.
Kimball Bros. Co.,
1013 Ninth St., Council Bluffs, Ia.
KIMBALL ELEVATOR CO., 120 Cedar St., New York.
39 Vincent St., Cleveland, O.



Robert Murray.
24 Duane St.,
New York City.
General Hardware
Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

"Globe" Lawn Mowers
Our catalog tells all about them. Best mowers at any price.
GLOBE LAWN MOWER CO.
Reading, Pa.



FOR SALE: A White Deer nicely mounted, life size. Killed last fall. Would make a great advertisement for window. Worth more than $500 in a newspaper ad. Will sell cheap. Address John Hurley, Little Falls, N. Y.

Hardwaremen's Exchange

Notices of HELP WANTED *or* SITUATIONS WANTED *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* SIDE LINE OFFERED, SIDE LINE WANTED *and* ALL OTHER NOTICES, *two cents per word. No ad. received less than three lines*

Salesman Wanted.

HARDWARE Salesman wanted. Young man experienced in Hardware. Apply in writing, giving experience and copy of references.—H. C. Waters & Co., Paw Paw, Mich.

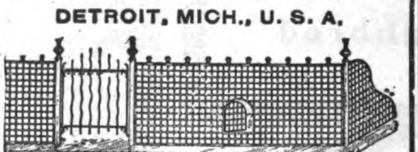
For Sale.

FOR SALE.—Hardware stock in Western Pennsylvania, town of 4,500 population, on the main line of Pennsylvania Railroad, 2½ hours from Pittsburgh. Established ten years. Industries, principally mining, brickworks and railroad center. Junction for branch railroad, tapping one of the biggest Bituminous coal districts in Pennsylvania. Stock will invoice approximately $4,000. For further information, address "Sell," care of HARDWARE.

Side Line Offered.

YOUNG, thorough, Hardware man, having traveled a number of years, but now managing a corporation in the West, desires to return East and represent factory manufacturing anything in the line. Willing to travel anywhere. Best of references given. Address Reference c/o HARDWARE.

J. E. BOLLES IRON AND WIRE WORKS
DETROIT, MICH., U. S. A.



Bank and Office Railings, Grilles, Elevator Cabs and Enclosures, Porch Railings, Window Guards, Electro Bronze Work, Ornamental Iron and Wire Work of all Descriptions.
Shipments made to all parts of the world. State your wants and SEND FOR CATALOGUE 20H

Columbia
Can Opener
It never slips nor tears. A high-grade can opener at a low price—10 cts. retail. Discount most liberal to the trade. Send for it.
A. F. Meisselbach & Bro
30 PROSPECT STREET
NEWARK, N. J.



Superintendent Wanted.

SUPERINTENDENT WANTED. First class man to take full management of Furnace and Stove plant. Would prefer if he would take a financial interest in the business, which will bear the closest investigation. Address Room "C", Confederation Life Building, Toronto, Ont., Canada.

Stove Manufacturers.

STOVE MANUFACTURERS. If you intend opening up a branch in Canada for the manufacture of stoves, it will be to your interest to communicate G. L., Room "C", Confederation Life Building, Toronto, Ont., Canada.

Miscellaneous.

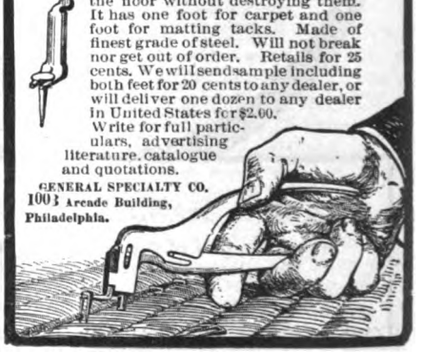
AN EXPERT Cutlery and Specialty man having renowned reputation on the Pacific coast as salesman, but now with man'f'g. Hardware corporation West, desires to return East and represent the manufacturers direct to the jobbers or large retailers. Willing to travel anywhere; best of references given. Address Expert c/o HARDWARE.

MANCHESTER, England—Agent established 25 years is desirous of representing Manufacturers of articles suitable for the Hardware Trade (Whole connection only). First Class references. Will be over to New York in February to complete arrangements. Address "D700" W. H. Smith & Son, Advertising Agents, Blackfriars, Manchester, England.

PROPOSALS

Treasury Department, Bureau of Engraving and Printing, Washington, D. C., February 1, 1906.—Sealed proposals will be received at this office until 2 p. m. on the dates named below, to furnish during the fiscal year beginning July 1, 1906, the following classes of supplies, viz: Monday, March 19, 1906: Dry Colors, Rubber Goods, Engravers' Supplies. Textiles Tuesday, March 20, 1906: Hardware, Oils, Dextrine. Grocers' Sundries: Monday, April 9, 1906: Paper, Binders' Supplies, Plumbers' Supplies. Chemicals; Tuesday, April 10, 1906: Electrical Supplies-Printers' Inking Rollers, Paper Boxes, Lumber, Awards will be made only to established manufacturers of, or dealers in, the articles. The right is reserved to reject any or all bids or parts of bids. Blank forms, with specifications for proposals and further information desired, will be furnished intending bidders on application to Wm. M. Meredith, Director of Bureau.

There's Money In It
The dealer who handles the Bi-Ped Tack Puller is sure of a ready seller. There's a great demand everywhere for this most helpful household article. Anyone can see at a glance how useful it is. A slight pressure on the handle of the
Bi-Ped Tack Puller
will lift the tacks straight up out of the floor without destroying them. It has one foot for carpet and one foot for matting tacks. Made of finest grade of steel. Will not break nor get out of order. Retails for 25 cents. We will send sample including both feet for 20 cents to any dealer, or will deliver one dozen to any dealer in United States for $2.00.
Write for full particulars, advertising literature, catalogue and quotations.
GENERAL SPECIALTY CO.
1003 Arcade Building,
Philadelphia.



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A Wave of Enthusiasm

Has been created by the Greatest Little Barber in the shaving world—**The Zinn Automatic Razor.**

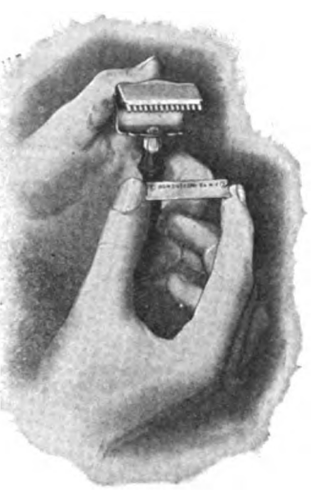
Portland, Ore., Dec. 28, '05
Messrs. The Gem Cutlery Co.,
34 Reade St,, New York.
Gentlemen:—Your "Zinn" Razor is all right. I have been shaving with it every day since I received it and am well pleased with the work. I thought that I had just the right razor when I bought the advertised two-edge Safety, but I must confess that the "Zinn" is away ahead and is so well poised that it makes shaving a luxury.
Yours truly,
A. C. Going, Pres.
The Loewenberg & Going Co.

This testimonial is only one of thousands—conclusive proof that the Zinn is all we claim for it. ∴ ∴ ∴ ∴



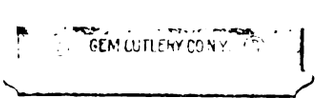
The ZINN
Automatic Razor

Is the Razor with the Always Keen Blades. Twenty-four of them—so thin that 200 of them are only an inch thick! So hard that they cut glass; so sharp that no whiskers are too tough for the Zinn.



The Zinn effects a great saving in shaving--that's why it has made friends fast and--fast friends.

Show a Customer a Zinn Blade



He will buy a Zinn Razor

No Honing! No Stropping! No Dissatisfaction!

That's why its sales are so phenomenal and your profits, Mr. Dealer, so quick and sure—the very reason why you should

Share in ZINN PROFITS in 1906



We are advertising it everywhere. We furnish you with advertising literature.

We protect you against cut prices.

Send for our 1906 proposition to-day—

Don't wait till to-morrow!



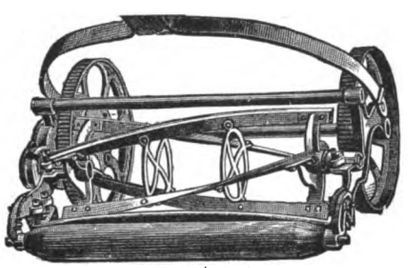
Gem Cutlery Co., 34 Reade St., New York

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The 4 Big Lawn Mowers

Our Style A Is the Only
ALL STEEL MOWER MADE

It has 10 inch wheel, 4-blade cylinder, train of 3 gears, double ratchet, making both wheels drivers. Three others—Style E, K and C—belong to the same combination.



STYLE A

In each, the revolving cutters are without bar in centre have large, long bearings, and are the most satisfactory Lawn Mowers to sell. We have others shown in 1906 Catalogue. You ought to have a copy and see how complete our line is!

The Philadelphia Lawn Mower Co.

3101-09 Chestnut St., Philadelphia, Pa., U. S. A.



DON'T MOVE

You can increase the size of your store without increasing your rent by installing one or more

Milbradt Rolling Step Ladders

They make it easy to utilize the space between the top shelf and the ceiling for extra shelvings and boxings.

Milbradt Ladders are made to order from measurements covering the conditions peculiar to each store.

They combine great strength, easy and noiseless operation and handsome finish at a cost that is as low as the price for ready made ladders.

Style No. 4 (shown in outline), a ladder for use on shelving with very narrow or no base. The swinging arms hold the ladder in the position most convenient for climbing. These arms may be swung up allowing the ladder to hang close to the shelves when not in use. Rubber rollers are attached to these arms and run against the base. This is a most convenient ladder for use in narrow aisles or in stock and store rooms.

Our latest catalog illustrates 14 other standard styles adapted to every form of shelving. It will be mailed on request.

THE EBBING MANUFACTURING CO.

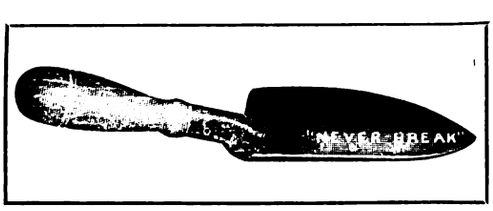
400 N. 8th St. - ST. LOUIS, MO.

"NEVER-BREAK" Garden Trowels

Large Hardwood Handle. Blade and Socket pressed in one piece. Strongest possible.

Size 11 inches over all.

Sell on sight. Now's the time to order



Each trowel branded with trademark.

At the same time don't forget "NEVER-BREAK" Heavy Steel Spiders, Griddles and Kettles; High-Grade Shovels, Spades and Scoops.

THE AVERY STAMPING CO. CLEVELAND, OHIO.

Look

through our advertising pages. They tell you of your wants. Always mention HARDWARE when writing to our advertisers.



The Profit Is Yours

"NICE"

and "Yellow Seal" Liquid Wood Fillers

are so well established, their superior qualities so generally recognized by all Painters and other large users, that it is indeed a short sighted Dealer who fails to carry them in stock.

You Can Command The Filler Trade

of your section with these brands on your shelves and on every sale not only realize a good profit but secure a pleased customer. Write us.

EUGENE E. NICE,
PHILADELPHIA.

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LISK'S STAMPED, SEAMLESS, SANITARY, SELF-BASTING ROASTER

THE MOST PERFECT ROASTER IN THE WORLD

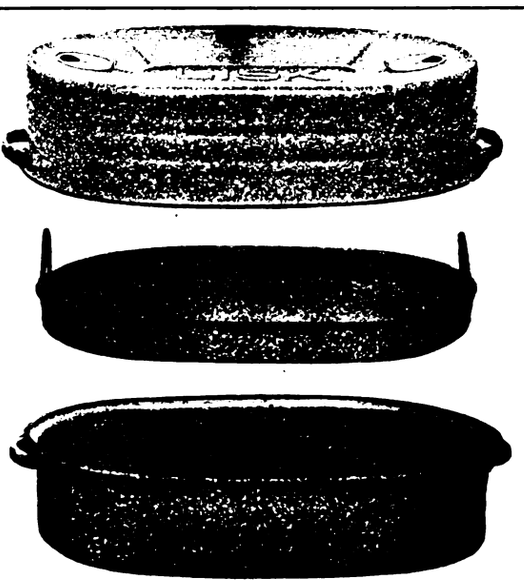
For Roasting Meats, Game, Poultry, and Baking Bread, Beans, etc., etc.

Its Simplicity, Durability and Economy Appeal to Every Lover of the Culinary Art

IMPERIAL GRAY ENAMEL



WARRANTED FOR TEN YEARS



SIZES

No. 2	No. 3	No. 4
Size 10 x 16	Size 11 x 17	Size 12 x 18
7½ inches high	8 inches high	8½ inches high
For 12-pound Roast	For 16-pound Roast	For 20-pound Roast

SOLD IN THE UNITED STATES BY OVER 30,000 DEALERS IN HIGH GRADE HARDWARE

SEND FOR BOOKLET

THE LISK MFG. CO. (LIMITED)

CANANDAIGUA, N. Y.

NEW YORK OFFICE: 32-38 FULTON STREET Telephone: 2487 John

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READY FOR USE

BUY OF THE MAKER

We are EXCLUSIVE MANUFACTURERS of the

Auxiliary Ironing Board



TURNED BACK OUT OF THE WAY

THIS is a new and substantial Ironing Board for quickly and perfectly ironing sleeves, shirt waists, baby clothes and other small articles. The full length of sleeve may be ironed without wrinkling. **The Board is made of hardwood, with nicely rounded edges, and tapering in shape.** The iron parts are **nickeled white,** and made strong, but light in weight. It may be quickly fastened to the table and **swung up out of the way,** if desired, for quick use of table for other purposes.

The Turn-Back Feature Is Its Greatest Convenience

Store Display Cards, in two Colors, Furnished with Every Shipment

Length of No. 1 Board, 25 inches; width, 5 and 2 inches. Packed 1 dozen in crate.
" " " 3 Board, 20 inches; width 5 and 2¼ inches and covered with a thick piece of felt.

The Best Selling 25-cent Article on the Market. **Samples and Prices on Request.**

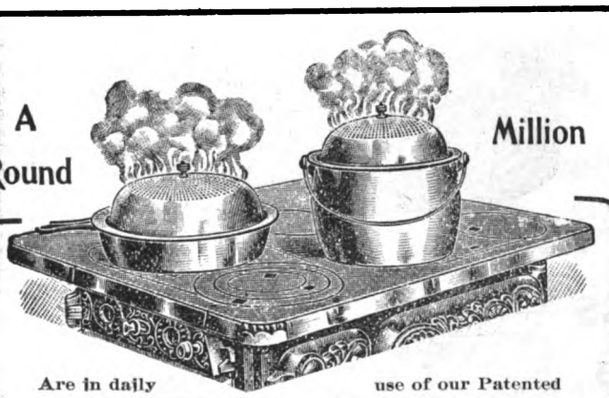
AUXILIARY IRONING BOARD CO.

84-86 Flint St., ROCHESTER, N. Y.

REPRESENTED BY

H. S. AYER	F. H. TAYLOR	E. J. HALL CO.	BRIDGEPORT WIRE GOODS CO.
104 Reade St., New York	202 N. 2d St., Philadelphia	202 Battery St., San Francisco	85 West Broadway, New York.

A Round Million



Are in daily use of our Patented

FRYING PAN LID

giving entire satisfaction. Fits any ordinary frying pan. Makes all fried foods more palatable. Saves blacking stoves.
Retails for 10 cents.

KITCHEN SPECIALTY MFG. CO.
Elm and Reed Sts., Reading, Pa.



Face to Face

with your needs in Five, Ten and Fifteen Cents Specialties for 1906—

Why Not give us a chance to quote you?
The quality of our goods is so high, the prices so low, we are sure of stretching your every Dollar farther than the other fellow.
All We Ask is a trial order for 1906. It will make you our steady customer.
A Postal will fetch all the information you need.

Franklin Specialty Co.,
810 Cherry St., READING, PA.

SALE OF BICYCLE BUSINESS

The business of E. H. Hall Company, Inc., of Rochester, New York, dealers in bicycle supplies is to be sold at auction by James G. Greene, Trustee in Bankruptcy, at 59 Exchange Street, Rochester, New York, on the 13th day of February, 1906, at 10 o'clock. The sale will include the entire stock of merchandise on hand, said to have cost about $15,000, together with the furniture, fixtures and tools, 7 American and foreign mud guard patents and one card index prepared at very considerable expense and containing the names of 14,000 dealers in bicycle sundries. The Hall Company has done a large and successful business for a number of years. An inventory of all the assets to be sold which consist principally of bicycle sundries, is on file at the office of the trustee in bankruptcy, 514 German Insurance Building, Rochester, New York, and subject to examination at any time. Private bids for the purchase of said assets and the good will of the business will be received at any time prior to the sale. For further information address

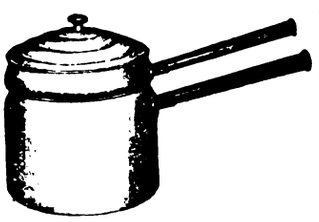
JAMES G. GREENE,
Trustee in Bankruptcy,
513 German Insurance Building, or
ADLER & ADLER, Attorneys for Trustee,
1008-1010 Granite Building
ROCHESTER, NEW YORK.

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THE ARRIVAL OF FLINTSTONE

Three Coated Enamel Steel Ware Marks a new epoch in the history of cooking utensils—light, artistic, cleanly and economical, all of which the up-to-date housewife is not slow to take advantage of.

SEAMLESS, SANITARY, DURABLE.



The finished product of Science and skilled mechanics, inspired by the desire to make this ware better than it was ever made before.



The best Chemists in the United States officially pronounce FLINTSTONE free from poisonous ingredients and practically insoluble.

The chemicals used in its manufacture are especially imported from Austria and Germany in the raw state, and the duty on same being insignificant when compared with the duty on the finished product, gives Flintstone the advantage over the imported wares. :-: :-: :.:



The improvement made in this industry by Yankee ingenuity and progress has placed the Flintstone at the very summit, and we can truthfully make the statement that

Flintstone will outlast any other Enamel Ware made.

It is as hard as Flint and as durable as the mountains. ∴ ∴ ∴ ∴



These are some of the reasons why Flintstone has been so eagerly adopted throughout the country. The sale of this ware has been phenomenal, having more than tripled our output the past year, and the ratio of increase is steadily gaining. ∴ ∴ ∴ ∴ ∴ ∴ ∴

Handsome embossed booklet mailed on application.

REED MANUFACTURING CO.,

NEWARK, NEW YORK

NEW YORK OFFICE: Irving Building, Hudson & Chambers Streets; Telephone, Franklin 5820.
CHICAGO OFFICE: No. 223 W. Twelfth Street; Telephone, Monroe 1411.
CINCINNATI OFFICE: No. 11 East 2nd Street.
ST. LOUIS OFFICE: 118 North 3rd Street.

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Mr. Jobber

Our house wants you to take up the sale of our Scythestone, Oilstone and Razor Hone Selling Assortments.

¶ These assortments contain guaranteed goods, packed conveniently in attractive display cabinets.

¶ Each cabinet is packed in a strong individual shipping box.

¶ You don't have to bother with unpacking a shipment of sharpening stones from the house, and then repack in small orders for the trade, with the resultant loss sustained by breakage of stones and the loss of your most valuable asset-time. Just change the address on the box and re ship. That's all! You have saved time and money. Good wide-awake salesmen can sell enough of these assortments to reduce your selling expense to a minimum.



There's Dollars and Cents in this for you Mr. Jobber!





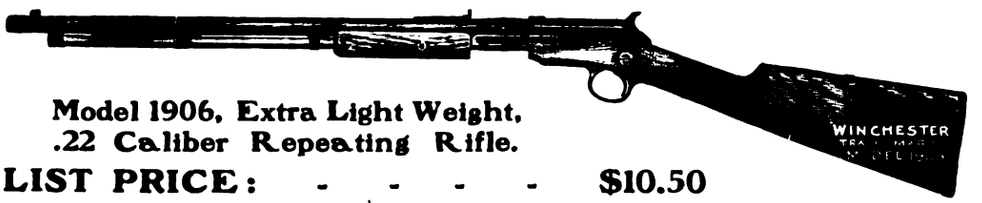
¶ We have three Oilstone, Two Scythestone and Two Razor Hone Assortments to offer. Either one will leave you a handsome margin for handling them. For further particulars write to

World's Headquarters for Sharpening Stones

The Pike Mfg. Co., Pike, N. H.

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WINCHESTER NEW GOODS



Model 1906, Extra Light Weight, .22 Caliber Repeating Rifle.

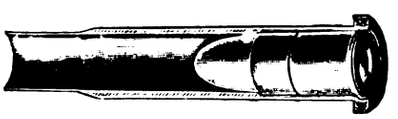
LIST PRICE: - - - - $10.50

This rifle is made for .22 Short cartridges only—both Smokeless and Black powder. It has a 20-inch round barrel fitted with sporting front sight and adjustable open rear sig t ; a straight grip stock fitted with a rubber buttplate ; and weighs about 5 pounds. The magazine holds 15 cartridges. This rifle can be furnished according to the above specifications only. It is fully up to the Winchester Standard in accuracy, reliability and finish. A Winchester Repeating Rifle at such a low price presents an opportunity to dealers that they will not be slow to take advantage of. Do not be the last to stock them, but order some at once and be prepared for the big demand.

Winchester Supplemental Chamber.

List Price:





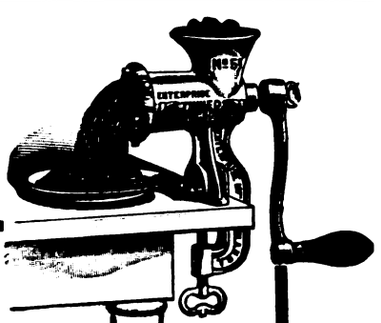
$0.60

This device is designed to enable the use of popular pistol cartridges in high-power rifles. The value of this is self-evident and there is sure to be a big demand for the chambers. They are made in the following sizes: .30 Winchester, .30 Army, .303 Savage, .303 British, .32-40 and .32 Winchester Special for .32 S. & W. and .32 Short Colt cartridges ; .35 Winchester for .38 Colt New Police and .36 S. & W. cartridges; and .405 Winchester for .41 Colt D. A. Short cartridges. Order some at once and be the first to get the trade.

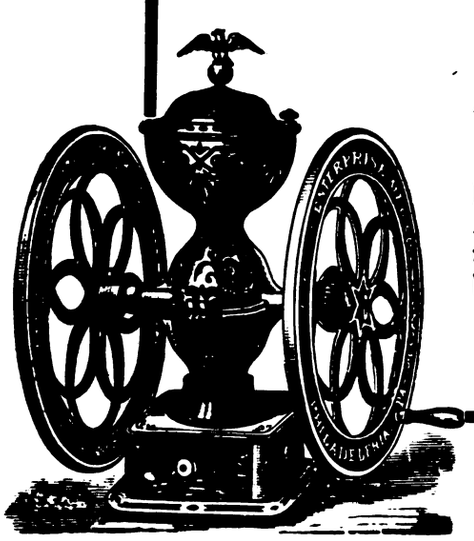
FREE: Send for folders describing the above rifle and chamber.

Winchester Repeating Arms Co., New Haven, Conn.

Push = =



Our Advertising Department is giving valuable service free to dealers who are pushing **ENTERPRISE** goods. We not only advertise to the public generally all over the world, but we also otherwise help aggressive dealers especially, to increase sales of



ENTERPRISE

Meat Choppers, Food Choppers, Coffee Mills, Bone Mills, Meat Juice Extractors, etc.

If you want to sell MORE, drop a line now to our Advertising Manager. Tell him what lines you want to push and ask for help. It costs you nothing. It benefits us both. Get in the "push" and keep pushing.

THE ENTERPRISE MFG. CO. OF PA.,
Philadelphia, U. S. A.

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They Keep Moving

That's the point the dealer appreciates. Put

THE WHITE MOUNTAIN FREEZER

where it can be seen. Explain its merits to your customer, and then all you will have to do is to send in a re-order to your jobber. *Write us for our new catalogue.*

The White Mountain Freezer Company *Nashua, N. H.*

MANUFACTURERS OF FREEZER PERFECTION



Big Money for Dealers



in Metal Ceilings, Side-Walls and Tiling for use in Stores, Factories, Homes, and every kind of a building, old or new—if you sell NORTHROP Steel Ceilings and Walls.

Northrop Steel Ceilings and Walls



are not only the *finest made* at any price, but they are also the *best known* line because *the most extensively advertised* line.

Our big Magazine Advertising Campaign for 1906 starts with the January issues and appears in the leading Magazines reaching *over three million readers* every month—and inquiries are always referred to the nearest Dealer.

We also help each Dealer *personally and individually*, as no other Manufacturer does.

Write for Catalog and Price-List and our Booklet "How we Help the Dealer," which explains, in detail, the big profit in selling this line of goods either as a special Department or as a side line, and *how we help* the Dealer sell.

Northrop, Coburn & Dodge Co.
36 Cherry Street
New York

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WE WANT A SHOW
To Prove To You
How Our Goods Move

DEALERS' TRIAL ORDER No. D 1

2½ gallons Ad-el-ite One-Coat Dull Finishes, all shades, assorted sizes.
3 gallons Ad-el-ite Paint and Varnish Remover, assorted sizes.
1 pound Oriental Floor and Crack Filler, assorted sizes.
Hangers, circulars, and samples for distribution and display.
Net price to dealers, $15.14
Net profit to dealers, 7.06

DEALERS' TRIAL ORDER No. D 2

12 gallons Ad-el-ite One Coat Dull Finishes, all shades, assorted sizes.
12 gallons Ad-el-ite Paint and Varnish Remover, assorted sizes.
Hangers, circulars and samples for distribution and display.
Net price to dealers, $:5.80
Net profit to dealers, 24.00

HOW DO WE KNOW THE AD-EL-ITES WILL SELL?

BECAUSE

1. They are constantly advertised and known everywhere.
2. They *always* give satisfaction. Others do not.
3. They are economical, easily applied and give results that leave nothing to be desired.
4. All inquiries are referred to the dealer. Lots of advertising matter is supplied him. Direct co-operation is tendered him.
5. *And you can recommend these goods.*

Send for Samples.

ADAMS & ELTING CO.
CHICAGO
The Ad-el-ite People.



Snow Flake Axle Grease

HAS solved the "hot-box" question with thousands of vehicle users.

Snow Flake Axle Grease is The Best for any kind of Axle—mechanically good, bad or indifferent.

If you, Mr. Dealer, are in a "hot-box" because some inferior and profitless Grease is cumbering your shelves,

Try Snow Flake

It means money in your till.

Write us today. Mention HARDWARE.

THE SNOW FLAKE AXLE GREASE CO.
FITCHBURG, - - MASS.

No. 602 "Napanoch"
Pocket Knife Tool Kit.

Most Useful. Warranted. Made in America.



With more or less frequency almost every one has use for a **Knife, Reamer, File, Saw, Chisel** or **Screw Driver**, and this outfit is practical, yet so small, being contained in a **Leather Pocket Book** 4¼ x 3¼ inches, that the owner, by carrying it in his pocket, always has it at hand for immediate use, whether **Camping, Boating, Teaming, Driving,** in the **Shop, Factory, Office, Store, Warehouse, Automobile,** on the **Farm, Bicycle,** or around the **Home.**

Any **Tool** firmly attached or detached to the **Pocket Knife** in a second.

Use it five days and if not satisfactory return it and I will refund your money.

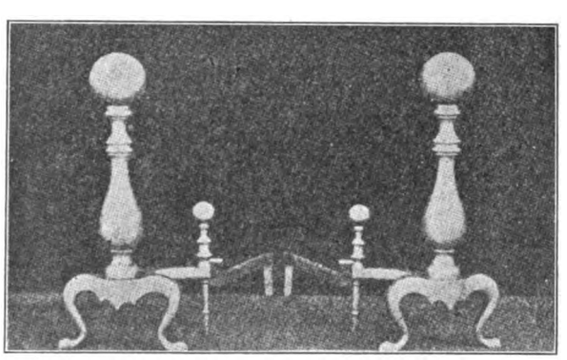
Mr. Dealer, send me a card for illustrated circular and trade prices.

U. J. ULERY
90 Warren St. New York, N. Y.

Brass Andirons, Fire Sets, Feeders, etc.

To appreciate the completeness and variety of our goods you ought to have our catalogue, as well as our discounts.

They are leaders in Quality and Price.



They are quick and profitable Sellers.

We reproduce old designs. Send for catalogue H. Mention HARDWARE.

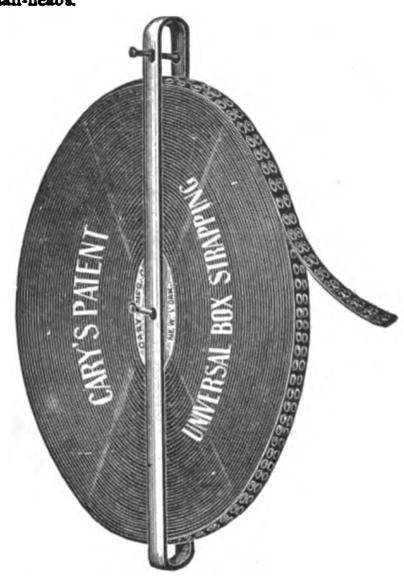
THE ROSTAND MANUFACTURING CO.,
MILFORD, CONN.

When you write to these advertisers say "Saw your ad. in HARDWARE."

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CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

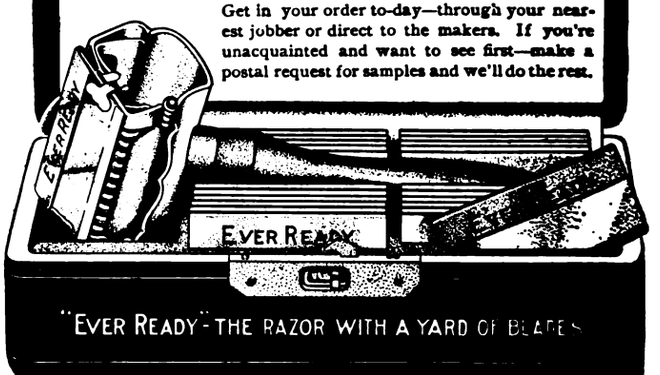
CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

EVERYBODY--EVERYWHERE
IS CALLING FOR
"Ever-Ready" Safety Razors

The only $5.00 retail proposition on the market to-day that gives the customer a run for his money and allows the retailer a profit that is worth his while. **"Ever-Ready" sets contain twenty-four keen, perfect blades**--a dozen more than any other similar priced razor. "Ever-Ready" blades are as thin as paper and yet can be rehoned and resharpened at will—another incomparable feature.

Advertised at $5.00--
BIG PROFITS TO RETAILERS

Get in your order to-day—through your nearest jobber or direct to the makers. If you're unacquainted and want to see first—make a postal request for samples and we'll do the rest.



"EVER READY"-THE RAZOR WITH A YARD OF BLADES

Reichard & Scheuber Mfg. Co.
66 Duane St., New York City
Makers of Yankee Safety Razors—Yankee Sets—Stropping Machines and Radio Magno Razors.

REFRIGERATORS - STOVE BOARDS



COOPER & McKEE
113 to 121 Lorimer Street, BROOKLYN, N. Y.
Catalogue sent on application.

DON'T FAIL
TO MENTION "HARDWARE"
WHEN WRITING
TO
THESE ADVERTISERS.

PAINTS, OILS AND COLORS.

Oils	
Linseed, City, raw, in barrels, ₱ gal	45c
Linseed, City, boiled, in bbls, " "	47c
Out of Town, on spot, ₱ gal	43c
Calcutta, raw, in barrels, ₱ gal	65c
Lard, prime city, ₱ gal	63@64c
Lard extra, No. 1	49@52c
Lard, No. 1	39@40c

Paints and Colors	
Barytes, Foreign floated, ₱ ton	$17.50@19.00
Barytes, American floated, ₱ ton	$18.00@19.00
White Lead, American, dry, in bbls., ₱ lb	6¾c
White Lead, American, in oil, in lots of less than 500 lbs., ₱ lb. net	7¾c
In lots of 500 lbs. and over, ₱ lb	7c
White Lead Eng., in oil, ₱ lb	8½@9½c
Zinc, American dry, ₱ lb	4½@5c

Putty, Commercial—₱ 100 lb	
In bladders	$1.65 @1.85
In bbls. or tubes	1.20 @1.40
In 1 lb. to 5 lb cans	2.80 @2.90
In 12½ to 60 lb cans	1.45 @1.85

Spirits Turpentine	
In regular bbls	65@65½c
In machine bbls	65½@66c

Dry Colors	₱ Lb
Blue, Chinese	20@25
Blue, Prussian	25@30
Blue, Ultramarine	14@15c
Sienna, Italian, burnt & powdered	3@6½c
Sienna, Italian, raw & powdered	3@6½c
Umber, Turkey, burnt	2½@3½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	5@7c
Green, Paris, in kegs	12½@14½c
Indian, Red, American	3@3½c
Indian, Red, English	4½@4¾c

Colors in Oil	
Black Ivory, best	10@20c
Blue, Chinese	25@30c
Blue, Prussian	27@30c
Blue, Ultramarine	14½@15c
Sienna, burnt	8@9½c
Sienna, raw	3@6½c
Umber, burnt	11½@12c
Umber, raw	11½@12c

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B.....52@55c
G. D.....per M 34@35c
F. L.....per M 40@42c
G. E.....per M 48@50c
Musket.....per M 62@63c

PRIMERS—

Berdan Primers $2.00 per M.....20&20%
B.L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50.....10&5%
38 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal., Rim, $2.75.....10&5%
B. B. Caps. Con. Ball, swgd.....$1.90
B. B. Caps, Round Ball.....$1.49
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all gauges.....60&10%
Climax, Club, Rival, 10 and 12 gge.65&10%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic 10, 12, 16 and 20 gauge.....25&10%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge.....20&5%
Climax, Union, League, New Rival, 10 and 12 gauge.....25&5%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).....20&5%
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Black Powder.....40%
Smokeless Powder, medium grade....40&5%
Smokeless Powder, high grade....40&10&10

SHOT—

Drop, up to B 25 lb bag.....$1.70
Drop, B and larger, per 25 lb bag.....1.95
Buck, 25 lb bag.....1.95
Chilled, 25 lb bag.....1.95
Dust Shot, 25 lb bag.....2.25

GUN WADS—₱ 1000—

B E., 11 up.....$ 60
B. E., 9 and 10.....70
B. E., 8.....80
B. E., 7.....90
P. E., 11 up.....1.00 } 15%
P. E., 9 and 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50
Ely's B. E., 11 and larger.....$1.70@$175
Ely's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes

Iowa Farming Tools. ₱ doz.
Hawkeye.....$3.25
Western.....4.00

Anti-Rattlers

Fernald, Quick Shift, ₱ doz. pair, net..$2.00
Burton's, ₱ doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00
Kohler's: ₱ Gro.
Daisy, No. 4.....Net. $5.00
Perfect, No. 2.....Net. 7.20
Bolt Holder, No. 1.....Net. 9.00

Anvils

American "Horse-Shoe".....9¼c
Arm and Hammer.....8¼@8¾c
Eagle Anvils, ₱ lb, net.....7c@7½c
Peter Wright's.....10½c
Trenton.....9 to9½c
Columbian, all steel, ₱ lb, net.....9c

ANVIL AND VISE COMBINED—

Millers Falls (with drill).....$18.00, 15&10%

Augers and Auger Bits

Boring Machine Snells.....70%
Com. Anger Bits.....75@75&5%
Forstner Pat. Bits.....25%
Ford Auger Bit Co:
Auger Bits.....
Car Bits..... } 40@40&5%
Machine Bits.....
C. E. Jennings & Co.:
D'ble Spur pattern car, No. 30..40&7½&10%
Nobles Double Spur, No. 33.....55&10%
No. 10, Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....66⅔&10%
Jennings' Pattern.....50&10%@60%
Snell's Auger and Car Bits.....60%
Extra.....60%
No. 1.....60&10%
Russell Jennings' Augers and Bits.....25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable.....$5.50@6.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—

C. E. Jennings & Co., Steers' Pat....33⅓&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, ₱ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@$3.25
German Pattern, net.....$4.60@5.75
Mayhew's Diamond ₱ doz. $1.25.....40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper and Straight Shank...60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....33⅓&5%
L'Hommedieu's.....15%
Snell's.....40%
Watrous'.....35&5%

Awl and Auger Handles

See Handles

Awls

Per Gro.
Handled Brad.....$2.75@3.00
Handled Scratch.....$3.50@4.00
Patent Peg.....81@84c
Sewing, Com.....88c@$1.00
Shouldered Peg.....65@70c
Shouldered Brad.....63@66c
Socket Scratch ₱ doz.....$1.00
Stanley Rule and Level Handled Brad.....45%

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ₱ doz. $7.50; No. 20, ₱ Doz. $10.....60&10%
Brad Sets:
No. 42, $10.50: No. 48, $12.50.....70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18....15&10%
C. E. Jennings & Co's. Adj. Tool Hdls..33⅓%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18.....30%

Axes

Single Bit, base weights:
First Quality.....$6.75
Second Quality.....$6.25
Double Bit, base weights:
First Quality.....$9.00
Second Quality.....8.50
Ice, Bradley's.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....$9.25

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc.....50%
Broad and Bbl.....40&10%
Boy's Axes.....50%
D Simmons & Co.:
Broad..... }
Shingling and claw..... } 50&5%
Lath, Hunters', etc.....
Picks and Mattocks.....50%
Peck Edge Tool Co.:
Hatchets, shingling, etc.....50%
Broad and Bb'l.....40&10%
Boy's Axes and Hatchets.....50%

Axle Grease

Dixon's "Everlasting" Graphite:
1 lb cans (36 in case).....15 ea.
2 " " " " .....25 "
10 " firkins (6 in case).....$1.20 "
25 " " .....2.75 "
50 " kegs.....5.00 "
100 " " .....9.00 "
200 " half bbls..... } 8½/lb
275-400 lb " .....
Snow Flake:
One-quart cans, ₱ doz. . . . $ 2.00
Two-quart cans ₱ doz. . . . 3.20
One-gallon cans, ₱ doz. . . . 6.00
Five-gallon cans, ₱ doz. . . . 24.00
Quarter bbls. (15 gals.), ₱ gal.. .45
One-half bbls. ₱ gal. 40
Bbls., ₱ gal. 35
Discounts 10%

Balances, Spring

Chatillon's:
Light, class A.....40&10%
Circular Balances, class C.....50%
Ice Balances, class B.....50%
Straight Balances, Class A1 and A2...40%
Class D. E. F.....30%
Class G.....20%

Balances, Sash

Caldwell's.....50%
Pullman's.....50&10@60

Beef Shavers

Enterprise:
Japanned, each, $6.00.....25@30%
Tinned, each, $10.50.....25@30%

Bells

HAND—

Hand Bells, polished brass.....60@60&10%
Pure bell metal.....60%
Silver chime.....33⅓@35%
White metal.....60%

DOOR—

Trip, Gem.....50&10%
Gong, Abbe's.....45%
Gong, Yankee.....55%
New Departure:
Rotary.....50@10%
Push.....50%

COW—

Common wrought.....7½@75&10%
Kentucky.....70@70&10%
Kentucky, Sargent's list.....70%
Texas Star.....50%
Western, Sargent's list.....70@70&10%

Bellows

Blacksmiths'.....65&10@70%
Hand.....25&10%
Moulders'.....25&10%

Belting Rubber

Boston Belting Co:
"Boston".....50%
"Imperial," seamless stitched.....45%
Niagara.....60%
New Jresey Car Spring & Rubber Co:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Seymour Smith & Sons.....25&10%
Miller's Falls.....15&10%
Weston's.....40

Binder Twine

Per Pound
Sisal.....10c
Standard.....10c
Standard Manila.....11c
Manila.....12c
Pure Manila.....13c

Bit Holders.

Angular.....45%
Extension:
Barber's, ₱ doz. $15.00.....45@50%
Ives' ₱ doz. $30.00.....60&10%

Blind Adjusters

Columbian.....33⅓%
Domestic, ₱ doz. $3.00.....33⅓%
Excelsior, ₱ doz. $10.00.....50&10&2%
North's.....10%
Zimmerman's.....50%@50&10%

Blind Fastenings and Tenons

Security Gravity, ₱ gr.....$9.00
Zimmerman's.....50@50&10%

Blocks, Tackle

Eddy's.....50&10@60%
Hartz' Steel.....40&10@50&5%
Iron Strapped, Japanned Sheaves...70&10%
Iron Strapped, Lig Vitae Sheaves.....60%
Rope Strapped, Japanned Sheaves...65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....80%
Pat. Automatic.....80%
Perfect Safety.....80%
Stowell, Novelty Block.....50&10%

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....60%
Wrought Barrel.....80@80&10%
Wrought Barrel Bolts, Griffin's.....75&10%
Wrought Square.....70%@70&10%
Wrt Shutter, St'nrd list...50&10%@50&10&5%
Wrought Spring, Sargent's.....70&10@75%

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ⅝x8 and smaller.....75%
Larger and longer.....65&5%
Phila. Eagle, $8.00 list May 24, '99.....80%
Bolt ends, list Feb. 14, '95.....65&10%
Bolt ends, with C and T nuts.....65&5%
Machine, ⅜x4 and smaller.....75%
Machine, larger and longer.....65&10%

TIRE—

American Screw Co:
Bay State, plain, list Dec. 28, '99....72½%
Bay State, fluted.....72½%
Eagle Phila.....82½%
Norway, Phila.....80%
Common.....75&10@80%
Norway, Phila.....80%
Portchester, Norway.....80%
Phila.....80%

STOVE AND PLOW—

Plow.....60&10&10@70%
Stove.....85@85&10%

MISCELLANEOUS—

Sink.....80%

Bone Mills

Enterprise.....25@30%
Stearns.....40%

Borers, Tap

Enterprise.....20@25%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....30&10%
No. 10.....25&10%
Common ring.....20&10%
Ives.....25&10%

Boring Machines

WITHOUT AUGERS—

Upright. Angular.
Jennings'.....35&5%
Miller's Falls.....$7.50, 15&10%
Snell's, Rice's Pat....$2.50, $2.75
Ajax.....40%
Phillips.....$4.00 net

Bow Pins

Hotchkiss.....60&10%

Boxes, Mail

Heller's.....40&5%

Box Hooks

Humason & Beckley's.....60&10&10%

Box Openers

Humason's.....₱ doz. net $5.00
Bemis & Call's.....65%

Box Scrapers

Bradley's.....30%

Box Strapping

Cary Mfg. Co's., in case lots:
"Universal".....25&30%
Standard Metal Strap Co's.:
Eclipse.....20&10&10&5%

Braces

Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
Ives':
Barbers'.....60&5%
Barbers' Ratchet.....60@60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108@114½.....50&5&10%
No. 208½@214½.....50&5&10%
Lancaster Mach. & Knife Works.....50%
Gen. Spofford's.....60%

Brackets

Griffin's Folding.....70&10%
Griffin's Pressed Steel.....80%
Bradley's Patent, full cases.....80&10&10%
Bradley's, in broken cases.....80&10%

Bracket Saw Frames

Miller's Falls Co.....25&10%

Bracket Sets

Miller's Falls Co.....33⅓&10%

Bright Wire Goods

Standard list, June 24, 1903.....90&25

Bull Rings

Humason, Beckley & Co's.....80%
Rea's 2½ in. net, ₱ doz.....$1.50
Sargent's.....80%
Seymour Smith & Sons.....60%

Bull Punches

Humason & Beckley's, ₱ doz. net....$3.05

Butchers' Cleavers

Bradley's.....40%
Foster Bros., flat heads.....30%
Foster Bros., round heads.....30%
Lancaster Mach. & Knife Works....33⅓40%
L. & I. J. White.....30%
Plumb's.....33⅓%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star.....15@15&10%
C. E. Jennings & Co.....30&10%

Butter and Cheese Triers

Ordinary Black Handle.....25%
Humason & Beckley's.....40%

Butt and Rabbet Gauges

Stanley's.....25&10%

Butts

BRASS—

Wrought Brass, list September, 1898....15%

CASTIRON—

Fast Joint, broad.....40&10@50%
Fast Joint, narrow.....40&10&50%
Loose Joint.....70&5@75%
Loose Joint, Japanned.....70&5@75%
Loose Joint, Jap. with Acorns....70&5@75%
Loose Pin.....70&5@75%
Mayer's Hinges.....70@70&5%
Parliament Butts.....70@70&5%

WROUGHT STEEL—

Table and back flaps.....75%
Narrow and broad.....75%
Inside Blind.....75%
Loose Pin.....75%
Loose Pin, Ball and Steeple Tip.....55%
Japanned, Ball Tip Butts.....70&10%
Bronzed Wrt. Nar. and Inside Blind Butts.....55&10%
Ex 10&10@10&10&10%

Calipers

Bemis & Call:
Wing.....60%
Double.....65%
Inside and outside.....65%
Straight leg.....65%
Call's Pattern, inside.....55%

Can Openers

American.....₱ gross, $1.75@$2.0
Goodell's Acme.....₱ gross, 6.00
Hopper's.....₱ gross, 15.00
No. 5, iron handle.....₱ gross, $2.00@2.25
Phoenix.....40%
Sardine Scissors.....75&10%
Sardine Scissors, forged steel..₱ doz., $4.50
Sprague, Nos. 1, $2.00; 2, 2.25; 3, 2.50..75&10%
Universal, ₱ doz.....50%

Cartridges

See Ammunition.

Casters

Bed.....70@70&10%
French or Philadelphia Iron wheel.....75%
Plate.....60@60&10%
Payson's Furniture.....70&10&10%
Payson's Truck.....70&10%
Standard, Ball Bearing.....45%

Cattle Leaders

Humason, Beckley & Co's.....70%
Sargent's.....70&10%
Welton's.....70&10%

Chain

American Coil, Straight Link:
Inch ₱ 100 Lbs.
5-16.....$3.60
⅜.....3.80
7-16.....4.35
½.....4.10
9-16.....3.85
⅝.....3.60
¾.....3.75
⅞.....3.60
⅞ to 1.....3.55
1¼ to 1½.....3.70
Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Belt chain, Stallion chain.....35&5%

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Chains

Galvanized Pump chain, ₱ lb.....4¼@4½c
Ger. coil, list July 24, '97...60&10@60&10&10%
Ger. Halter chain, list July 24, '97.60&10&10%
Jack chain, Iron.....60&10@60&10&5%
Jack chain, Brass.....60&10@60&10&10%
Oneida Wire Dog chains.....45@50&5%
Trace Wagon and Fancy Chains:
New list.....60@60&10%
Bridgeport Trace chains.....65%
Stake chains.....65%
Heel chains.....30%

COW TIES—
American.....45@50%
Niagara.....45&5@50&10&5%
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....50%
Sisal.....30&10%

Chain Guards

Aluminum S. & N. Co.....50%

Carpet Stretchers

Montross' "Excelsior," ₱ doz., $6.00....20%
Bullard's.....33⅓%
Cast iron, Steel points, ₱ doz.....80c
Sockets, ₱ doz.....$1.75

Carpet Sweepers

Bissell's Cyco Bearing:	₱ Doz.
"Parlor Queen"	$30.00
"Elite"	29.00
"Boudoir"	27.00
"American Queen"	27.00
"Ideal"	25.00
"Gold Medal"	24.00
"Premier"	24.00
"Superior"	24.00
"Prize"	24.00
"Welcome"	24.00
"Grand Rapids," nickel	24.00
"Grand Rapids," Japan	22.00
"Standard," nickel	22.00
"Standard," Japan	20.00
"Crown Jewel," nickel	21.00
"Crown Jewel," Japan	19.00
"Crystal"	36.00
"Grand," length of case, 17 inches	36.00
"Club," length of case, 24 inches	54.00
"Hall," length of case, 28 inches	60.00
"Junior," nickel, length of case 12½ inches	22.00
"Junior," Japan, length of case 12½ inches	20.00
"Misses"	9.00

Sterling Carpet Sweepers:

Model A, Nickel trimmings			25.00
" B, Japd.	"		21.00
" " Nickel	"		23.00
" C, "	"		21.50
" D, Japd.	"		19.50

Carpet and Rug Beaters

	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10 Wire, Glavanized	1.50	18.00

Cherry Stoners

Enterprise.....25@30%
Goodell's Family, net ₱ doz.....$5.00
Rollman's, net., ₱ doz.....6.00

Chisels

SOCKET FRAMING & FIRMER—
Standard Makes.....70&10@75%
L. & I. J. White.....80@80&5%
C. E. Jennings & Co., No. 70.....25&10%
Jennings & Griffin Mfg. Co.....65&2&10%

TANGED & MISCELLANEOUS—
W. & S. Butchers'.....$4.75@$5.00to2
C. E. Jennings & Co.....25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels.....25&10%
Tanged Gouges.....25&10%
Tanged Firmers.....33⅓&10%
Tanged Gouges.....33⅓%
L. & I. J. White.....25&5%

COLD CHISELS—
Good quality, ₱ lb.....13&16c
Snell's best C. S.....50&10%
Cronk's.....50%

Cleaners, Sidewalk

	₱ Doz.
Challenge Shank	$2.25
Star Shank	3.25
Star Socket	4.00

Clippers

HORSE—
Chicago Flexible Shaft Co's.:

	Each.	
Lightning Belt Clipping Mach.	$15.00	15%
New '98, Chicago	8.75	15%
1902 Chicago	10.75	15%
Twentieth Century	5.00	20%

Coach Oil

Snow Flake. 33⅓&10%
One-pint cans, ₱ doz. . . . . $ 3.00
One-quart cans, ₱ doz. . . . 4.80
One-gallon cans, ₱ doz. . . . 15.00
Five-gallon cans, ₱ doz. . . . 66.00

Cocks, Brass

Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks....70&10@75%

Coffee Mills

Box and Side.....50&10@60%
Enterprise Mfg. Co.....25@30%
Lane Bros. Co.....30%

Compasses, Dividers, &c

Atnol Calipers and Dividers.....40%
Bemis & Call Co's.:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers...75@75&10%

Coopers' Tools

Bradley's:
Hoop Drivers.....25%
Rivet Sets.....20%
Cold Chisels.....20&5%
Punches.....15%
Vises.....15%
Inshaves.....20%
Barton's.....20@20&3%
L. & I. J. White.....20@20&5
Sandusky Tool Co.....25&10@30&10%

Corkscrews

Detroit Cork Screw Co.....33⅓%
Humason & Beckley Mfg. Co.....50&10%
Samson, ₱ doz.....$10.00

Corn Hooks

	₱ Doz.
Kretsinger Cut-Easy	net $8.00

Corn Knives and Cutters

Bradley's.....net
Wadsworth's.....net $1.5[illegible]

Countersinks

Mayhew's Diamond.....40@45%
Smith's.....25%
Snell's.....40%
Wheeler's Patent.....50%

Cow Ties

See Chain.

Crayons

Sargent's List.....20%
Dixon's: ₱ Gro.
Eclipse.....7 in., $3.75; 9 in., $4.88
Emerald.....5.00
Oriole.....5.0[illegible]
Rainbow.....3.12
Solid.....7.50
Tailors, black, $5.62; red and blue....9.00

Curry Combs

Kohler's.....40%
The Metal Stamping Co.....40%
Southington Cutlery Co's.....25&10%

Cutlery

Foster's Pocket.....30%

Diggers

See Post Hole, etc.

Dividers

See Compasses, Dividers, etc.

Dog Collars

Walter B. Stevens & Son:
Brass.....40%
Embossed Glit.....30&10%
Leather.....40%
Union Hd'wre Co., new list.....50@50&10%

Door Checks

Bardsley's.....40%
Columbia.....50&10%
Eclipse.....60&10%
Home.....50&10%
Pullman's Screen, ₱ doz. net.....$4.50

Door Holders

Empire.....50%
Superior.....33⅓%

Door Springs

Columbian Steel.....20%
" Faultless.....50%
Gem (Coil), list Oct. '95.....20%
Pullman, Perfect.....25%
Pullman Coil.....25%
Star (Coil), list Oct. '95.....20%
Torrey's Rod, 39 in., ₱ doz. net. $1.10 @ $1.25
" " 48 in., " " " 3.50
Victor, Coil.....50&10&10%
Chicago Coil Springs.....40&10%
Reliance Coil Springs.....40&10%

Drain Cleaners

Iwan's Adjustable.....55%
Iwan's Stationary.....45%

Drawer Pulls

Drawer Pulls, Griffin Mfg. Co., list..75&10%
Sargent's list.....60

Drawing Knives

Standard Makes.....70&10@75%
Adjustable Handle.....25@25&10%
Bradley's.....40&5%
Jennings & Griffin.....60%
Watrous.....16⅔&10%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks

Automatic Boring Tools, Goodell's 40&5@40&10%
Blacksmiths'.....60%
Breast, Goodell's.....25@30%
Breast, Miller's Falls, each $3.00.....15&10%
Stearns' bench.....30%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $12.00.....33⅓%

TWIST DRILLS—
See Augers and Bits.

Egg Beaters

Holt-Lyon Co.:	₱ Doz.	₱ Gro.
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz, $6.60	1.15	13.00
No. 1, Tinned	1.40	16.80
No. B, Japanned, hotel size.	1.85	22.00
No. 6, Japanned, Dasher flared	1.55	19.80
No. 2, Tinned, hotel size	2.00	24.00

Taplin Mfg. Co.:	₱ Gro.
No. 60 Improved Dover	$ 6.0
No. 75 Improved Dover	6.5
No. 100 Improved Dover	7.0
No. 102 Improved Dover, Tinned	8.5
No. 150 Improved Dover, Hotel	15.0
No. 152 Improved Dover, Hotel T'd.	17.0
No. 200 Improved Dover, Tumbler	8.0
No. 202 Imp'd Dover Tumbler T'd.	9.5
No. 800 Imp'd Dover Mammoth ₱ doz	2.0

Escutcheons

Wood.....25%

Farriers' Knives

	₱ Doz.
"Challenge"	$3.00
Popes	3.00
Wilkinson's, net	3.00
Wostenholm's	3.25

Faucets

Iron Petroleum.....70@70&10%
John Sommer's "Peerless," Tin Key....40%
"Boss," Tin Key.....50%
"Victor," Metal Key.....50&10
"Duplex," Metal Key.....60%
"I. X. L.," Corked Lined.....50%
"Reliable," Cork Lined.....50&10%
"O. K.," Cork Lined.....50%
"Chicago," Cork Lined.....60%
"Perfection," Cedar.....40%
"No Brand," Cedar.....50%

SELF MEASURING—
Enterprise ₱ doz. $36.00.....40&10%
Lane's.....$40.10&2%

Files

DOMESTIC—
New list, Nov. 1, 1899:
American.....75&10@75&10&10%
Arcade.....75&10@75&10&10%
J. Barton Smith.....75&10@75&10&10%
Diston's.....75%
Diston's Superfine.....50%
Eagle.....75&10@75&10& 10
Great Western.....75&10@75&10&10%
Kearney & Foot.....75&10@75&10&10%
McClellan.....75&10@75&10&10%
Nicholson.....70&10@75&5%
Nicholson's X. F. Files.....40@40&10%
Royal.....80@80&10%

IMPORTED—
Stub's.....Stub's list, 80@83⅓%

Filters

Acorn.....50%
Fulper's Natural Stone.....$8.50@$13.50
Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list.....60@60&10%
Kirby & Limerick, low list (50c. base)...10%

Fishing Tackle

Bishop's.	₱ Doz.
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:
Great American.....60&20%

Freezers, Ice Cream

"Alaska":

Qts.	1	2	3	4	6
Net	$1.15	$1.35	$1.60	$1.95	$2.60

"North Star:"

Net	$1.25	$1.45	$1.75	$2.25	

Fruit, Wine & Jelly Presses

Enterprise.....20@25%

Fry Pans

Standard list.....75&10%

No.	1	2	3	4
₱ doz.	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8
₱ doz.	$6.00	$7.00	$8.00	$9.00

Gauges

Bemis & Call's Steel.....50%
Clapboard.....25&10%
Diston's Mortise.....70%
Marking Mortise, etc.....60%
Stanley's.....35%
Starrett's Surface, Center and Scratch. 25&10%
Wire, Morses.....25%
Wire, P. S. & W., low list.....33⅓%

Gimlets

"Diamond" Gimlets, ₱ gro.....$4.00@$4.25
Double Cut.....40&10.@50%
Metal Head.....50&10%
Wood Head.....50%

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40&10%

Glue Pots

See Hollow Ware.

Graters

Enterprise.....25@30%

Graphite, Lubricating

Dixon's Pure Flake:
632— 1 lb. cans.....20c. ea
633— 5 lb. screw top tin cans.....85c. ea
634— 10 lb. screw top tin cans.....$1.80 ea
644— 25 lb. boxes.....15c. lb
645— 50 lb. boxes.....14½c. lb
646—100 lb. kegs.....14c. lb
647—350 lb. barrels.....12c. lb

Grindstone Fixtures

Cronk's.....50%
Forest City.....30@30&10%
Sargent's Patent.....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....60&10%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₱ doz.....$6.50

Halters

Covert Mfg. Co.:
Jute Rope Halters.....50%
Sisal Rope.....30&10%
Web Halters.....35&5%

Hammers

HANDLED HAMMERS—
Cheney's:
Adze Eye and Plain.....40&10&10%
Blacksmiths and Riveting.....50&10%
Machinists and Engineers.....60&5%
Magnetic tack, Nos. 1, 2, 3, $1.25 $1.50 $1.75.....50%
Maydole's.....33⅓&5@40&10%
Sargent's new list.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....33⅓&7½%
Engineers and B. S. Hand.....50&12½%
Quaker City Hammers.....40&5%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS & SLEDGES—
Under 3 lb 50c lb.....80&5%
3 to 5 lb 40c lb.....80&5%
Over 5 lb 30c lb.....80&10&5%
Wilkinson's Smiths.....9½c@10c ₱ lb

Hammock Ropes

Covert Mfg. Co.:
Jute.....40&5%
Sisal.....20%

Hand Cultivators

Ulrich Mfg. Co.:
Osborne's, ₱ doz.....$15.00

Handles

WOOD—
Auger, assorted, ₱ gro.....$2.75
Auger, large, ₱ gro.....3.25
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 32.....40%
Axe, Pick, etc.....60&5%@60&10%
Bliss Mfg. Co.:
Chisel
Brad Awl
File
Auger
Soldering Iron
} 25@33⅓
Brad Awl, ₱ gro.....$1.75@$2.00
Chisel, Worcester, leather capped. ₱ doz. net.....$1.50
File, assorted, ₱ gro.....$1.40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro. $2.25@$2.75
Hammer, Hatchet.....60&10%
Hoe, Rake and Fork.....45@50
Rollis Hdw. Co. Hafts, $2.00.....40&10%
"Simplicity" File Hdls, ₱ gro....$ .90&1.50
Saw and Plane.....40&10%@50%
Shovel and Spade, Wood D Handle.....40%
Shoyel and Spade, Long Handles..40&5@50%

CROSS-CUT SAW HANDLES—
Atkins.....40&5%
Champion.....45@45&10%
Diston's.....50%

Hangers, Barn Door

Old Pattern.....60&10%
New England.....66⅔@70
Chicago Spring Butt Co.:
Fraction.....25%
Oscillating.....25%
Big Twin.....25%
Lane's:
Covered.....60&2%
Hinge Pattern, net.....$6.08 ₱ doz.
Standard.....60&5%
Special, No. 25.....$2.50
" " 30.....3.20
" " 40.....5.00
" " 20.....6.25
Track for same, ₱ 100 ft. net.....2.75
Cronk's:
Nos. 1, 1½, 2 and 3.....60&10%
Nos. 11, 12.....70%
Nos. 22, 21½, 22.....60%
Nos. 32, 50.....60&20%
No. 44.....60%
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr..60&10%
Myers' Stay-on.....60&5%
Wilcox's New Century.....50&10&10%

Hangers, Garment

Pullman's.....₱ gro. net $8.00

Hangers, Parlor Door, Etc

Lane's:
Standard.....net $3.20
Ball Bearing....." 4.15
No. 105....." 3.35
New Model....." 2.35
New Champion....." 2.35

Hardware Shelving

OAK CABINETS—
J. D. Warren Mfg. Co.:
No. B 438, 40 drawers, no partitions, run. ft., $3.50; net each.....$30.00
No. 1656, 58 drawers, no partitions, run. ft., $4.38; net each.....35.47
No. 1658, 94 drawers, no partitions, run. ft., $6.52; net each.....54.28

OAK BASES—
No. 1700, open base with center shelf, run. ft., $1.35; net each.....15.40
No. 1702, open base with center shelf. run. ft., $2.25; net each.....18.75
No. 1708, with two adjustable center shelves, run. ft., $2.75; net each....22.92

NAIL BIN BASES—
No. 1732, 12 spaces, 150 lbs. each, run. ft., $2.71; net each.....22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each.....25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each.....30.68

Hasps and Staples

Cronk's.....50%
McKinney's "Perfect", $1.10 ₱ doz.....50%
Wrought.....90@90&10%
Wrought, Stanley.....80%
Wrought, Griffin.....80%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:
Myers Unloader, double steel track..$7.00
Myers Unloader, wood track.....7.00
Comb. Car, Double steel T.....7.00
Comb. Car, wood track.....7.00
Rev. Car, Double steel track.....7.00
Rev. Car, wood track.....7.00
Myers Unloader, cable.....7.00
Myers Unloader, single rail.....7.00
Sure Grip Sling Car, steel or wood track.....12.00
Dbl. Rail steel track, complete, ₱ ft. —
Single Rail steel track, complete, ₱ ft .20
D. H. Fork steel, regular, each.....1.60
Nellis Fork, each.....3.00
Double Grapple Fork, each.....7.00
Sprouts, Shear Fork, each.....1.50
Walker Fork, each.....2.50
Common 6 in. wood sheave pulley, Fig. 483, ₱ doz.....3.20
Faultless steel frame K. P. pulley, Fig. 435, ₱ doz.....4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 485, ₱ doz.....3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz.....4.80
Reed Wood Frame pulley with hook, Fig. 494, ₱ doz.....4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz.....3.50
Floor pulley, wood sheave, Fig. 488, ₱ doz.....4.50
Hanging Hooks for double steel track, ₱ doz.....1.40
Hanging Hooks for single steel track, ₱ doz.....1.40
Hanging Hooks for wood track, 10 in., ₱ doz.....1.00
16 in., ₱ doz.....1.20
Floor Hooks, ¾ in., ₱ doz.....1.40
Malleable Rafter brackets, ₱ doz.....70
Wrought Rafter brackets, ₱ doz.....70
Rope Hitch, ₱ doz.....3.20
Discount on above 50%

Hay and Straw Knives

Auburn Hay, com. and spear point..40&10%
Iwan's Hay, sickle edge, ₱ doz., net..$9.50
Iwan's Hay, imp. serrated, ₱ doz., net 10.00
Kohler's Hay, sickle edge, ₱ doz., net 10.00
Auburn Straw.....40&10%
Weymouth, pat.....65&5%
Wadsworth's.....40&5%

Hedge Trimmers

Wadsworth's:
No. 1, ₱ doz., net.....$8.00
No. 2, ₱ doz., net.....6.00

Hinges

WROUGHT IRON HINGES—
Screw Hook and Strap { 6 to 12 in., ₱ lb....3½c; 14 to 20 in., ₱ lb....3¼c; 22 to 36 in., ₱ lb....3¼c

STRAP AND T HINGES—
New list, Dec. 20, 1904:
Light Strap Hinges.....70%
Heavy Strap Hinges.....75&5%
Light T Hinges.....65%
Heavy T Hinges.....60%
Extra Heavy T Hinges.....70&10%
Hinge Hasps.....50%
Corrugated Heavy Strap.....70&5%
Corrugated Ex. Heavy T.....70&10%
} Extra 10%

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SPRING HINGES—

Bommer Brothers:
Bommer Spring Hinges....40%
Bommer B. B. Floor Hinges....40%
Bardsley's Patent Checking....15%
Chicago Spring Butt Co.:
Chicago Spring Butts....25%
Triple End Spring Butts....50%
Chicago Ball Bearing Floor Hinge....50%
Garden City Fire Engine House Hinge....25%
Chicago Saloon Door Hinge....25%
Columbian:
Steel Hinges....60%
Floor Hinges....60%
American....30&5%
Gem....30%
Oxford....30&5%
Acme, Steel....35%
" Brass....25%
Niles Mfg. Co....30%
Superior:
Floor Hinges....33⅓

GATE HINGES—

Clark's, Nos. 1, 2, 3....50&10@60&10%
N. E., ₱ doz., $7.20....60%
N. E., Reversible, ₱ doz., $5.80....60%
N. Y. State, ₱ doz., $4.20....60%
Western, ₱ doz., $4.20....60%

BLIND HINGES—

Parker....70&10@70&10&10%
Sargent's, Nos. 1, 3, 5, 11, 13....75%
W. H. Co's, No. 2 Mortise Gravity....60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.80 ₱ doz. sets....80&10%

Hitching Cords

Covert Mfg. Co....45&2%
Hitchers Stall....35%

Hollow Ware

ENAMELED—

Lalance & Grosjean Mfg. Co. list Nov. 1, '01:
Agate Nickel Steel Ware....50&20%
Pearl Agate Ware....50&20%
Blue and White Ware....60&15%
All White Ware....50&20%
Regal Steel Ware....60&10%
Peerless Ware....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1896....40&10%
Iron Clad:
Peppered Ware, high list....70%
Mottled Ware, high list....75%

STOVE HOLLOW WARE—

Blacklock:
Ground....55&60&10%
Plain or Unground....60@65&10%
Country Ware ₱ 100 lbs. net...$2.75@$3.00
Enameled Ware....50@55&10%

WHITE ENAMELED WARE—

Maslin Kettles....70%
Tinned Boilers and Saucepans....40%
Enameled....50%

GLUE POTS—

Tinned....35%
Enameled....40%

SILVER-PLATED HOLLOW WARE—

4 mo. or 5% cash in 30 days.
Hartford Silver Plate Co....40&5%
Holmes & Edwards Silver Co....40&15&5%
Meriden Brittania Co....40&10%
Rogers & Brother....40&5%
William Rogers Mfg. Co....40&10%

Hooks

BUSH—

Jennings & Griffin's....33⅓&5%
Wadsworths....60%

CAST IRON—

Ceiling, Sargent's list....50&10@60%
Chandelier....60@60&10%
Clothes Line, Sargent's list....50&10&10%
Coat and Hat, Sargent's list....50&10@60%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....60@60&10%
Picture....50&10%
Screw Hat....60&10@70%
Wardrobe....69&10@80&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₱ doz....$1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise....40%
Humason & Beckley, new list....85&10%

WIRE—

Atlas, new list, single cases....75%
Ten case lots....75&10%
Wire Coat and Hat, Acme....60&10%
Wire Coat and Hat, Gem....70&10%
Wire Ceiling, Gem....70&10%

MISCELLANEOUS—

Belt....80&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....35&5%
Grass, Wadsworth's....60%
Gronk's, Grass, ₱ doz....$3.00
Hooks and Eyes, Brass....60&10&10%
Hooks and Eyes, Mal. Iron....70&10%
Cotton, box and hay....60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	1	
A. C	25c	28c	23c	21c	21c	40&5%
American, all sizes, net						9½c
Nos.	6	7	8	9	10	
Anchor and New Haven	25c	21c	20c	19c	18c	40% @40&5
Nos.	6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K.	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40&10@50%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes, net						9½c
Maud S	25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ₱ lb						12c
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	28c	21c	20c	19c	18c	33⅓%
New Putnam	19c	18c	17c	16c	16c	10&10%
Vulcan	28c	21c	20c	19c	18c	25&10%
Western, net						8½c

Horse Shoes

F. O. B. Pittsburgh:
Horse and mule, Iron, ₱ keg....$4.00
Steel, ₱ keg....3.75

Horse Ties

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Sisal....80&10%

Hose, Rubber

Boston Belting Co.:
"Boston"....50%
Niagara....60%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%
Standard....70&10%

Hose Bands

Star Hydrant....80&30%
Steam....70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross....$9.00 net
Crown....net
Gem Ice Shave....net
Sargent's Ice Awls....55%
Snell's....50%
Star....net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise, No. 33, ₱ doz. $6.00 25@30%
No. 34, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain....20@25%

Knives

Kimball's:
Bread Knives, ₱ doz. $1.50....20%
Butcher Knives....25%
Shoe Knives....25%
Cronk's Chopping....33⅓%
Dunlap Kitchen and bread Knives....25%
Foster Bros., butcher, &c....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net

Knives, Hay and Straw

Wadsworth....40&10%

Knife Sharpeners

Pike's:
Nat. Grit Carving Knife Hones ₱ doz....$3.00
Solid Stone Carving Knife Hones ₱ doz....$2.50
Quick Edge Pocket Knife Hones ₱ doz....$3.00
Mounted Kitchen Sandstone ₱ doz....$1.50
} 40%

Knobs

Bardsley's wood, door, shutter and base....10@15%
Base, rubber tip, 2⅛ in bead, ₱ gro....$1.15@$1.25
Door Mineral....65@70c
Door Por. Jap'd....70@75
Door Por. Nickel....$2.10@$2.20

Lanterns

C. T. Ham, Class A, B, C and D....40&10%

Latches

₱ Doz.
Cronk's barn door, net....$2.00
Lane's Barn Door....40&10%

Lawn Mowers

Champion....75&10%
Clipper Improved....50&10&10&5%
Enterprise....40&10%
Genuine Philadelphia Mowers:
Styles M, S, C, K, T....70&10%
Style A (all steel)....60&10%
Style E, low wheel....60&10%
Style E, high wheel....70&10&5%
Drexel, low list....50%
Gold Coins, low list....50%
New Departure, high wheel....70&10%
New Departure, low wheel....75%
Pennsylvania....60&10

Lawn Sprinklers

Enterprise....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

Nos.	1	2	3	
Per Dozen	$12.00	$15.00	$24.00	30%

Kohler's:
Daisy, net, ₱ doz....$7.50
Mystic....6.00
Rainmaker....4.80
Dew Drop....1.20

Lawn Swings "Easy"

Ulrich Mfg. Co., ₱ doz....$75.00

Leads

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....50%
Sisal....30&10%

Lead Pipe, Etc

₱ Lb.
Bar Lead....6¾@7c
Block Tin Pipe....35@37½%
Lead Pipe, full lengths....5 to 5¾
Lead Pipe, tin lined....12½c
Sheet Lead, full rolls....7½c

Lemon Squeezers

Berger Bros., ₱ doz...8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Flush, ₱ doz....$9.60
Little Giant....50@50&5%
Porc. lined, Iron, ₱ doz....$1.75
Porc. lined, Wood, ₱ doz....$1.25
Wood, common, ₱ gro.....No. 0, $5.25 @$5.50; No. 1, $5.25@$6.50

Levels

C. E. Jennings & Co's.:
Hexagon....25&10%
Iron Bench, new design....25&10%
Hollis Hardware Co.:
Adj. Steel 7 in., $24.00....40%
12 in., $27.00....40%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish....40%
Cotton Chalk, 20 feet....40&10%
Cotton Trot....20%
Samson Cot., Nos. 4, $3.90; 4½, $3.75....20%
Silver Lake braided, ₱ gro., Nos. 0, $6.00; 1, $6.50; 2, $7.00; 3, $7.50....20%
Wire Clothes:

	18	19	20
1000 feet	$2.20	$2.00	$1.85
75 feet	1.90	1.70	1.50

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co....40%
R. & E. Mfg. Co....40%
Reading Hardware Co....40&10%
Sargent & Co....40&10%

CABINET—

Eagle Lock Co....33⅓%
Corbin....33⅓%
Yale....33⅓%

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00...40%
Ames Sword Co....40%
Brown's brass....25%
Brown's chain....25%
Champion....40%
Eagle....40%
Slaymaker's:
General line....35&10%
Scandinavian....90%
" steel keys....50%
Smith & Egge bicycle....50%
Wrought iron....75&10@80%
Yale Lock Co....60%

TRUNK—

Corbin's....25&10%
Eagle....40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory....45@5&50%
Lignumvitæ....45@5&50%
Bliss:
Carpenters, Tinners, Box, Carvers...33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden....33⅓%
Regular Goods....70&10%@75%

Meat Cutters

American....30%

Nos.	1	2	3	4	5	6
Each	$5	$7	$10	$25	$50	$60

Dixon's, ₱ doz....80&10@40%

Nos.	1	2	3	4
Each	$14	$17	$19	$30

Enterprise....25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.75	$6	$4.50	$6

Little Giant....33⅓@40%

Nos.	305	310	312	320	322
Each	$35	$48	$44	$72	$68

Woodruff's, ₱ doz....30&1@40%

Nos.	100	150
Each	$15	$18

Beef Shavers (Enterprise)....25@30%

Meat Juice Extractors

Enterprise....25&30%

Metals, Anti-Friction

	₱ Lb
Magnolia Metal Co.:	
Defender	18c
Cosmic	10c
Magnolia, Anti-Friction	25c
Mystic	15c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00....40%
Sargent's....60@60&10%

Mitre Boxes

C. E. Jennings & Co....80&10%
Seavey's, ₱ doz., $80....40%
Stanley Rule and Level Co.:
Nos. 340 to 460....30%
Nos. 50 and 60....35%

Motors

COFFEE MILL—

Specialty Novelty Co., each....$5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Assn list, July, 1899....85@85&10%

PICTURE—

Niles' Patent....40%
Porcelain head, combination list....60&10%
Porcelain head, Sargent's list....60%

Nail Nippers

'Gem," ½ gross lots, ₱ gross....$21.00
" less quantity, ₱ dozen....2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net....$7.50
Black Hawk, ₱ dozen....9.00
Cyclops....50&10%@50%
Cronk's, ₱ dozen, net....$12.00
Eureka, No. 74, ₱ doz., net....$8.50
Eureka, No. 75, ₱ doz., net....$9.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00....80&5%
Lightning, ₱ doz., $18.00....20%
Morris No. 1, list $20.00....50%
National, ₱ doz., $24.00....10%
Pelican, ₱ doz., $ 9.00....40@40&19%
Rollis Hardware Co., No. 1, $18.00...50&10%

Nail Sets

₱ Gro
Hunters, Cup Point, knurled....$10.00
Hunters, Cup Point, plain....9.00
Octagon....4.00@4.75
Round, assorted....3.00@3.25
Square....4.00@4.25
Snell's:
Octagon, ₱ gro....$5.25
Corrugated....6.75
Knurled....6.75@7.50

Nippers

Acme....50%
Smith's cutting....50%
Todd's cutting....80%

Nut Crackers

₱ Gro
Acme, Japanned, $30.00....40%
Acme, Nickel Plated, $8.00....20%

Nuts

Cold Punched:

	Off List
Mfrs. or U. S. Standard.	
Square, blank	$5.00
Hexagon, blank	5.45
Square, blank, C. T. & R	5.30
Hexagon, blank, C. T. & R	6.05

Hot Pressed:

Mfrs. U. S. or Nar. Guage Standard	
Square, blank	5.20
Hexagon, blank	5.20
Square, tapped	5.20
Hexagon, tapped	5.70

Oils

Linseed, city, raw, in barrels, ₱ gal....89c
Linseed, city, boiled, in barrels, ₱ gal..41c
Out of town on spot, ₱ gal....88c
Calcutta, raw, in barrels, ₱ gal....62c
Lard, prime city, ₱ gal....63@64c
Lard, Extra, No. 1....49@52c
Lard, No. 2....38@40%

Oilers

Brass and copper....50&10
Tin or steel....65&10
Cushman & Denison's: ₱ Doz
Gem....$ .50
Leader....80
Perfect oilers....1.50
Star pocket oilers....75
"Paragon," brass....45@50%
"Paragon," zinc....60&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust....70@70&10%
Zinc and tin....65@65&10%
American Tube & Stamping Co.:
Spring bottom cans....70@70&10%
Railroad oilers, etc....60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes':
Hindostan, large axe....8c ₱ lb
" small "....10c " "
Queer Creek Axe....20c " "
} 40%

OIL STONES—

Pikes':
Lily White Washita....60c ₱ lb
Rosy Red " ....60c " "
Extra " ....50c " "
No. 1 " ....40c " "
No. 2 " ....30c " "
Lily White " round edge slips....90c " "
No. 1 Washita, round edge slips....70c " "
Washita Pen Knife pieces....70c " "
No. 1 Hard Arkansas stone 3 to 5½ in. long....$2.80 " "
No. 1 Hard Arkansas stone 5½ to 8 in. long....$3.50 " "
No. 1 Soft Arkansas stone 3 to 5½ in. long....$1.50 " "
No. 1 Soft Arkansas stone 5½ to 8 in. long....$1.70 " "
Soft Arkansas, round edge slips....$2.50 " "
Hard Arkansas, round edge slips....$4.00 " "
Hard Arkansas Pocket Knife pieces....$4.00 " "
} 33⅓
Pikes':
Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes....40%
India Oilstones, all grades and sizes....33⅓%
Queer Creek Oilstones....20c ₱ lb
Chocolate Oilstones....50c " "
Regular Hindostan....8c " "
Small Hindostan....10c " "
} 40%

Packing, Steam

RUBBER—

Boston Belting Co.:
Phoenix, net ₱ lb....50c
Plumbago....50%
Pure Packing, "Excelsior"....50%
Extra....60%

MISCELLANEOUS—

	₱ Lb
American Packing	8c@10c
Cotton Packing	16c@25c
Italian Packing	9½c@12c
Jute	4½c@5c
Russian Packing	8½c@11c

Padlocks

See Locks.

Parers

APPLE—

Advance	₱ doz	$ 4.00
Baldwin	"	4.00
Bonanza Improved	each	6.50
Daisy	₱ doz	4.00
Dandy	each	7.50
Eureka Improved	"	20.00
Family Bay State	₱ doz	15.00
Improved Bay State	"	36.00
Little Star	"	5.00
New Lightning	"	7.00
Reading, 72	"	9.25
Reading, 78	"	6.25
Rocking Table	"	6.20
Turntable, '98	"	6.00
White Mountain	"	5.00

POTATO—

₱ Doz
Saratoga....$7.00
White Mountain....6.00

Pencils

Dixon's: ₱ Gro
Carpenter's....$3.17@8.75
Carpenter's, blue or red lead....4.00@7.50
Office....1.87@7.50
Lumber....6.87
Colored lumber....9.00
Black slates....9.37
Colored....4.38@7.50
Assortment boxes....1.31@2.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 28, 1899....70&10@75

Pipe Hangers, Conductor

Iwan's, Perfection wire....50

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.)....40%
Bench, first quality....40&10%
Bench, second quality....50&10%
C. E. Jennings & Co....50&10%
Molding....33⅓&5%

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IRON PLANES—
C. E. Jennings & Co., iron....50&10%
Sargent's....60@60&10%
Standard Tool Co....50@60&5%
Stanley Rule & Level Co.:
Bailey's....40%
Miscellaneous....35%

PLANE IRONS—
Buck Bros....30%
Butcher's....$5.00@5.25 to £
C. E. Jennings & Co....16⅔&10%
Stanley R. & L. Co....35%
L. & I. J. White....20&5@25%

Pliers and Nippers
Button....75&10@75%
Cronk & Carrier:
Pliers.
No. 1....60&10%
" 20, net....$9.00
" 40....75%
" 50....80%
" 65....40%
" 70....50%
" 80....40%
" 85....40%
Wm. Johnson's Gas Pliers....66⅔%
Smith's Side Cutting....25%

Plow Bolts
See Bolts.

Plumb Bobs
Keuffel & Esser Co....33⅓%

Plumbs and Levels
Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's....70%
Machinists'....25%

Pocket Levels
Stanley's....45%
Duplex....35%

Poachers
See Egg Poachers.

Police Goods
Tower & Lyons....25%

Polish Metal
Presoline Liquid, new list....40%
Prestoline Paste....40@40&10%
U. S. Metal Polish Paste, 3 oz boxes, ₱ doz....$ .50
₱ gross....4.00
¼ pound boxes, ₱ dozen....1.25
1 pound boxes, ₱ dozen....2.25
U. S. Liquid, 8 oz cans, ₱ dozen....1.25
₱ gross....12.00
Barkeeper's Friend Metal Polish ₱ dozen....1.75
₱ gross....18.00

Polish, Stove
Black Eagle benzine paste, 5 lb cans, ₱ lb....10c
Black Eagle, liquid, 10 oz. cans, ₱ doz....75c
Black Jack paste, ¼ lb cans, ₱ gross....9.00
Black Kid paste, 5 lb can, each....65c
Ladd's Black Beauty, ₱ gross, $10.00....50%
Joseph Dixon's, ₱ gross, $5.75....10%
Dixon's Plumbago, ₱ lb....8c
Fireside, ₱ gross....2.50
Gem, ₱ gross., $4.50....10%
Japanese, ₱ gross....3.50
Jet black, per gross....3.50
Peerless Iron enamel, 10 oz. cans ₱ doz....1.50
Wynn's:
Black silk, 5 lb. pail, each....70c
Black silk, ¼ lb. box, ₱ doz....1.00
Black silk, 8 oz box, ₱ doz....75c
Black silk, ¼ pint liquid, ₱ doz....1.00

Poppers, Corn
Square.	₱ Doz	₱ Gro
1 qt.		$ 9.00
1½ qt.		11.00
2 qt.		18.50

*Post Hole Diggers
Disston's Samson Digger, ₱ doz. $34....25%
Kohler's:
Little Giant....₱ doz., net $12.00
Hercules...." " " 9.50
Invincible...." " " 9.00
Pioneer...." " " 7.20
Universal...." " " 18.00
New Champion...." " " 5.50
Rival...." " " 7.50
Ryan's....₱ doz., $20.00....25%
Iwan's:
Split handle....net ₱ Doz $7.00
Perfection...." 8.00
Rockford Tack & Nail Co.:
Rockford brand....₱ doz., " 6.50
Atlas pattern...." " " 7.50

Post Hole Augers
Iwan's Patent improved....40&5%
Perfection....₱ doz., net $8.25
Split handle...." " " 7.50
Vaughan's, 4 to 9 in....." " 6.00

Potato Hooks, Etc
Hoe Down Hooks....75&10&2%
Hop Hooks....60&10&2½%
Potato Hooks....70

Powder
See Ammunition.

Presses
See Fruit and Jelly Presses.

Primers
See Ammunition.

Pruning Hooks and Shears
Cronk's Pruning Shears, all styles....33⅓%
Disston's Combined Pruning Hook and Saw, ₱ doz., $18.00....25&25&10%
Disston's Pruning Hook, ₱ doz., $12.00....25@25&10%
Smith's:
Pruning Shears....60&10%
Rockdale Pruners....33⅓%
Standard Tree Pruners....75%
E. S. Lee & Co's. Pruning Tools....40%
P. S. & W. Co's. Shears....40%
Waters' Tree Pruners....75&10%

Pulleys
Awning....60@60&10%
Axle....50&10@60%
Brass screw....45&10%
Ceiling....50@10&60%
Clothes line, Japanned....60%
Common Sense....60%
Dumb Waiter....60@60&10%
Empire Sash Pulley....60%
Fox all steel....50%
Grand Rapids," all steel....50%
Hay Fork, swivel eve., ₱ doz., 4 in., $3.75; 6 in., $5.00....55%
Hay Fork, Hartz, 4¼ in., ₱ doz., $6.00....50&10%
Hay Fork, 5 in., solid, $5.70....50%
Hot House....50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₱ doz., $12.00....40%
Side, Anti-Friction....60%
Shade rack....45%
Upright....50&10@50&10&10%

Pumps
Cistern, best grades....60@60&10%
Pitcher Spout, best grades....75@80%
Power Pumps, Myers'....50%
Spray Pumps, Myers....50&10%
Spray Pumps, Kohler's:
Daisy, net ₱ doz....$ 7.50
Mechanical, net ₱ doz....7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 823, 3 in. Shallow Well Pump....18.00
No. 8, Fig. 828, 3¼ in. Shallow Well Pump....15.00
No. 5, Fig. 807, 3 in. Deep Well Pump....15.00
No. 6¾, Fig. 807, 3¼ in. Deep Well Pump....17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump....15.00
No. 32, Fig. 522, 3 in. Deep Well Pump....17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump....14.00
No. 59, Fig. 332, 3¼ in. Shallow Well Pump....17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump....15.00
No. 72, Fig. 333, 3 in. Deep Well Pump....15.00
No. 102, Fig. 448, 3 in. Lift Pump....9.00
No. 108, Fig. 448, 3¼ in. Lift Pump..11.00
No. 128, Fig. 510, 3 in. Lift Pump....7.00
No. 131, Fig. 510, 3¼ in. Lift Pump..8.50
No. 225, Fig. 339, Windmill Pump....12.50
No. 235, Fig. 403, Windmill Pump....16.00
No. 240, Fig. 406, Regulator Pump..28.00
No. 302, Fig. 477, Spray Pump, complete....11.50
No. 330, Fig. 547, Knapsack Spray Pump....10.00
Discount 50% f. o. b. Ashland.
No. 368, Fig. 515, Low Down Tank Force Pump, net....5.00
No. 320, Fig. 492, Bucket Spray Pump, net....2.00

Punches
Bemis & Call Co's.:
Cast Steel Drive....50%
Morrill's....50%
Niagara Hollow....45%
Niagara Solid....55%
Saddlers' or Drive, good....60@65%
Snells' Tinners'....40&5%

Rail
Barn Door, Light, Inches...	¼	⅜	½
₱ 100 feet	$1.40	1.95	2.80

Barn Door, "None Better" No. 1, ₱ ft....3½c
Barn Door, "None Better" No. 2, ₱ ft....4c
B. D. for N. E. Hangers:
Angular, ₱ ft., 6c....70%
Double Flange, ₱ ft., 8c....70%
Cronk's:
₱ Ft
O. N. T. style, No. 18....2¾c
Double braced....3c
Lane's:
O. N. T. 1 in., ₱ 100 ft., net....$2.75
O. N. T. 1¼ in., net....3.00
O. N. T. 1½ in., net....4.00
Hinge Hanger, 1 in., ₱ 100 ft....3.50
" " 1¼ " " " " 3.96
Stowell's Wrought steel....25%
Sliding Door, Bronzed Wrought iron, ₱ ft....6½c
Sliding Door, Steel, Brass Plated, ₱ ft. 5½c
Sliding Door, Wrought brass, 1⅜ in 1 lb. 35c....25@30%
Victor Track Rail, 7c ₱ ft.....60&10&2½%

Rakes, Etc
Cronk's:
Malleable....70%
New Champion....75%
Victor....80%
Anti-Clog Lawn....75%
Never Break Garden....75&10%
Queen City Lawn....40%
Kohler's:
Net
Lawn Queen, 20....$3.45
" " 24....3.60
Jumbo Lawn, 36....5.25
Paragon (wood head)....2.75
Steel Garden, 10th....2.24
" " 12th....2.40
" " 14th....2.64
" " 16th....2.88

Rasps, Horse
Disston's....75%
New Nicholson Horse Rasp....70&10@75&5%
See also Files.

Razors
Electric....List Net
Boracic....60%
Forox....50%
J. R. Torrey Razor Co....20%
Wostenholm & Butcher, $10.00 to £....10%

Razor Hones
Belgian German and Swaty, all sizes...50%

Registers and Ventilators
HOT AIR—
New list, July 1, 1905:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated....70&10%
White Porcelain....60%
Solid Brass and Bronze Metal....50%

Revolving Chimney Tops
Iwans' Volcano....50&5%

Rifle Cleaners
Bishops':
Small Bore Rifle Cleaner, ₱ doz....$3.00

Rings
See Bull and Hog Rings.

Rivets and Burrs
COPPER—
Belt with Burrs....50&5%
Hose with Burrs....50&5%

IRON OR STEEL—
New list, Jan. 3, 1904.
Tinners....75@75&5%
Miscellaneous....75@75&5%

Rivet Sets
Regular list....70%

Rollers, Stay
Cronk's:
Nos.	50	55	56	60	65
₱ Dozen	$1.00	.60c	.75c	.75c	.90c

Rope
Cotton Rope:	₱ Lb
Best ¼ in. and larger	16½c
Medium	14½c
¼ in. and larger	——
Common	10½c

Jute Rope:
A grade....6½c
C grade....5½c
Manilla Pure:
7-16 in. and larger....12½c
⅜ in....13c
¼ and 5-16....13½c
Sisal, Pure:
7-16 in. and larger....10c
⅜ in....10½c
¼ and 5-16 in....11c

Root Cutters
Lane's....25%

Rules
Athol, Steel....33⅓%
Boxwood....60&10@60&10&10%
Ivory....35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood....35&10%
" steel....33⅓&10%
Lufkin's:
steel....50&10%
Lumber....60%
Miscellaneous, Stanley's....60%

Sad Irons
DOVER ASBESTOS—
Polishing....50%
Pressing....50%
Laundry....45%
Sleeve....50%
Tourist....50%
Toy....50%
Blacklock:
Plain black in cases, ₱ 100 lbs....$2.75
Bronze finished in cases, ₱ 100 lbs....3.15
Aluminum finish, in cases, ₱ 100 lbs. 2.95
Full nickel, in cases, ₱ 100 lbs....3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa....20&5&5%

Safety Fuse
See Fuse.

Safety Lifts
Burr Mfg. Co., steel....70&10%

Sand and Emery Paper and Cloth
Baeder, Adamson & Co's. list:
Emery cloth....50&10@60%
Garnet paper....25%
Flint and emery paper....50&10@60%

Sash Balances
Caldwell Mfg. Co....50%
Pullman....50&10@60%
Victor bronze....75%
Victor steel....70%

Sash Chain
Competition....50&10%
Giant....40%
Monarch B. C. Co....70%
Pullman bronze....70%
Pullman cop steel....70&10&10%
Royal metal....65&5%
Steel B. C. Co....70&10%
Steel, copperplated....70%
Victor bronze....70%
Victor steel....75%

Sash Cord & Weight Fastener
Ives....40%

Sash Cord
Cable Laid Italian, ₱ lb....16@18c
Cable Laid Russia, ₱ lb....15c
Common India, ₱ lb....10c@10½c
Patent Russia, ₱ lb....14c
Patent India, ₱ lb....12½@18c
Silver Lake:
A Quality, drab, ₱ lb....40c
A Quality, white, ₱ lb....35c
B Quality, drab, ₱ lb....35c
B Quality, white, ₱ lb....30c

Sash Fasteners
Imperial....33⅓%
Sash rollers....70%
Ives casement fasteners....40%
Champion....50%
Monitor, steel....25%
Shutter sheaves....60%
Window screen sash lifts....65%

Sash Locks
Champion meeting rail....50%
Champion side....60%
Ives' patent:
Bronze and Brass....62½
Crescent....50&10,
Iron....62½
Window ventilating....60%
Robinson pat. ventilating sash lock....40%
Wrought bronze and brass....55%
Wrought steel....55%
Paysons signal....80%
Pullman patent ventilating....25%

Sash Weights
Ton lots at factory (Eastern)....$27.50@$28.00

Sausage Stuffers or Fillers
Enterprise Mfg. Co....25@25&7½%
National Specialty Mfg. Co....30%

Saws
Atkins:
Band to 14 in. wide....60%
Band ¼ to 3-16 in. wide....50%
Butcher....40&10%
Pruning and Compass....40%
Circular....50%
Cross Cut....35&5%
Gang....50%
Hand, Panel and rip....40%
Wood....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws....25%
Disston's:
Circular, solid and inserted tooth....50%
Band 3 in. to 16 in. wide....60%
Band ¼ in. to 1⅝ in....60%
Cross cuts....50%
Narrow cross cuts....35%
Mulay, mill and drag....35%
Framed wood saws....35%
Wood saw blades....35%
Wood saw rods....25%
Hand saws, Nos. 12, 99, 9, 16, D100, D88, 120, 76, 78....22½
Hand saws, Nos. 7, 107, 107½, 3, 1, 0, 00, combination....30%
Compass, keyhole, pruning, dovetail, &c....25%
Butcher saws and blades....35%
C. E. Jennings & Co's.:
Butcher....30&10%
Hand Panel, rip & other saws..20&2½&10%
Peace:
Cross cuts....30%
Hand panel and rip....30%
Richardson:
Circular and mill....50%
X cuts....50%
Hand saws....30%
Star, Butcher....25%

HACK SAWS AND FRAMES—
Chatillon....30%
Diamond Saw & Stamping Works:
Sterling hack and saw blades....35%
Sterling hack saw frames....30%
Disston's:
Concave blades....35%
Keystone flex. back and mach. blades 40%
Hack saw frames....30%
Griffin's:
Complete....40&10%
Saw blades....35&5&10%
Star, saws and blades....22%

Saw Filer
Disston's D8 Clamp and Guide, $30.00 ₱ doz....30%

Saw Frames
C. E. Jennings & Co....20%
Richardson's Wood....net

Saw Sets
Atkins,
Criterion saw sets, ₱ doz....$6.00
Excelsior saw tools, " "....6.00
Disston's Monarch, Nos. 1 & 10 & Star....30%
Hart's patent lever....20%
Kohler's:
"Giant Royal," ₱ doz. net....$6.50
"Royal," ₱ doz. net....5.00
Morrill's:
Nos. 1, $15.00; 10, $15.63; 11, $15.63....50%
Cross cuts, Nos. 3 & 4, $30.63; 5, $30.00..50%
Richardson's....25%
Seymour Smith & Son, hammer, ₱ doz. $4.75
Stillman's, ₱ doz....1.00
Taintor's Positive, $18.00 ₱ doz....60%

Scales
Chatillon's:
Eureka....40%
Favorite....40%
Grocers' triple scales....50%
Family, Turnbull's....30@30&10%
Hatch:
Counter....40%
Tea....40%
Union Platform, plain....$1.50@$2.00
Striped....$2.00@$2.20
Pelouze....50%

Scale Beams
Chatillon's No. 1....30%
Chatillon's No. 2....40%

Scrapers, &c
Adj. Box scrapers (S. R. & L. Co.) $6.00..45%
Box, 1 handle, ₱ doz....$2.00
Box, 2 handle, ₱ doz....$3.00@$4.00
Foot....55&5&5@60&5%
Ship, Common, ₱ doz., net....$2.40
Ship, R. I. Tool Co....10%

SIDEWALK—
Kohler's steel No. 7, ₱ doz....$2.50

Screens
DOOR—
Phillips.	₱ Doz
Style E, ¼ in.	$10.00
Style O77, ¼ in.	7.50
Style X Y, ¼ in.	10.50

WINDOW AND FRAMES—
Phillips:
Flyer pattern....60&10@60&10&5%
Air Line pattern....40&10%
Perfection....60&10@60&10&5%
Screen frames....70&5@60&10%

Screw Drivers
Brace Screw drivers....25&10&5%
Buck Bros....30%
Screw Driver Bits....27½
Champion....40%
Disston's Flat Blade, electric, telegraph and cabinet makers....70%
Electric spiral, No. 01, ₱ doz., net....$6.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet....40&10%
Fray's hollow hdle sets, No. 3, $12.00....50%
C. E. Jennings & Co., No. 235....40&10%
Jennings & Griffin....66⅔%
Sargent & Co's.:
No. 1 forged blade....50&10@50&10&5%
Nos. 20 and 40....66⅔%
Screw Driver bits (Snell's) ₱ doz....60c
Stanley R. & L. Co's.:
No. 64, varnished handles....60&10%
No. 86....70&10%
Victor....55%
Deflancio....70%
Snell's No. 5....75%
No. 10....80%
Nos. 20 and 30....70%
Tower & Lyon:
Champion....40%
Magazine....25%
Machinists'....40%
Belsley's patent....33⅓%

Screws
WOOD SCREWS—
List July 22, 1903.
Drive screws, diamond point....87½&10%
Iron, bright flat head....87½&10%
Iron, bright round and oval head....85&10%
Brass, flat head....85&10%
Brass, round head....80&10%
Bronze, flat head....77½&10%
Bronze, round head....75&10%
Nickel Plated, iron flat head....77½&10%
Nickel Plated, iron round head....77½&10%

MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head..50%&50&10%

COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '99....75&12½%
Hand Rail....70&10@75%
Lag screws, list Oct. 1, 1880.
Cone Point....75&10%

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BENCH, HAND, ETC—
Bench, iron, ₱ doz....1 in., $2.50@$3.75
1¼, $3.00@$3.25; 1½, $3.50@$3.75
Bench, wood, beech....80@80&5%
Hand, wood....80@80&5%
Jack Screws, Miller's Falls, roller bearing....50&10%
Jack Screws, Miller's Falls, without roller bearing....40&10&10%
Jack Screws, P. S. & W....50@50&5%
Jack Screws, Sargent's....70&10%

Scroll Saws
Cricket....10&10%
C. E. Jennings & Co....25%
Lester, complete, $10.00....15&10%
Rogers, complete, $4.00....15&10%

Scythes
₱ Doz
Wadsworth's:
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, grain; weed and bush....40%

Scythe Rifles
2-Coat, ₱ gro., $10.00 } 40%
4-Coat, ₱ gro., $12.00 }

Scythe Stones
₱ Gro
No. 1, Indian Pond....$ 7.00
No. 2, " " 4.50
White Mountain.... 9.00
Black Diamond.... 12.00
Lamoille.... 11.00
Green Mountains.... 6.00 } 40%
Leader Red End.... 4.50
Willoughby Lake.... 9.00
Extra Quinnebog.... 7.00
Pike's Corundum.... 24.00
" Emery.... 15.00

Seeders
Raisin, Enterprise....25@30%

Shears
Acme (cast)....40@40&5%
Ætna, Steel Japanned....80&20%
Ætna, Steel Nickeled....70&20%
Barnard Lamp Trimmers....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers....63¾%
N. P. Bent Trimmers....66⅔%
Japanned Straight....70&10%
Japanned Bent....70&10%
Cronks
Nickel Plated....60&10%
Japanned....60&20%
Heinisch's:
Straight Trimmers, etc.60&10@60&10&10%
Tailors' Shears....40%
Tinners' Snips....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned....70%
Nickeled....60%
Standard Cutlery Co.:
Japanned....70&10%
Nickeled....60&10%
Star Brand:
Nickel Scissors....60%
Nickel Shears....60%
Japan Shears....70%
Tailors' Shears....40&10%
Pruners....70%
Tinners' Snips....40&10%

Shears, Hedge
Wm. Wilkinson & Sons....50%

Sheaves
SLIDING DOOR—
Corbin's list....60&10&2%
Hatfield's Pattern....70&10@80%
Stowell's Anti-Friction....50%
Patent Roller....60&10@60&10&5%
SLIDING SHUTTER—
Sargent's list....70%

Shells
See Ammunition.

Ship Tools
L. & I. J. White....25%

Shot
See Ammunition.

Shovels and Spades
Association List, Nov. 15....40%
F. E. Kohler Co....net prices
Avery Stamping Co....net prices

Shutter Bars
Ives'....45%

Shutter Bolts
See Bolts, Shutter.

Sifters, Flour
Hunter's Genuine, ₱ gross....$10.50@$11.50

Skate Sharpeners
Eureka....₱ doz., $1.75; ₱ gro., $18.00

Slaters' Tools
Plumbs....80%

Slaw and Kraut Cutters
Disston's:
Slaw, vegetable, corn grater, turnip shredder....40%
Kraut cutters, 24x7, 26x8, 30x9....55
Kraut cutters, 36x12, 40x12....40%
Enterprise Mfg. Co....25@30%
Tucker & Dorsey:
1 knife, ₱ gro....$18.@$20.00
2 knives, ₱ gro....$22.50@$30.00
Kraut cutters....40%
Woodrough & McFarlin....40%

Sledges and Heavy Hammers
See Hammers.

Slicers
Vegetable, Enterprise....25%

Smiths' Bellows
See Bellows.

Snaps, Harness, &c
German, new list....40@40&10%
Sargent's:
Patent Guarded....66⅔%
Covered Spring....50@55%
Covert Mfg. Co.:
Covert Breast strap, bkle snaps....45%
Yankee Breast strap, bkle snaps....17½%
Breast strap protector....45&2%
Double for bits or trace carrier....45%
Trojan snaps....45%
High grade snaps....45%
Jockey snaps....35%
Derby snaps....30&2%
Rope snaps....35&5%
Yankee snaps....30&2%

Scythe Snaths
National Snath Co....45@50%
Grain cradles....40&12½%

Spoke Shaves
Bailey's (Stanley R. & L. Co.)....50&10%
Razor Edge....35%
Iron, ₱ doz....50&10%
Miller's Falls....15&10%
Seymour Smith & Sons, iron....20%
Wm. Johnson's:
Wood, best....30%
Wood, second quality....33⅓

Spoons and Forks
Boardman's:
Nickel silver, catalogue "D"....net list
SILVER PLATED FLAT WARE—
L. Boardman & Son, cat'lge "D" net list
International Silver Co.:
"1847"....40&10%
"Anchor"....60%
"Eagle"....50&10%
"Star"....50&10%
Rogers, Smith & Co....50&10%
Rogers & Hamilton....40&10%
Holmes & Edwards....50&10&10%
German silver, unplated....60@60&5%
KNIVES AND FORKS, NO. 12—
₱ Doz. Net
"1847"....$3.50
"Anchor"....3.25
"Eagle"....3.25
"Star"....3.25
Rogers, Smith & Co....3.25
Rogers & Hamilton....3.25
Holmes & Edwards....3.00

Springs
See Door Springs.

Spring Balances
See Balances.

Spring Hinges
See Hinges.

Squares
Disston's Try sq're & T bevels, new list..70%
Try square and T bevel....60&10&10@70%
Winterbottom's Try and Mitre:
Iron Handle....40%
Wood Handle....50%
Nickel-pl'ted, new list, Jan. 5, '00.70&10&10%
Steel and iron....70&10&10%

Staples
Barbed blind, ¼, ⅜, & ½ in., ₱ lb.. 6@6¼c
Poultry Netting....3½@3¾c
FENCE—
Same price as Barb Wire, see trade report.

Stay Rollers
Cronk's, No. 50, net ₱ doz....$1.00
" " 55 " " " 60c
" " 56 " " " 84c
" " 60 " " " 84c
" " 65 " " " 80c
Lane's, Nos. 1, 2 and 3....40%

Steels
Chatillon's "Dicks"....80%

Stocks and Dies
BICYCLE—
Holroyd & Co....40&10%
BLACKSMITH'S—
Butterfield's....35&40%
Gardner....33⅓&10%
Holroyd & Co....50&10&5%
Holroyd's R'd Adj. screw plates....50%
Reece's new screw plates....25%
Lightning screw plate....25%
PIPE MAKERS—
Holroyd & Co....80&10%@80&10%

Stones
See Oilstones.

Stops
See Bench Stops.

Store Door Handles
See Handles.

Store Ladders
Lane's....10%
Myers' Noiseless....50%

Stove Bolts
See Bolts.

Stove Polish
See Polish, Stove.

Sweepers
See Carpet Sweepers.

Tackle Blocks
See Blocks.

Tacks, Brad, &c
List January 15, 1899.
American cut tacks....90&25%
S. S. cut tacks....90&30&5%
Carpet Tacks:
American blued....90&25&5%
American tinned....90&25&5%
Swedes Iron Tacks:
S. S....90&30&10&5%
Bill Posters' and Railroad Tacks:
S. S....90&45&5%
Common and Patent Brads....80&10&5%
Gimp Tacks:
S. S....90&45&5%
Hungarian Nails, steel....80&20&5%
Lace Tacks:
S. S....90&45&10%
Looking Glass Tacks....65&5%
Trimmers' Tacks:
S. S....90&30&10&5
Trunk and Clout Nails:
Steel, black....80&10%
Steel, tinned....80&10%
Upholsterer's Tacks:
S. S....90&40&5%
MISCELLANEOUS—
Double Point, in dozens....90&6tens
Shade, in dozens....80&10&10%
Shade, in bulk....80%

Tack Pullers
Columbia, No. 1, ₱ doz., net....$5.00
" 2, " " " 1.00
Little Jack, ₱ doz., net.... 1.00

Tapes, Measuring
Eddy's:
American Asses' skin....40&10@50%
Leather Case....25@25&10%
Star steel....40@40&10%
Steel....30&5@35%
Chestermans....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic steel, lower list.... 35@35&5%
Pocket....85@85&10%
Lufkin's steel and metallic....30@33⅓%

Tap Borers
See Borers, Tap.

Taps
American Screw Co.:
Machine screw....70%
Holroyd & Co's.:
Blacksmiths....60&10%
Machine screw....75&10@80%
Machinists's Hand:
1-16 to 1⅛ in. inc....65&10%
1⅛ to 2 in....50&10&5%
2⅛ to 3 in. inc....33⅓&10%
3⅛ to 4 in. inc....20%
Pipe, ⅛ to 1¼ in....80&20%
Pipe, 2 to 3 in....80&15%
Pipe, 3½ and 4 in....66⅔&15%

Tap Wrench
Rollis Hdw. Co., $6.00....50%

Thumb Latches
See Handles.

Ties, Wall and Veneer
The Metal Stamping Co., Niagara...20&10%

Tinware
Stamped, Japanned and Pieced..net prices

Tire Bolts
See Bolts.

Tobacco Cutters
National Specialty Co....40%
Enterprise Mfg. Co....25@30%

Toilet Clippers
See Clippers.

Trammel Points
C. E. Jennings & Co., "Eureka"....25%
Disston's....70%
Sargent's....40&10%
Stanley's....45%

Transom Lifters
Payson's solid grip, Nos. 648 and 644, ₱ 100, net....$88.00
Payson's:
Balance, Iron list....70&10&10%

Traps
FLY—
Balloon .... ₱ doz. $1.25, ₱ gro., $12.00
Globe.... " " 1.25, " " 12.00
Harper .... " " 1.40, " " 13.50
GAME—
Enterprise Mole..: ....15&10%
Hawley & Norton....65%
Newhouse ....45@45&5%
Victor....70&10@70&10&5%
MOUSE AND RAT—
Hotchkiss:
Metallic Mouse....50%
Improved Rat....50%
New Rat....50%
Mouse, round wire, ₱ doz., $1.00....10%
Mouse, wood, choker, ₱ doz. holes....9c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ea. $1.21; ₱ doz....$13.25
No. 3, Rat, ₱ doz., $6.50; case of 50.. 5.75
No. 3½, Rat, ₱ doz., $5.25; case of 72. 4.70
No. 4, Mouse, ₱ doz., $3.85; " " 150 3.00
No. 5, " " $3.00; " " 150 2.35
Smith & Egge Mfg. Co.: ₱ Doz
Superior Rat Trap....$15.00
Yankee Mouse Trap.... 5.50
Yankee Rat Trap.... 11.00

Trouser Hangers
Pullman No. 1, ₱ gro....$ 9.00
" 4, " " 4.00

Trowels, Mechanics
Brade's Brick....30%
Disston's:
Brick and Pointing....30%
Plastering....25%
"Standard Brand" and Garden....35%
C. E. Jennings & Co.:
Brick....30%
Plastering....25%
Pointing....30%
W. & McP. Plastering....25%
"Rose" Brick, Plst'rng & Moulding..25&5%

Trowels, Garden
Kohler's:
Mal. Hdl. Jap., ₱ gross, net....$5.00
" " Tinned, ₱ gross, net.... 6.20
Wood Hdl., ₱ gross, net.... 4.50
Disston's....35%

Vegetable Slicers
Enterprise Mfg. Co....25%

Vises
Oval slide....60%
Solid box....60%
Columbian Hdw. Co.:
Nos. 110 and over....50&5%
Nos. 100 and under....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel....40&45%
Coachmakers'....40%
Armstrong's:
Combination....50%
Plain and Hinge....60%
Bonney's Champion....40&10
Holland's....40
Howard's....40%
Little Giant Bench....25&3½
Lowell Hand....33⅓
Massey:
Perfect....20%
Clincher....35@40%
Wood-working....15@20%
Planer....15@20%
Comb. Pine....40%
Millers' Falls:
Mechanics'....10%
Oval Glide....60&10%
Ball Clamp....45&10%
Hand....15&10%
Moore's....20%
Prentiss....20@25%
Sargent's....40%
Snediker's....80@33⅓%
Stephen's....80@33⅓%
Trenton....40@40&5%
Wright's Pipe....40%
SAW FILERS
Bonney's No. 1 & 3....40%
Wentworth's....40&10@50%

Wads
See Ammunition.

Wagon Jacks
Covert's Auto Screw Jacks....30&2%
Mfg. Co's. steel....45%
Automobile....45%
Lane's steel....30&10%

Washer Cutters
Otis A. Smith's....20&10&10%

Water Motors
Rosenberg's, single, F. O. B. Balto....40%
" in Doz. Lots, Frt. Pd..40&10%

Weights, Hitching
Covert Mfg. Co....40&2%

Well Wheels
Japanned, 8 to 14 in....net

Weed Extractors
"Pastime," ₱ doz., net....$1.75

Window Cleaners
Barnes Mfg. Co....40%
Bosley's Peerless....60%
Bosley's X. L. C. R....70%
Clayton's....25&10%
Phœnix....60%

Window Stop Adjusters
Ives' new list....35%
Taplin's "Perfection"....35%

Wire Gauges
See Guages.

Wire and Wire Goods
Brass wire....15%
Bright Wire Goods:
New list June 24, 1903....90&2½%
Cast steel wire....50%
Copper wire....20%
Annealed & Tin. on spools....70&10&10%
Brass and Cop. on spools....60@60&10%
Spooled wire, ass'd for retailing.70&10&10%
Market Wire, Bright or Annealed:
Nos. 6 to 9....80&5%
Nos. 10 to 18....80%
Nos. 19 to 26....80&10%
Nos. 27 to 31....80&5%
Galvanized:
Nos. 15 to 26....75&5%
Coppered:
Nos. 6 to 14....75&10%
Nos. 15 to 18....75&10%
Tinned:
Nos. 6 to 14....77½%
Nos. 15 to 18....75&5%
Cast steel....55%
Charcoal iron....80%
Gun screw....65%
Picture wire, list of Oct. 2, 1900....85&10@85&10&10%
Stub's steel wire....$6.00 to$ 8½%

Wire Clothes Lines
See Lines.

Wire Cloth, Netting, &c
Galvanized wire netting....80&5@80&10%
Painted screen cloth, good quality, ₱ 100 sq. ft....$1.10@$1.20

Wire Rope
Bright....45&2½%
Iron, galvanized....87½&2½%

Wire Rope Clips
Crosby....25%

Wire Stretchers
W. C. Heller's grip, ₱ doz....$1.50

Wrenches
Agricultural....75&10@75&10&10%
Alligator....70&10%
Baxter's....70@70&10%
Machinists....50%
Solid handle....50&10@60%
Bemis & Call's:
Briggs pattern....80&10%
Improved Pipe, bright....60%
Patent Combination black....40&5%
Patent Combination bright....40%
Bicycle:
Club....40%
Superior....40%
Featherweight....40%
Protection....40%
Boardman's....40%
Coes':
Genuine....40&10&5&5%
"Mechanics"....40&10&10&5&5%
Coes' pattern, wrought bar....60&5&60&10%
Donohue's engineer....40&10%
Eagle pipe....50&10%
Gem....80%
Stillson pipe....60&10%
Acme....60@60&10%
Bull Dog....70%
Hercules....70%

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HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Adzes
National Cutlery Co., Detroit, Mich.

Agricultural Implements
Geneva Tool Co., Geneva, Ohio
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O.

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anti-Rust Tin Ware
Reed Mfg. Co., Newark, N. Y.

Anvils
Alfred Field & Co., New York

Arbor Presses
Chandler & Farquhar, Boston

Ash Cans
Arrow Can Co., New York. N. Y.

Augers and Auger Bits
John H. Graham & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.

Automobiles
J. Stevens Arm & Tool Co., Chicopee Falls, Mass.

Automobile Forgings
Thomson Drop Forge Co., Plantsville, Conn.

Awls
The H. H. Mayhew Co., Shelburne Falls, Mass.

Axes
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York
Snow Flake Axle Grease Co., Fitchburg, Mass.

Babbitt Metal
Magnolia Metal Co., New York

Balances, Sash (Spring)
Pullman Mfg. Co., Rochester, N. Y.

Bank Railings
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Barb Wire
Fuller Bros. & Co.. New York

Barn Paints
E. E. Nice, Philadelphia, Pa.

Bath Room Fixtures
Buffalo Mfg. Co., Buffalo, N. Y.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co.. Geneva, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs
John H. Graham & Co., New York

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
Gendron Wheel Co., Toledo, Ohio
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands
F. E. Meyers & Bro., Ashland, Ohio

Bicycle Step Ladders
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries
Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Boiler Feeders
N. A. Watson, Erie, Pa.

Bolt and Screw Cases
J. D. Warren Mfg. Co., Chicago

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburg, Pa

Bolts, Wrought Barrel
Griffin Mfg. Co., Erie, Pa.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Straps
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Boxes (Paper)
National Metal Edge Box Co., Philadelphia, Pa.

Braces, Carpenters
John H. Graham & Co., New York
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.

Brackets
E. E. Josef Mfg. Co., Buffalo, N. Y.

Brackets, Folding
Griffin Mfg. Co., Erie, Pa.

Brackets, Shelf
Griffin Mfg. Co., Erie, Pa.
Piqua Bracket Co., Piqua, Ohio

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Broad Axes
National Cutlery Co., Detroit, Mich.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
The Wm. Bayley Co., Springfield, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales
John Chatillon & Sons, New York
Osgood Scale Co., Binghampton, N. Y.

Butchers' Tools
John Stortz & Son, Philadelphia, Pa.

Butts, Door
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinets, Bolt
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Can Openers
John H. Graham & Co., New York
A. F. Meisselbacher & Bro., Newark, N. J.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carpet Beaters
Holt-Lyon Co., Tarrytown, N. Y.

Carpet Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Heaters
Chicago Flexible Shaft Co., Chicago, Ill.

Carriage Top Dressing
Frank Miller Co., New York

Carriers, Hay
F. E. Meyers & Bro., Ashland, Ohio

Casters
Faultless Caster Co., Nebraska City, Neb.

Catalogue Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Cement Rollers
John Stortz & Sons, Phila., Pa.

Chafing Dishes
Buffalo Mfg. Co., Buffalo, N. Y.

Chain Hoist
Jos. F. McCoy Co., New York.

Chain Pump Buckets
Henry C. Freshour, Bridgeport, Conn.

Chains
Covert Mfg. Co., Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chains, Cow
Covert Mfg. Co., Troy, N. Y.
Oneida Community, Kenwood, N. Y.

Chains, Halter
Oneida Community, Ltd., Kenwood, N. Y.

Chains, Sash
Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chair Seats
Eureka Chair Seat Co., Syracuse, N. Y.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.
Goodell & Co., Antrim, N. H.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Cold
John Stortz & Son, Philadelphia, Pa.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clamps, Rug and Carpet
E. E. Josef Mfg. Co., Buffalo, N. Y.

Cleavers
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Clocks, Alarm
Western Clock Mfg. Co., La Salle, Ills.

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars
A. J. Phillips Co., Fenton, Mich.

Coach Oil
Snow Flake Axle Grease Co., Fitchburg, Mass.

Coat Hanger (Folding)
Leader Mfg. Co., Hartford, Conn.

Coat, Hat and Ceiling Hooks
John H. Graham & Co., New York

Coffee and Spice Mills
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila., Pa.
W. H. Glenny & Co., Rochester, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y.

Coil Springs (Door)
Pullman Mfg. Co., Rochester, N. Y.

Coke Forks
Geneva Tool Co., Geneva, O.

Conductor Pipe
American Steel Roofing Co., Middletown, O

Contractors' Tools
John Stotz & Sons., Philadelphia, Pa.

Cooking Utensils (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Hooks
Geneva Tool Co., Geneva, O.

Corn Sheller, (Hand)
The Wm. Bayley Co., Springfield O.

Corundum Wheels
Pike Mfg. Co., Pike, N. H.

Cotton Hoes
Geneva Tool Co., Geneva, O.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Counters, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin
J. D. Warren Mfg. Co., Chicago, Ill.

Countersinks
C. E. Jennings & Co., New York

Cover Lifters, Stove
Fanner Mfg. Co., Cleveland, O.

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Curry Combs
John H. Graham & Co., New York

Cuspadors
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
J. Stevens Arms & Tool Co.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dairy Scales
Osgood Scale Co., Binghampton, N. Y.

Dampers
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleve., O.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Superior Spring Hinge Co., Chicago, Ill.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.
Middletown Mfg. Co., Middletown, Ohio

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Dormant Scales
Osgood Scale Co., Binghamton, N. Y.

Drain Cleaners
Iwan Bros., Streator, Ill.

Drawers, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Drawer Pulls
Griffin Mfg. Co., Erie, Pa.
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
C. E. Jennings & Co., New York
Keuffel & Esser Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Drawing Knives
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)

Dripping Pans
The Bronson Walton Co., Cleveland, O.

Drop Forgings
Thomson Drop Forge Co., Plantsville, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa

Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
L. & I. J. White Co. Buffalo, N. Y.

Egg Beaters (Dover)
Holt Lyon Co., Tarrytown, N. Y.

Electric Bells and Supplies
John H. Graham & Co., New York

Elevator Enclosures and Bars
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Elevators
Kimball Bros. Co., Council Bluffs, Iowa

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.

Enamel Ware (Turquoise)
Reed Mfg. Co., Newark, N. Y.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co.. Chicago

Export Agents
John H. Graham & Co., New York

Fans (Ventilating, Ceiling)
The A. Rosenberg Co., Baltimore, Md.

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Faucets, Metal
John H. Graham & Co., New York

Faucets, Wood
John Sommer's Son, Newark, N. J.

Fences (Stel Picket)
Glen Mfg. Co., Ellwood City, Pa.

Fences (Wire)
Glen Mfg. Co.. Ellwood City, Pa.

Fences, Wire and Iron
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Stewart Iron Works, Cincinnati, O.
Van Dorn Iron Works Co., Cleveland, O.

Field Hoes
Geneva Tool Co., Geneva, O.

Files
G. & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.
N. A. Watson, Erie, Pa.

Filters, Water
N. A. Watson, Erie, Pa.

Fire Arms
Alfred Field & Co. New York
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fireplace Fixtures
Rostand Mfg. Co., Milford, Conn.

Fire Pots
Clayton & Lambert Mfg. Co., Detroit, Mich.

Fishing Tackle
Clark, Horracks Co., Utica, N. Y.
The Horton Mfg. Co., Bristol, Conn.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Flintstone Enamel Steel Ware
Reed Mfg. Co., Newark, N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila., Pa.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Freezers (Ice Cream)
Alaska Freezer Co., Winchendon, Mass.
The Dana Mfg. Co., New York, N. Y.
John H. Graham & Co., New York, N.Y.
North Bros. Mfg. Co., Philadelphia, Pa.
White Mountain Freezer Co., Nashua, N. H.

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Furnace Shovels ("Tropic")
Avery Stamping Co.. Cleveland, Ohio.

Galvanized Hoops, Bars & Bands
Harold McCalla, Philadelphia, Pa.

Galvanized Ware
Reed Mfg. Co., Newark, N. Y.

Galvanized Wire
Fuller Bros.& Co., New York

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garbage Cans
Arrow Can Co., New York, N. Y.

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
W. H. Glenny & Co., Rochester, N. Y.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges
The H. H. Mayhew Co., Shelburne Falls, Mass.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.

Glass Cutters
W. L. Barrett, Bristol, Conn.
Fletcher, Terry & Co., Forestville, Ct.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Glue
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O
Geneva Tool Co., Geneva, O.

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grates
Blacklock Foundry, South Pittsburgh, Tenn.

Grinders (Clipper)
John Van Benschoten, Poughkeepsie, N. Y.

Grist Mills (Hand)
The Wm. Bayley Co., Springfield, O.

Gummers, Saw
Henry Disston Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Hack Saws
Diamond Saw & Stamping Co., Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.
West Haven Mfg. Co., New Haven, Conn

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Halter Chains
Covert Mfg. Co., Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., Troy, N. Y.

Hammers
Henry Chenney Hammer Co., Little Falls, N. Y.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York
Franklin Specialty Co., Reading, Pa.

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Handles, Tool
Berger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.
W. H. Glenny & Co., Rochester, N. Y.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Cabinets
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York

Hardware Shelving
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties
Alfred Field & Co., New York
Enterprise Mfg. Co. of Pa., Phila.
Iwan Bros., Streator, Ill.
Robert Murray, New York
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Franklin Specialty Co., Reading, Pa.
E. E. Josef, Mfg. Co., Buffalo, N. Y.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., Troy, N. Y.

Hatchets
Franklin Specialty Co., Reading, Pa.
National Cutlery Co., Detroit, Mich.

Hasps and Staples
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Header Forks
Geneva Tool Co., Geneva, O.

Hinges
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Hoist Chain)
Jos. F. McCoy Co., New York.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware
Blacklock Foundry, South Pittsburgh, Pa.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York

Horse and Cattle Ties
Covert Mfg. Co., Troy, New York
Oneida Community, Ltd., Kenwood, N. Y.

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Holders, Pillow Sham and Dust Pan
E. E. Josef Mfg. Co., Buffalo, N. Y.

Household Specialties
W. H. Glenney & Co., Rochester, N. Y.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
Alaska Freezer Co., Winchendon, Mass.
The Dana Mfg. Co., New York, N. Y.
John H. Graham & Co., New York
North Bros., Mfg. Co., Philadelphia
White Mountain Freezer Co., Nashua, N. H.

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls Mass.
Franklin Specialty Co., Reading, Pa.

Ice Tools
W. H. Glenny & Co., Rochester, N. Y.
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.
John Stortz & Son, Phila., Pa.

Injectors
N. A. Watson, Erie, Pa.

Injectors, Excelsior
N. A. Watson, Erie, Pa.

Inverted Light
Wiederhold Light Co., New York, N. Y.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron and Steel
Harold McCalla, Philadelphia, Pa.

Iron Works
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Jack Chains
Smith & Egge Mfg. Co., Bridgeport Conn.

"Japalac"
Glidden Varnish Co., Cleveland, O.

Job Lots
Chas. Weiland, New York, N. Y.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.

Knives
National Cutlery Co., Detroit, Mich.

Ladders, Folding
Udell Works, Indianapolis, Ind.
Berger Bros. Co., Philadelphia

Lamps, Bicycle
John H. Graham & Co., New York

Lanterns
R. E. Dietz & Co., New York, N. Y.

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Lawn Fences
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Rakes
Geneva Tool Co., Geneva, Ohio

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh, New York
Globe Lawn Mower Mfg. Co., Reading, Pa.
Philadelphia Lawn Mower Co., Philadelphia, Pa.

Lawn Tools
Geneva Tool Co., Geneva, Ohio

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialy Co., Erie, Pa.
John H. Graham & Co., New York
John Sommer's Son, Newark, N. J.
Leader Mfg. Co., Hartford, Ct.

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Levels (Patent Aluminum)
Davis & Cook Co., Watertown, N. Y.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Light (Inverted)
Wiederhold Light Co., New York, N. Y.

Lighting Systems
American Gas Machine Co., Albert Lea, Minn.

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks and Knobs
John H. Graham & Co., New York

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lubricators
Geo. W. Cole Co., New York, N. Y.

Machinists' Tools
Barnes Tool Co., New Haven, Conn.
Henry Disston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mail Boxes
Vermont Slate Co., Zanesville, Ohio
Smith Bros. Mfg. Co., Indianapolis, Ind

Mallets
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New York

Manufacturers' Agents
John H. Graham & Co., New York
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Manure Hooks
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City, New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa., Phila.

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Measuring Tapes
Alfred Field & Co., New York
John H. Graham & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Metal Ceilings
Northrup, Coburn & Dodge Co., New York, N. Y.

Metal Side Walls
Northrup, Coburn & Dodge Co., New York, N. Y.

Mills, Coffee and Spice
The Wm. Bayley Co., Springfield, O.
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Mop Wringers
The Dana Mfg. Co., New York, N. Y.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nail Sets
John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Sawyer Tool Mfg. Co., Fitchburg, Mass.

Needles
Alfred Field & Co., New York

Nippers
Alfred Field & Co., New York
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburgh, Pa.

Office Railings
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans (Safety)
Vermont Slate Co., Zanesville, Ohio

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, O

Ovens, Gas Stove
Schofield & Co., Freeport, Ills.

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
E. E. Nice, Philadelphia, Pa.

Paint Specialties
Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.

Paper Boxes
National Metal Edge Box Co., Philadelphia, Pa.

Paper Clips
Cushman & Dennison, New York

Paviors' Tools
John Stortz & Sons, Phila., Pa.

Patents
Davis & Davis, New York

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Planters' Hoes
Geneva Tool Co., Geneva, O.

Plated Ware
Alfred Field & Co., New York

Plates, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
Alfred Field & Co., New York
John Chatillon & Sons, New York

Pocket Knife Tool Kit
U. J. Ulery, New York, N. Y.

Polish, Stove
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Stove Polish Co., Chicago, Ills.

Polishes, Liquid
Geo. W. Huffman, Indianapolis, Ind. and New York

Polishes, Paste
Geo. W. Huffman, Indianapolis, Ind. and New York

Portable Revolving Whip Rack
John H. Best, Galva, Ill.

Postal Scales
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Augers
Iwan Bros., Streator, Ill.

Post Hole Diggers
John H. Graham & Co., New York
Iwan Bros., Streator, Ill.
F. E. Kohler & Co., Canton, Ohio

Potato Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Pressed Steel Tiling and Brick
Northrup, Coburn & Dodge Co., New York, N. Y.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting
F. E. Myers & Bro., Ashland, Ohio

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches
Chandler & Farquhar, Boston
The H. H. Mayhew Co., Shelburne Falls, Mass.

Punches, Spring
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

Railings, Wire and Iron
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Stewart Iron Works, Cincinnati, O.

Rail, Barn Door
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses
Magnolia Metal Co., New York

Railways
M. V. Richards, Land & Ind. Agt., Southern Ry., Washington, D. C.

Raisin Seeders
Enterprise Mfg. Co. of Pa., Phila.

Rakes
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York

Razors
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.
Jos. Rodgers & Sons, New York and Sheffield, England

Razor Grindstones
Pike Mfg. Co., Pike, N. H.

Razor Guards
L. T. Weiss, Brooklyn, N. Y.

Razors, Safety
Gillette Sales Co., New York, N. Y.
Kampfe Brothers, New York
Gem Cutlery Co., New York
Reichard & Schneber Mfg. Co., New York, N. Y.

Reamers
C. E. Jennings & Co., New York
Wiley & Russell Mfg. Co., Greenfield, Mass.

Reels, Wood
John Sommer's Son, Newark, N. J.

Reels, Rope
Udell Works, Indianapolis, Ind.

Refrigerators (Iceless)
The Dana Mfg. Co., N. Y.

Registers, Warm Air
Berger Bros. Co. Philadelphia

Revolvers
Harrington & Richardson Arms Co., Worcester, Mass.

Revolving Chimney-Tops
Iwan Bros., Streator, Ill.

Revolving Horse Hay Rakes
Geneva Tool Co., Geneva, O.

Rifflers
The H. H. Mayhew Co., Shelburne Falls, Mass.

Rifles
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Riveters
F. H. Smith Mfg. Co., Chicago, Ill.

Rivets
Berger Bros. Co., Philadelphia
Garland Nut & Rivet Co., Pittsburgh, Pa.
C. C. & E. P. Townsend, New Brighton, Pa.

Roasters and Bakers
The Bronson Walton Co., Cleveland, O

Roof Bolts
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies
Am. Steel Roofing Co., Middletown, O.
Berger Bros. Co., Philadelphia
National Sheet Metal Roofing Co., Jersey City, N. J.
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Metal Shingles and Tiles
National Sheet Metal Roofing Co., Jersey City, N. J.

Roof Rods
Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic
Stowell Mfg. Co., Jersey City, N. J.

Rules
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Rules, Steel
Keuffel & Esser, New York, N. Y.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Sad Irons
Blacklock Foundry, South Pittsburgh, Tenn.
Dover Mfg. Co., Canal Dover, Ohio.
Enterprise Mfg. Co. of Pa., Phila.

Sad Iron Handles
Enterprise Mfg. Co. of Pa., Phila., Pa.
Fanner Mfg. Co., Cleveland, Ohio

Sand and Emery Paper
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Sash Balances, (Spring)
Pullman Mfg. Co., Rochester, N. Y.

Sash Chain and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sash Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners
Champion Safety Lock Co., Geneva, O.

Sash Fixtures
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Lifts
Champion Safety Lock Co., Geneva, O.

Sash Locks
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sash Locks, (Ventilating)
Pullman Mfg. Co., Rochester, N. Y.

Sash Ribbon and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sausage Stuffers
Enterprise Mfg. Co. of Pa., Phila.

Saws
Henry Disston & Sons, Phila., Pa.
C. E. Jennings & Co., New York
E. C. Atkins & Co., Cincinnati, Ohio.

Saws, Butchers'
John Chatillon & Sons, New York

Saw Gummers
Ajax Mfg. Co., Pittsburgh, Pa.

Saw Sets
Alfred Field & Co., New York
Charles Morrill, New York

Saw Tools
C. E. Jennings & Co., New York

Scales
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York
Osgood Scale Co., Binghampton, N. Y.
Pelouze Scale & Mfg. Co., Chicago

Screen Doors
The Continental Co., Detroit, Mich.
A. J. Phillips Co., Fenton, Mich.

Screen Door Catches
Caldwell Mfg. Co., Rochester, N. Y.

Screen Door Pulls
Champion Safety Lock Co., Geneva, O.

Screws
Robert Murray, New York

Screw Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Screw Drivers
The Ducharmes Co., Shelburne Falls, Mass.
John H. Graham & Co., New York
C. E. Jennings & Co., New York
H. H. Mayhew Co., Shelburne Falls, Mass.
North Bros., Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Drivers (Indestructible)
Thomson Drop Forge Co., Plantsville, Conn.

Screw Plates
Alfred Field & Co., New York
Walworth Mfg. Co., Boston Mass.
Wiley & Russell Mfg. Co., Greenfield, Mass.

Screw Wrenches
Bemis & Call, Hardware & Tool Co., Springfield, Mass.

Scythes and Grass Hooks
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.

Scythe Rifles
Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush
Geneva Tool Co., Geneva, O.

Scythe Stones
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike, N. H.

Sectional Shelving
J. D. Warren Mfg. Co., Chicago

Seals
Schwerdtle Stamp Co., Bridgeport, Conn

Settees, Iron
Stewart Iron Works, Cincinnati, O.

Sharpening Machines
John Chatillon & Sons, New York

Sharpening Stones
Pike Mfg. Co., Pike, N. H.

Shears, Compound Portable Leverage
Chas. Swan & Co., Corry, Pa.

Shears and Scissors
Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

Sheep Shearing Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Shelving, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Shingles and Tiles
National Sheet Metal Roofing Co., Jersey City, N. J.

Ship Carpenters' Tools
L. & I. J. White Co., Buffalo, N. Y.

Shoe Lasts and Stands
Blacklock Foundry Co., South Pittsburg, Tenn.

Shoe Shiners
Piqua Bracket Co., Piqua, Ohio

Shot Guns
Harrington-Richardson Arms & Tool Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovels
A. J. Phillips Co., Fenton, Mich.
Geneva Tool Co., Geneva, O.

Shovels, Spades and Scoops
Avery Stamping Co., Cleveland, Ohio.

Show Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Sickle Edge Hay Knives
Iwan Bros., Streator, Ill.

Sidewalk Chisels
Geneva Tool Co., Geneva, O.
L. & I. White Co., Buffalo, N. Y.

Sidewalk Cleaners
Geneva Tool Co., Geneva, O.

Sidewalk Cleaners ("Klondyke")
Avery Stamping Co., Cleveland, Ohio.

Sidewalk Lights
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Sidewalk Scrapers
Geneva Tool Co., Geneva, O.

Sidewalk Shovels
Geneva Tool Co., Geneva, O.

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Sink Strainers
F. H. & E. B. Vrooman, Chicago, Ill

Sinks, Cast Iron
Blacklock Foundry, South Pittsburgh, Tenn.

Skates
Cycle Skate and Sporting Goods Co., New York, N. Y.

Skewers
John Chatillon & Sons, New York

Skylights, Galvanized Iron and Copper
National Sheet Metal Roofing Co., Jersey City, N. J.

Slaw Cutters
Enterprise Mfg. Co. of Pa., Phila.
Henry Disston Sons, & Philadelphia, Pa.
C. E. Jennings & Co., New York

Snow Shovels ("Alaska")
Avery Stamping Co., Cleveland, Ohio.

Soapstone Foot Warmers
Pike Mfg. Co., Pike, N. H.

Soapstone Griddles
Pike Mfg. Co., Pike, N. H.

Solder
Berger Bros. Co., Philadelphia

Spading Forks
Geneva Tool Co., Geneva, O.

Speaking Tubes
Berger Bros. Co., Philadelphia

Specialties, Hardware and Household
Parks & Parks, Troy, N. Y.

Spikes
Fuller Bros. & Co., New York

Spiral Screw Drivers
North Bros. Mfg. Co., Phila, Pa.

Spoke Shaves
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Spring Balances
John Chatillon & Sons, New York

Spring Hinges
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago
Superior Spring Hinge Co., Chicago, Ill.

Springs, Wire
John Chatillon & Sons, New York

Squares, Steel
L. S. Starrett Co., Athol, Mass.

Squares (Universal)
The Duby & Shinn Mfg. Co., 16 Murray St., New York, N. Y.

Stamps, Steel
Schwerdtle Stamp Co., Bridgeport, Conn

Staple Pullers
Cronk & Carrier Mfg. Co., Elmira, N. Y

Stay Rollers
Cronk & Carrier Mfg. Co., Elmira, N. Y.
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Steamfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
Barnes Tool Co., New Haven Conn.

Steam, Water and Gas Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Walworth Mfg. Co., Boston, Mass.

Steel
American Tube & Stamping Co., Bridgeport, Conn.

Steel Hinges, Spring
Bommer Bros., Brooklyn, N. Y.

Steel, Hoop and Band
Harold McCalla, Philadelphia, Pa.

Steel Letters and Figures
Schwerdtle Stamp Co., Bridgeport, Conn

Steel Measuring Tapes
Keuffel & Esser, New York
L. S. Starrett Co., Athol, Mass.

Steel Roofing
Am. Steel Roofing Co., Middletown, O.

Steel Rules
L. S. Starrett Co., Athol, Mass.

Stencils
Schwerdtle Stamp Co., Bridgeport, Conn

Step Ladders (Rolling)
Bicycle Step Ladder Co., Chicago, Ill.
Ebbing Mfg. Co., St. Louis, Mo.

Stocks and Dies
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Wiley & Russell Mfg. Co., Greenfield, Mass.

Stone Hooks
Geneva Tool Co., Geneva, O.

Store Fixtures
J. D. Warren Mfg. Co., Chicago

Stove Trimmings
Fanner Mfg. Co., Cleveland, O.

Strapping Belts
Ames Sword Co., Chicopee, Mass.

Street Hoes
Geneva Tool Co., Geneva, O.

Strops, Razor
Alfred Field & Co., New York
Gem Cutlery Co., New York, N. Y.
Gilford Mfg. Co., Adrian, Mich.
Kampfe Bros., New York, N. Y.

Sugar Beet Tools
Geneva Tool Co., Geneva, O.

Sugar Kettles
Blacklock Foundry, South Pittsburgh, Tenn.

Squares, Steel
Henry Disston & Sons, Inc., Phila., Pa.

Swing Chair
Haggard & Marcusson, 425 So. Cancal St., Chicago, Ill.

Tables, Folding
Udell Works, Indianapolis, Ind.

Tack Pullers
General Specialty Co., 1003 Arcade Bldg., Phila., Pa.
John H. Graham & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.

Tackle Blocks
Boston & Lockport Block Co., Boston, Mass.

Tailors' Shears
R. Heinisch's Sons Co., Newark, N. J.

Taps
Wiley & Russell Mfg. Co., Greenfield, Mass.

Ten Cent Specialties
Franklin Specialty Co., Reading, Pa.

Thistle and Dock Diggers
Geneva Tool Co., Geneva, O.

Tiling Spades
Iwan Bros., Streator, Ill.

Tinners' and Roofers' Supplies
Berger Bros. Co., Philadelphia
National Sheet Metal Roofing Co., Jersey City, N. J.

Tinners' Snips
R. Heinisch's Sons Co., Newark, N. J.

Tool Chests and Cabinets
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York
Am. Tool Chest Co., New York, N. Y.

Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia, Pa.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
L. & L. J. White Co., Buffalo, N. Y.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Walworth Mfg. Co., Boston, Mass.

Toys, Iron
Arcade Mfg. Co., Freeport, Ills.

Transom Chains
Smith & Egge Mfg. Co., Bridgeport, Conn

Traps, Rat and Mouse
Smith & Egge Mfg. Co., Bridgeport, Conn

Trouser and Skirt Hanger
Caldwell Mfg. Co., Rochester, N. Y.
Pullman Mfg. Co., Rochester, N. Y.

Trowels
Henry Disston & Sons, Philadelphia
Alfred Field & Co., New York
C. E. Jennings & Co., New York

Trucks, Store
John Chatillon & Sons, New York
John H. Graham & Co., New York

Tube Expanders
Ajax Mfg. Co., Pittsburgh, Pa

Tubes, Seamless Drawn
American Tube & Stamping Co., Bridgeport, Conn.

Tubing
American Tube & Stamping Co., Bridgeport, Conn.

Turnbuckles
Columbus Bolt Works, Columbus, O.

Twist Drills
C. E. Jennings & Co., New York

Typewriters
Remington Typewriter Co., New York.

Valves, Pump
Berger Bros. Co., Philadelphia
F. E. Myers & Bro., Ashland, Ohio

Vases, Iron
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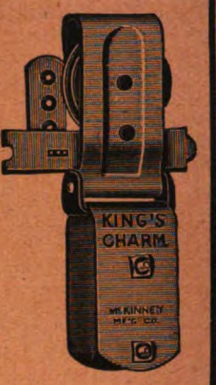
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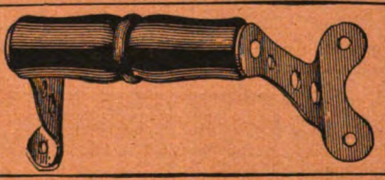
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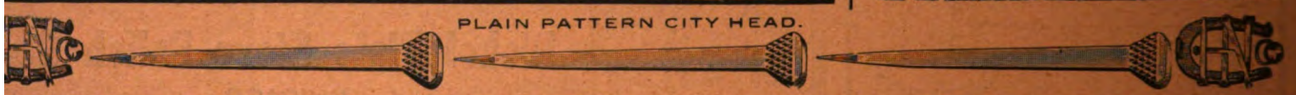
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VOL. XXXII NO. 10

HARDWARE

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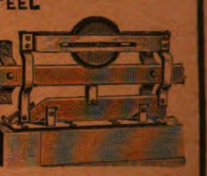
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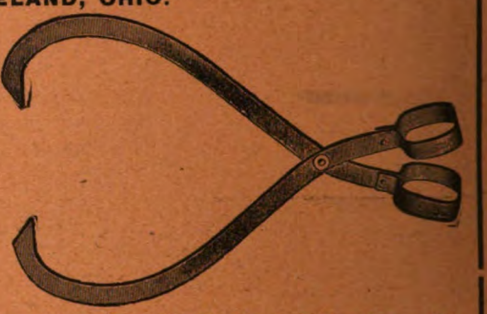
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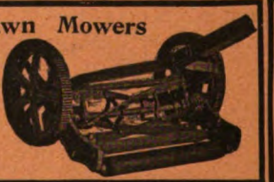
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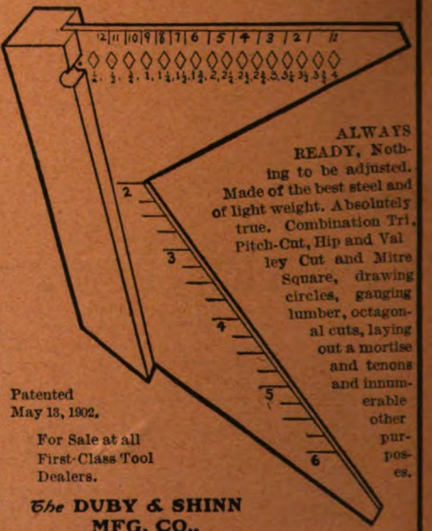


GLOBE LAWN MOWER CO.
Reading, Pa.

New Universal Square

(NEW STYLE) Made in Three Sizes.

No. 1	6 inches	$0.65
No. 2	10 inches	1.00
No. 3	13 inches	1.50



ALWAYS READY, Nothing to be adjusted. Made of the best steel and of light weight. Absolutely true. Combination Tri, Pitch-Cut, Hip and Valley Cut and Mitre Square, drawing circles, ganging lumber, octagonal cuts, laying out a mortise and tenons and innumerable other purposes.

Patented May 13, 1902.

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Incorporated

Nelson Bldg.. 19 Park Place, New York City

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Fireproof for Ashes,
Odorless for Garbage.

Will stand roughest handling. Heavily reinforced. The best and best selling ash can on the market.



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THE ARROW CAN CO.
35 Warren Street, - New York.

Improved "STAR" Chain Pump Bucket



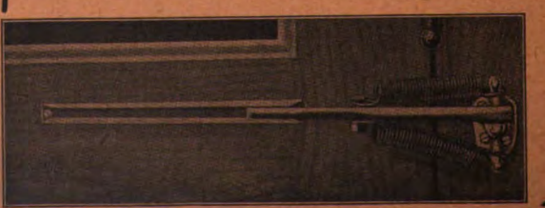
Is better than ever; in quality and construction.

Its merits reccommend it.

Give it a trial and be convinced.

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The Great GERAN Door Spring



One size closes any door gently and firmly or holds it open. Simple, durable, cheap. Sold by leading Hardwaremen. Write to-day.

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Manufacturers of

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Steel, Metallic, Linen, Ass-Skin; Steel and Linen Pocket Tapes

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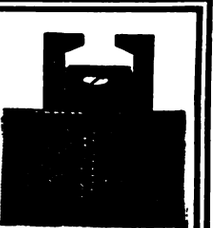
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Easily secured without increasing the size of the store by using

BAINES SHELF BRACKETS

Adjustable or Fixed





The accompanying cuts show the entire absence of obstructions, usually found on Hardware shelves; the manner of adjustment; and the way they are attached to the walls.

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For mending any ordinary chairs, with seats broken through, can be reduced to a minimum by anyone by using

UNIVERSAL CHAIR SEATS



And A Pair of Shears



No matter how bad the break, a Universal Chair Seat, square or round, will cover it.

Better and cheaper than cane or leather—more durable than either.

If you'll write us, we'll tell you of the profit there's in Universals. Mention HARDWARE.

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Syracuse, N. Y.



BEFORE placing your orders for the Holiday trade for Chafing Dishes, Five O'clock Teas, Coffee Extractors, Crumb Trays and Scrapers, Baking Dishes, etc., it may be to your interest to write for an Illustrated Catalogue to

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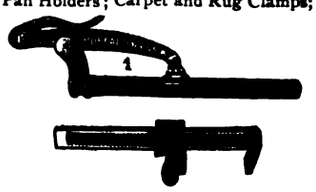
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Improved Quick and Easy Rising Steam, Electric and Hand Power
ELEVATORS
Send for Circulars.
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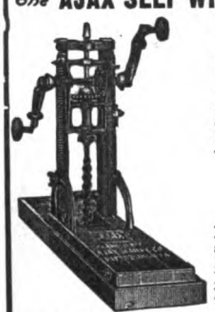
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Most modern appliance for lifting loads ¼-3 tons.
JOS. F. McCOY CO.
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Flask and Corebox Clamps, etc,
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The AJAX SELF WITHDRAWING WOOD BORING MACHINE



does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.
AJAX MFG. CO.,
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Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

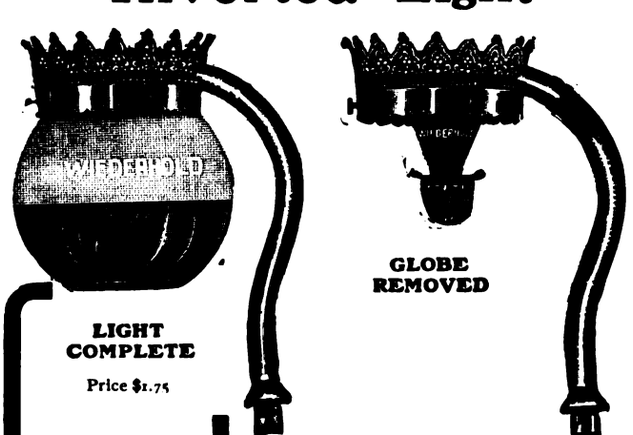
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CELEBRATED HEINISCH SHEARS,
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LIGHT COMPLETE
Price $1.75

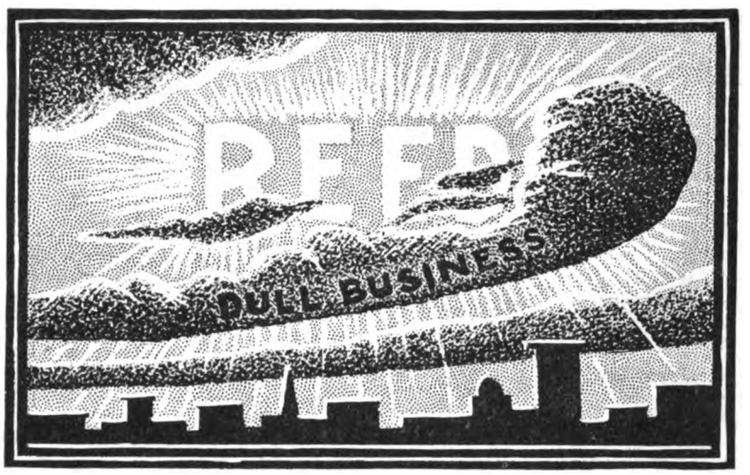
The Best--Because

It never flashes back, blackens mantels nor smokes. Does not flicker.
It's ornamental, durable and gives
50 Per Cent. More Light
at less cost for gas and mantels. Fits any fixture—burns all kinds of gas.
Mark: Its Rays Are Downward.
We want a representative in every town. Write us.
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A STORE WINDOW
lighted by the
AMERICAN AUTOMATIC LIGHTING SYSTEM
will sell more goods than an experienced clerk. It not only attracts customers by its brilliancy but draws them inside the store where everything is bathed in its clear white light, bringing out the details of the goods displayed.
The "Automatic" is the safest, simplest and most economical system on the market to-day.
Estimates cheerfully made on receipt of plan and dimensions of your store.
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"Every Cloud Has Its Silver Lining"

If the cloud of "Dull Business" has been hovering over your store you can easily dispel it by putting in a complete line of

Flintstone Enameled Steel Ware



It is the Ware women most talk about because there is no other Three-Coated Enamel Steel Ware like The Flintstone.

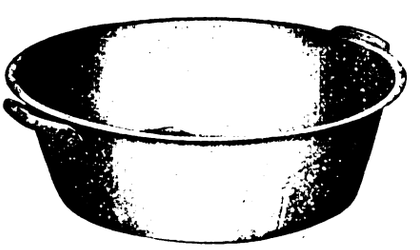
It is light in weight, and artistic in design. Its gray, silken finish is most pleasing to the eye.

Best of all: It is as durable as Flintstone. It won't wear out nor rust out.



THE FLINTSTONE INCOMPARABLE AS A SELLER

Our output of Flintstone has more than trebled the past year so great has been the demand for it.



The Flintstone is the best moderate priced Enamel Ware made.

"Fall in line," Mr. Dealer—this is the time to stock up with, and sell, Flintstone.

OUR TEN YEARS' GUARANTEE WITH EVERY PIECE



Send at once for "Flintstone Booklet" with prices and discounts.

Mention HARDWARE.

REED
Manufacturing Co.
NEWARK, N. Y.

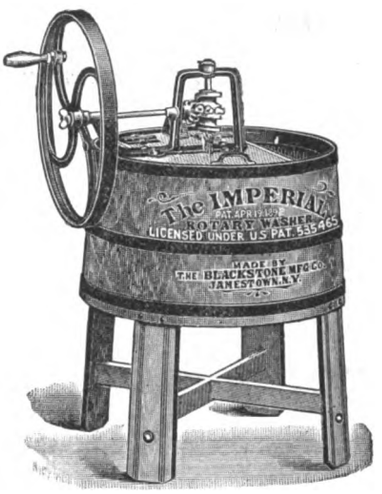
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will come to you with less effort the moment you invest a few of them in a trial order for the

Imperial Rotary Washer

It's noiselessness — easy operation (has all steel roller bearings) — handsome finish—gold and aluminum bronze castings—help sell it so quickly.

When you write for prices ask for our catalogue. It shows the most complete line of washers on the market.

The Blackstone Mfg. Co.
Jamestown, N. Y.
Established 1871

Every Hardware Dealer

recognizes that an advertised article i four times easier to sell than an unadvertised one.

We have appropriated this season a good many thousand dollars for advertising our products in the large papers and magazines of national reputation. You are certain to have calls for:

The Hartmann Stockade Wire Fence
The Hartmann Steel Picket Fence
The Glen Steel Folding Mat

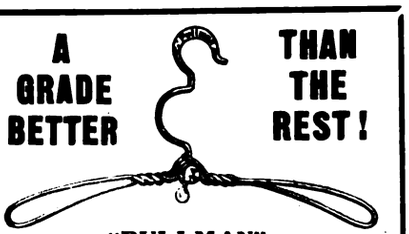
If your stock on these goods is low just drop us a line. You can't help selling them and run no risk in stocking up.

GLEN MFG. CO.
160 Mill St.
ELLWOOD CITY, - PA.



THE SMILE
THAT WONT COME OFF
Is always worn by the THRIFTY HOUSEWIFE who uses a
WHITE LILY WASHING MACHINE
WRITE FOR EXCLUSIVE AGENCY
WHITE LILY WASHER CO.
TOLEDO, OHIO DAVENPORT, IOWA

A GRADE BETTER THAN THE REST!



"PULLMAN"
Folding Coat Hangers.
New Features—Way ahead of them all. Packed in Counter Display Boxes. A fixed retail price. Prepare for the demand.
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AGENCY **JOSEPH RODGERS & SONS, LTD.**
FOR CENTURIES THE WORLD RENOWNED HOUSE OF
JOSEPH RODGERS & SONS, Ltd.
SHEFFIELD, ENGLAND
Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

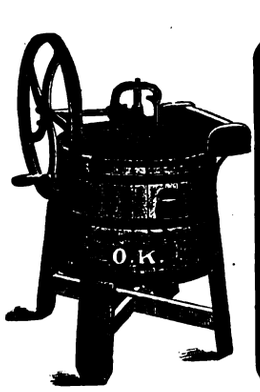
Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

ALFRED FIELD & CO., 93 Chambers St., New York

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

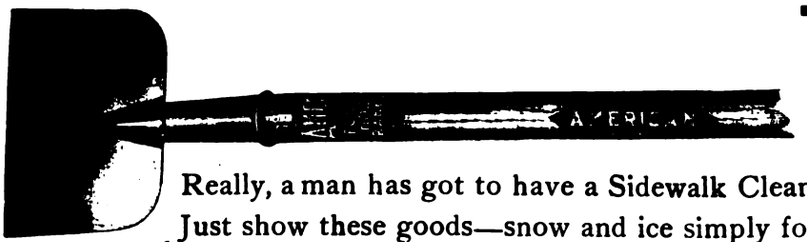
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Address Dept. H,
THE
American Steel Roofing Co.
Middletown, O.



The O. K. WASHING MACHINE
IS NOT SOLD
to *catalogue*, *mail order* or *premium houses* under the brand of O. K. or any other brand. All the leading hardware jobbers have them in stock.

The H. F. BRAMMER MFG. CO., Davenport, Ia.

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Your Customers Want to Buy—

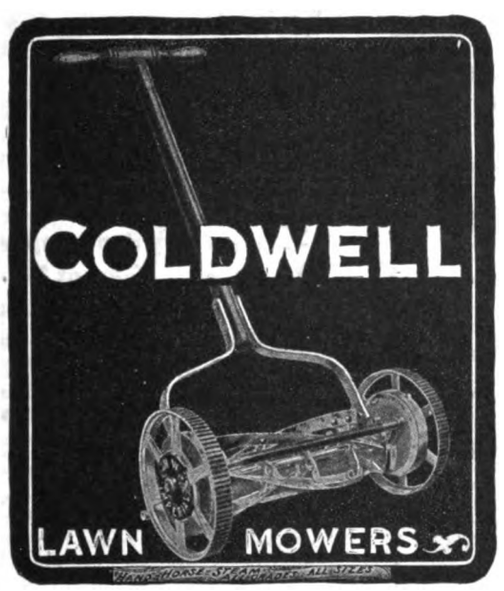
Really, a man has got to have a Sidewalk Cleaner to do a neat, quick Job.

Just show these goods—snow and ice simply force sales right now; you are bound to sell a lot of them.

Of course you want A-1 Quality. This cut shows our No. 8—king of all sidewalk cleaners. Tempered steel blade, extra heavy shank and ferrule and special heavy handle. Other grades for less money.

Ask your Jobber for them. Write us for Catalog.

AMERICAN FORK & HOE CO.,
722 Am. Trust Bldg. CLEVELAND, OHIO.



COLDWELL LAWN MOWERS
Hand, Horse, Motor Power
1906
Catalogue Now Ready
COLDWELL LAWN MOWER CO.
NEWBURGH, N. Y.

DISSTON

Discriminating buyers know the majority of Saws sold and used are

DISSTON SAWS

and that this fact is conclusive evidence of superior worth.



The brand "DISSTON" has stood for all that is BEST in Saws for the past sixty-five years, and its reputation will be maintained in the years to come.

HENRY DISSTON & SONS, INC.
PHILADELPHIA, PA.

BLACKLOCK FOUNDRY · SOUTH PITTSBURG, TENN.



Andirons for 1906

If you have never tried to sell Blacklock Andirons try 'em this year. We make a great variety of them: plain patterns in wrought iron as well as showy and ornate models, finished in gold or aluminum bronze.

Blacklock Andirons

are all-the-year-round and allaround good sellers because they have the reputation of being the best. Don't put off sending your inquiry to us—Send it to-day.



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You have no risk on the quality.
We make only the best.

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MANUFACTURERS OF
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EMERY CLOTH
CURLED HAIR.
FOUNDED 1858.
NEW YORK. CHICAGO.
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Sand Papers in Reams and Rolls
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Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

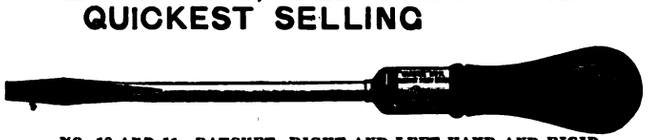
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168 LAKE STREET, CHICAGO.

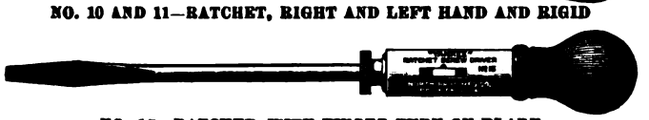
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ARE THE NEWEST, CLEVEREST AND QUICKEST SELLING

Ask Your Jobber About Them.

Send for "Yankee" Tool Book


NO. 10 AND 11—RATCHET, RIGHT AND LEFT HAND AND RIGID


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Best Cutlery in the World.
Best Steel Pens in the World.
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Hedge and Garden Shears.

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AN ENTIRELY NEW THING.

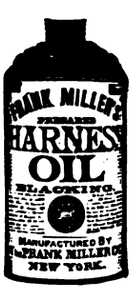
A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTERMAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

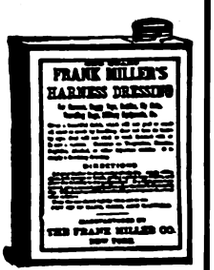
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Preserves and softens the Leather, consequently adds life. Compounded with pure Neatsfoot Oil.



FRANK MILLERS HARNESS DRESSING

The very best article of its kind for owners and manufacturers of harness. Used all over the world.

Send for Booklet.

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NEW YORK

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Armstrong's Adjustable Stock, No. 2

and Dies for threading brass pipe. We can furnish these stocks with pipe dies or bolt dies, or both.

Will take ⅛ to 1 in. pipe dies; ½ to 1¼ in. bolt dies.

They are better than the average. They have a name for bestness. That's why they sell so well.

Send for Catalogue

THE ARMSTRONG MFG. CO., Bridgeport, Conn.
New York Office: 139 Centre St.

Do You Want a Partner?

Warren's 12 Silent Salesmen.
Required 12 Years to Perfect.
Will Work 12 Hours Every Day.
For 12 Years to Come.
After First 12 Months, for nothing

The Warren System

IS THE "ALWAYS IN SIGHT" IDEA.

J. D. WARREN
MFG. CO.

Fifth Floor Masonic Temple.
CHICAGO, ILLINOIS
Write for 1207 Booklet.

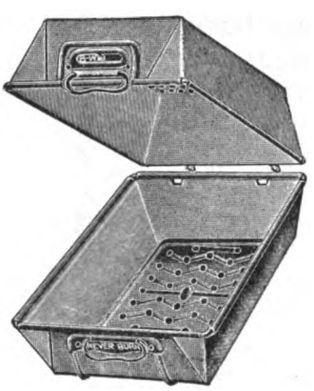
"NEVER-BURN"
TRADE MARK

Has steel rods beneath which raise it from the oven floor—give an air space for ventilation—prevent burning

The rods take all the wear—make the Never-Burn roaster outlast others

Made in Cleveland Ohio by The Bronson-Walton Co

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THE MANY-USE OIL SELLS AT A PROFIT OF 100 to 150%

TO THE DEALERS



IT IS "THE STANDARD FOR QUALITY" EVERYWHERE

THIS IS THE *ONLY* "MANY-USE" OIL MADE

5 SIZES

2 OZ. BOTTLE FOR HOME USES.
LARGE BOTTLE FOR OFFICE AND STORE.
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Pivot Bearing Casters, made by the FAULTLESS Caster Co., Nebraska City, Neb., are supplied with FAULTLESS Patent Steel Spring Sockets.

The FAULTLESS has no weak spots—no mechanical flaws. It is FAULTLESS in name—FAULTLESS in action.

THE FAULTLESS NEVER REFUSES TO TURN

The FAULTLESS received the Highest Award at the World's Fair 1904 over all other casters.

HERE



AT THE TURNING POINT

The FAULTLESS is a high grade caster, with wood, iron, brass, leather and insulator (glass) wheels, for all kinds of furniture.

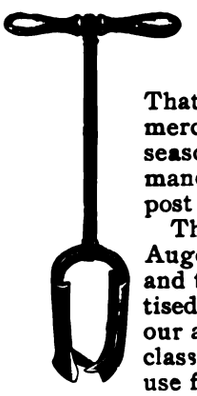
INTERCHANGEABLE

The FAULTLESS will fit six different sizes of wood bed sockets. Fits any pocket-book, too.

As a quick and profitable seller it is

FAULTLESS

CAN YOU SELL 60



Iwan Post Hole and Well Augers during the Spring Season?

That is what many Hardware merchants have done in past seasons, showing how much demand there is for a *really GOOD* post hole auger.

The Iwan Post Hole and Well Auger is the most largely sold and the most prominently advertised earth auger on the market. our advertising reaching all classes of consumers who have use for a post hole auger.

WE HELP YOU SELL THEM

YOU should sell these augers if you sell FENCING. Three full turns of the auger, and it is full of earth, and lots of it Makes a hole smoothly and quickly; empties easily; is very durable. Sizes 3, 4. 5, 6, 7, 8, 9, 10, 12 and 14 inch.

SOLD BY THE JOBBING TRADE.

IWAN BROTHERS,

STREATOR, ILL.

Manufacturers of Post Hole Augers and Diggers, Sickle Edge Hay Knives, Drain Cleaners, Excelsior Tiling Spades, Chimney-Tops, Wire Conductor Pipe Hangers, etc.

S.&S. KNIVES

WARRANTED



THEY HOLD AN EDGE — NO HARD OR SOFT SPOTS

National Cutlery Co. DETROIT, MICH.

New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE LATHING,

"JERSEY" POULTRY NETTING AND FARM FENCING,

PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,

and every kind of

IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Freemont Street, SAN FRANCISCO.

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They Keep Moving

That's the point the dealer appreciates. Put

THE WHITE MOUNTAIN FREEZER

where it can be seen. Explain its merits to your customer, and then all you will have to do is to send in a re-order to your jobber. *Write us for our new catalogue.*

The White Mountain Freezer Company *Nashua, N. H.*

MANUFACTURERS OF FREEZER PERFECTION



NOTICE



Every "Peny" Riveter is Guaranteed

to be made of malleable iron, and free from imperfections of workmanship or material.

Ask your Jobber for the "PONY"

F. H. SMITH MFG. CO.

Carroll Ave. and St. Johns Ct.

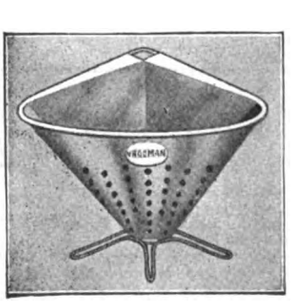
CHICAGO, U. S. A.

Vrooman's PATENT SANITARY

SINK STRAINER

THE FAVORITE ONE

VITREOUS ENAMELED STEEL
NEAT AND VERY ATTRACTIVE
FIVE COLORS—TWO SIZES—
TEN KINDS—ENAMELED
WILL LAST A LIFETIME
JAPANNED—PLAIN TIN—TWO SIZES
Its Utility and Superiority are well known.



ORDER TO-DAY
FROM YOUR JOBBER
OR FROM

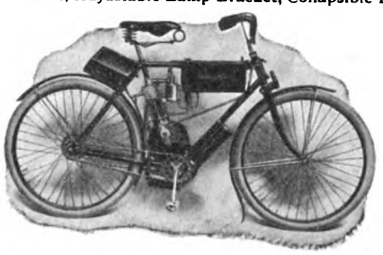
F. H. & E. B. Vrooman

325 Dearborn St.
CHICAGO, ILL.

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If You Want to Ride a Winner, Ride a Thoroughbred

It is famous for its achievements. The 1906 model was declared to be the most advanced, complete and perfect Motor Cycle at the Armory Show, New York. The Thoroughbred *alone* has Patent Duplex Cushion Fork, improved Intake Head, Pump Oil Feed, improved Battery Case, Double or Single Grip control, Adjustable Lamp Bracket, Collapsible Lug-



gage Carrier and large tires. Size of cylinder and stroke have been enlarged with consequent increase in power. Other mechanical improvements, as make the Thoroughbred the most practical, comfortable and efficient Motor Cycle in America to-day.

Write us for full information

READING STANDARD CYCLE MFG. CO.

Manufacturers of the renowned Reading Standard Bicycles and Thoroughbred Motor Cycles.

READING, PA.



Voorhees Stitched Cotton Belting

The highest grade cotton duck only is used in its manufacture.

No "taking up" required as our Cotton Belting is stretched with patent hydraulic stretchers.

Our catalogue shows our complete line. Get it to-day.

Voorhees Rubber Mfg. Co.

Jersey City, N. J.

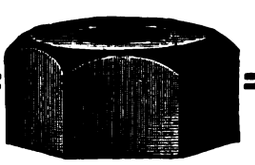
Fedoral Bench Punch



10 inches high, 10 inches long, Weighs 64 pounds
PUNCHES 5-16 inch hole in ⅛ in. Iron plate, 2½ in. from edge. Send for Circular.

Chandler & Parquhar Co.,
131 Congress Street,
Boston, U. S. A.

THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Fine Hand Cut STEEL LETTERS and FIGURES,
Send for Catalogue. BRIDGEPORT, CONN.



Cold Punched NUTS

HIGH GRADE
GOOD LOOKING
ACCURATE

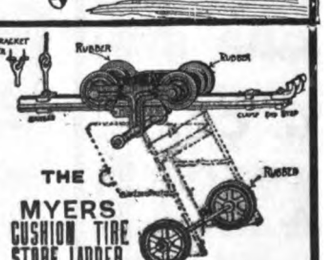
Semi-Finished NUTS

GARLAND NUT & RIVET CO.
PITTSBURGH, PA.





THE MYERS PUMPS, HAY TOOLS AND STAY-ON DOOR HANGERS
MEET ALL REQUIREMENTS.
Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.
Ask your Dealer for the Best Known Hay Carriers, Forks, Stayon Door Hangers, etc.



THE MYERS CUSHION TIRE STORE LADDER.

Write for Descriptive Circulars to
F. E. MYERS & BRO., Ashland, O.

RIVETS & WIRE NAILS.

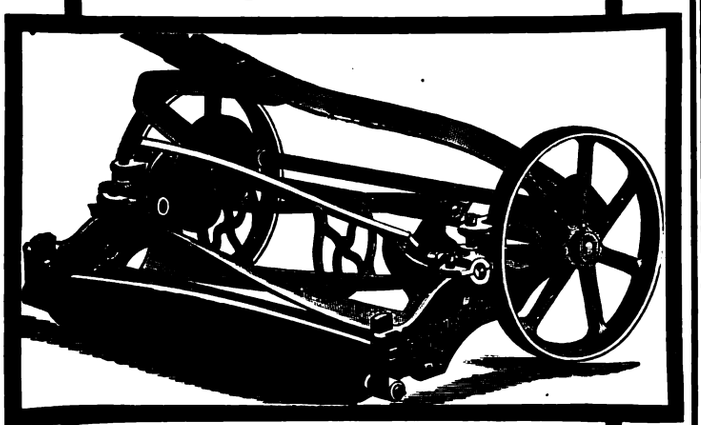


O. O. & E. P. TOWNSEND,
New Brighton, Penn.

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GENUINE

Philadelphia Lawn Mowers



STYLE E, HIGH WHEEL

A Point of Excellence

in this style is its solid frame: The Box cap to cylinder cutter and the cutter itself can be removed without disturbing frame.

Made of iron and steel. Has 4 blades, 10 inch wheel, 6½ inch cylinder train of 3 gears, double ratchet.

ANOTHER:

Philadelphias are the Mowers "with a go." They sell when other kinds fail to sell. They have the name for bestness.

Be convinced, get our catalog to-day.

Philadelphia Lawn Mower Co.

3101–09 Chestnut St., Philadelphia, Pa.

SUPERIORITY



L. & I. J. White Co.'s Edge Tools have been marketed for nearly three quarters of a century.

It requires, therefore, no second glance to determine their superiority over any others on the market.

Thousands of skilled mechanics use them to-day because their fathers used them before them.

If you are not handling White's Edge Tools—is not that a good reason why you should?

Get our catalog to-day.

The L. & I. J. White Co.

BUFFALO, N. Y., U. S. A.

BRANCHES—New York, N. Y. Chicago, Ill.

FILTER SEASON

1906

AT HAND

Advertising and Display Matter
Large Stock
Immediate Shipments



Quality Improved
Fully Guaranteed
Sanitary Stoneware of every Description

Established over 100 years

Fulper Pottery Co.

Flemington, N. J.

REFRIGERATORS - STOVE BOARDS



COOPER & McKEE

113 to 121 Lorimer Street, BROOKLYN, N. Y.

Catalogue sent on application.

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There's Money In It

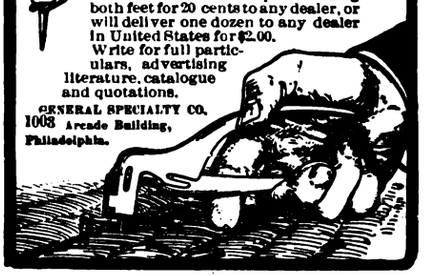
The dealer who handles the Bi-Ped Tack Puller is sure of a ready seller. There's a great demand everywhere for this most helpful household article. Anyone can see at a glance how useful it is. A slight pressure on the handle of the

Bi-Ped Tack Puller



will lift the tacks straight up out of the floor without destroying them. It has one foot for carpet and one foot for matting tacks. Made of finest grade of steel. Will not break nor get out of order. Retails for 25 cents. We will send sample including both feet for 20 cents to any dealer, or will deliver one dozen to any dealer in United States for $2.00. Write for full particulars, advertising literature, catalogue and quotations.

GENERAL SPECIALTY CO.
1003 Arcade Building,
Philadelphia.



THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Notary, Lodge and Corporation Seals,
Send for Catalogue. BRIDGEPORT, CONN.



FRYING-PAN CLOCKS

are most artistic timepieces, ornamental as well as useful. They come in two sizes—10 inches with raised brass figures and 6 inches with painted figures, and with one day, one day with alarm and eight day movements.

Also 60 Day, Calendar, Program, Electric and Synchronized clocks.

Send for catalogue No. 586.

THE Prentiss Clock Improvement Co.
Dept. 58. 49 Dey Street. N. Y. City.

The "ORIGINAL JENNINGS" AUGERS and AUGER BITS
For Sale by all Hardware jobbers



Genuine have "RUSSELL JENNINGS" stamped in full on the Round of each Bit.

The Russell Jennings Mfg. Co., Deep River, Conn.

Custom Made
FLY SCREENS

Fine Goods. Reasonable Prices.
Good Profits to Dealers. No Investment.
Agency Outfit Free.
The A. J. Phillips Co., Fenton, Mich.
23 Years Experience. 3½ Acres Floors.

Just a trial—but a just trial—is all we ask. It will substantiate all we claim for

Mayhew Tools

We know of no better line of tools that can be handled at a good profit. Send for catalogue and prices.

H. H. MAYHEW CO. Shelburne Falls, Mass.

WHEN writing to our advertisers please mention HARDWARE

HAROLD McCALLA
IRON AND STEEL
Of Every Description
Plain and Galvanized Bars, Hoops, Bands, Angles, Channels, Tees, Etc.
Shipments from stock or mill.
619 North Front St., PHILADELPHIA

WRITE FOR DISCOUNT—INCLUDING DELIVERY

Sells "On Sight" and Stays Sold.



Show this Level together with the ordinary style, and note the result.

COOK'S PATENT LEVEL
Made of Wood, Iron and Aluminum Frames Of all jobbers, or DAVIS & COOK CO., Watertown, N. Y.



GET BUSY

That is the one secret of success in the Hardware trade.
The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill

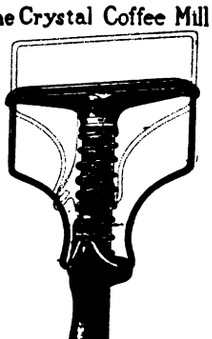
THE CRYSTAL COFFEE MILL with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.



The Jewel Coffee Mill

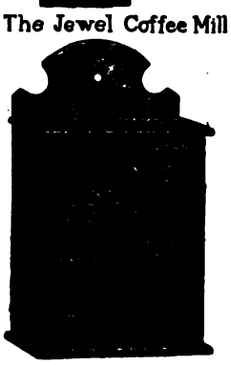
You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.



The Gem Mop Head.

THE FAMOUS GEM is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

THE EIGHT SPACE SPICE CABINET is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.



Eight Space Spice Cabinet

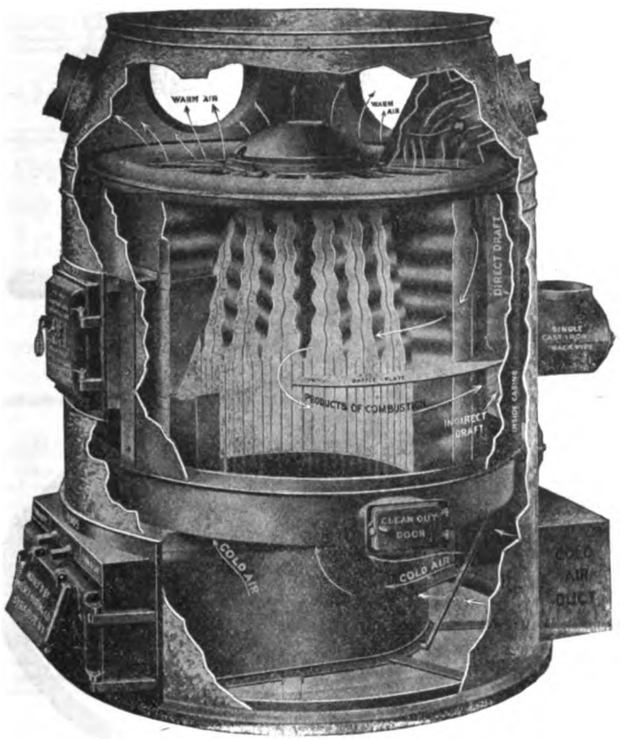
Write for Our Latest Catalog

ARCADE MANUFACTURING CO.

Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.

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THE NEW IMPROVED KELSEY WARM AIR GENERATOR.

28,000 Kelsey Warm Air Generators Sold.

Hundreds of dealers interested in the Heating Business, and who are securing the best results are selling Kelsey's exclusively.

If you are anxious to get away from the Furnace competition small-profit unsatisfactory methods, why not secure the Kelsey exclusive Agency?

THE KELSEY is different from any furnace or boiler—has strong convincing selling points, and it's easy to show any prospective buyer how, in the end, it would give him most economical and satisfactory results.

Perhaps you think Kelsey claims are theory. Let us prove they are not, by sending our book "Opinions"—112 pages of letters and pictures of 250 Kelsey Heated houses. The pictures show that the Kelsey is used in the finest residences. The letters tell what the Kelsey does, and prove that it supplies better warm air and more of it, than any other System, and with less fuel.

Let us send you our Agency Proposition.

KELSEY HEATING CO.,
Makers, Syracuse, N. Y.

New York office, 156 Fifth Ave.
Philadelphia agency, 24 S.7th St.

COOK & VAN EVERA CO.,
WESTERN SELLING AGENTS
38 Lake St. Chicago, Ill.

It's All In The Flare

of the Beater which has given to

Holt's Improved Dover Egg Beater and Cream Whip

such popularity with thrifty housewives everywhere.

Beats eggs in 20 seconds.

Four times faster than the Best Hand Beater and much lighter and stiffer.



Because the Flare is one-third larger than the ordinary size Beater and it's the Flare that makes it sell.

Over 25 Tons sold in England in six months!

We make the "Cleaner" Carpet Beater.

If you are not, you ought to handle it. Write for prices to-day.

Holt-Lyon Company
Tarrytown, N. Y., U. S. A.

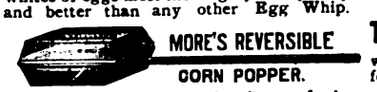
CHAPMAN'S

MONEY MAKERS



The Van Douson Egg Whip is stamped from a solid piece of tin-plate.

It is stronger, therefore, than any other Egg Whip. It whips the whites of eggs most thoroughly and quickly and better than any other Egg Whip.



The Only Popper with two sides — one for corn to be popped dry, made of wire;—the other for corn to be popped in the seasoning, made of steel.

Van Deusen Cake Moulds

are made solid. Cannot get out of order nor leak butter because it has openings at the bottom, covered with slides, through which a knife is inserted to loosen the cake for removal.

The handiest and most durable cake mould made.





Superior Clothes Driers

are the most practical for drying clothes from window, balcony or veranda.

Put up as easily as a rope and much more get-at-able.

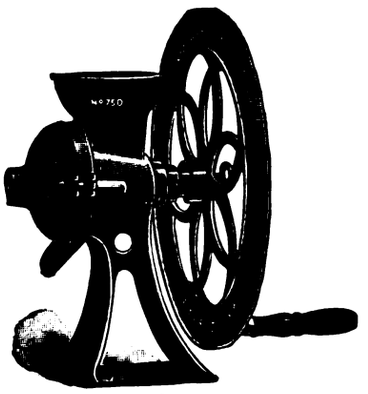
Get our catalog to see the best of our line and prices.

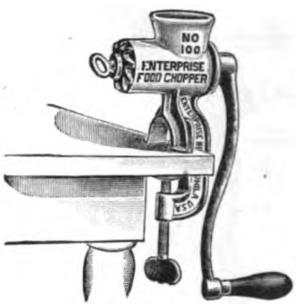
We Have A Special Offer For You

C. A. Chapman, Geneva, N. Y.

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A WORD IN TIME

Plan and prepare NOW to get *your share* of the big sales that are going to be made in the next few months of

"ENTERPRISE"

MEAT JUICE EXTRACTORS, BONE MILLS, FOOD CHOPPERS, AND THE WHOLE LINE

If you are short of advertising literature, electrotypes or catalogues, get in communication with our Advertising Department *today*.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

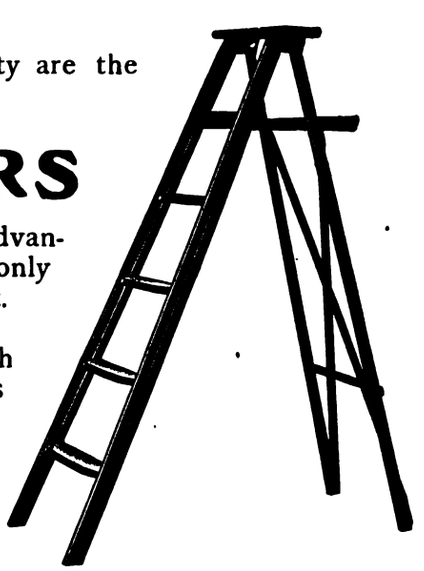
Back of every big ladder trade there's a cause--a reason for its success.

Push, salesmanship and advertising can move an undesirable stock of ladders—for a time, but a prosperous trade that grows each month larger and more profitable must be based on quality.

Strength, Stability, Lightness and Durability are the qualities that make

UDELL LADDERS

such satisfactory trade builders. There's not an advantage lacking in Udell Ladders to make them only "just as good as other kinds." They are the best.



Udell Ladders combine the best material with the most skilled workmanship and each one is backed by the "Udell" guarantee of satisfaction.

THE UDELL WORKS

Indianapolis, Ind.

Manufacturers of Woodenware for the Housefurnishing Dept.

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ATKINS SAWS

Bring trade and hold it. Our advertising brings it to you. Our perfect product brings it back again. ATKINS SILVER STEEL HAND AND CROSS CUT SAWS are safe to buy and safe to sell. They're guaranteed. 1906 Catalogue and Discount sheet on application.

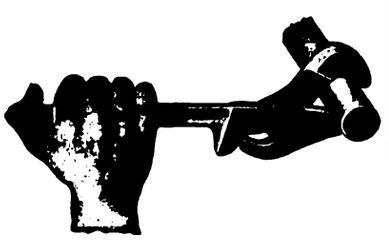
E. C. ATKINS & CO., Inc.

Factories and Home Office: INDIANAPOLIS

Branches: Atlanta, Chicago, Memphis, Minneapolis, New Orleans, New York City, Portland, San Francisco, Seattle and Toronto, Canada.

The Bullard
Automatic Wrench

The best combination Pipe, Monkey and Ratchet Wrench. Has no flaws, or faults. Strongest where other wrenches are weakest. Does quicker and better work than similar wrenches. Sells quicker, too.



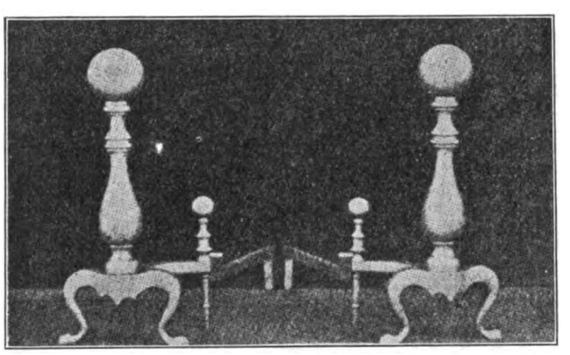
Handiest for all
Un-Get-At-Able Places
Get our "Wrench Book." It tells a convincing tale.

Bullard Automatic Wrench Co.
257 W. Exchange St., Providence, R. I.

Brass Andirons, Fire Sets, Feeders, etc.

To appreciate the completeness and variety of our goods you ought to have our catalogue, as well as our discounts.

They are leaders in Quality and Price.



They are quick and profitable Sellers.

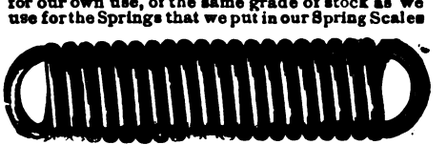
We reproduce old designs. Send for catalogue H. Mention HARDWARE.

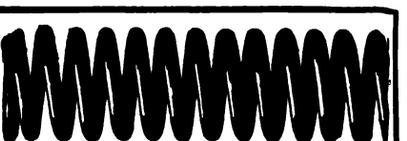
THE ROSTAND MANUFACTURING CO.,
MILFORD, CONN.



Tackle Blocks
for every purpose. 65 years' experience.
Boston & Lockport Block Co.
Boston, Mass.

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs**, either for extension or compression.
These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales





JOHN CHATILLON & SONS,
85 to 93 Cliff St. & No. 13 Jacob St.,
Established 1835, NEW YORK CITY.

If you're Looking for First Class
UP-TO-DATE BARROWS
ORDER THE ◆ ◆ ◆
Champions, the World's Best.
All Kinds of Wood and Steel Barrows.



THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . . .



Sash Chains

"Giant," "Red Metal"

Cable and Jack

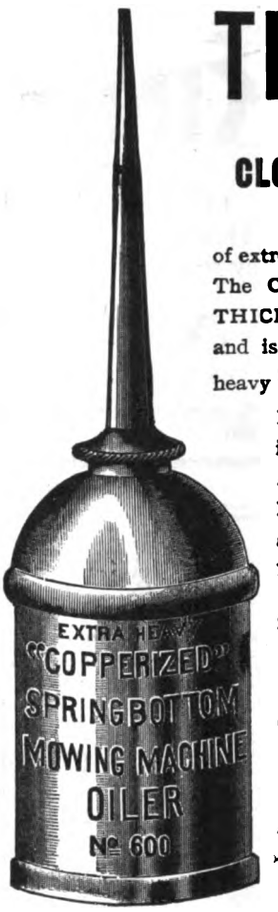
Chains . .

Our Chains are being constantly *imitated in appearance*, but no one has succeeded in *equaling* them in *wearing qualities*. You will find them in use in the *finest buildings*. :-: :-: :-:



No. 40.

New York Agent: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agents: The Seidel Mfg. Co., Chemical Bldg.



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedeh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.

"SIMILAR"

A CERTAIN tool manufacturing company adorns the pages of the catalogues it gives to hardware buyers with a rubber stamp impression like this:

Similar to Starrett's No. . . . .

That Starrett Tools are the standard is a fact which we have for some time, and with strenuousness and persistency, tried to impress upon mechanics and the trade, and we have been to some expense and a good deal of labor to accomplish this purpose. It is therefore gratifying to find a competitor backing up our advertising with such an unqualified endorsement. We deeply appreciate the compliment.

It is doubtless unnecessary to suggest that live hardware dealers will still prefer Starrett Tools to any whose highest claim is that they are "similar."

Send for Catalogue No. 17 T

The L. S. Starrett Co.

Athol, Mass., U. S. A.

THE NETTLETON REVERSIBLE



NIPPERS

have two jaws—each jaw has two fine cutting edges, each held in place by two screws.

The jaws are unusually strong, easily reversible, adjustable and interchangeable.

Five Sizes, 6-8-10-12-14 inches
For 1-16 1-8 3-16 1-4 5-16 wires

2 TOOLS IN 1
HALVING THE COST

If its dollars you're after handle the Nettleton Nippers. They sell quickly and at a good profit to you.

Send for sample and prices.

THE NETTLETON MFG. CO.,

MIDDLETOWN, CONN.

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HARDWARE

The Bureau of Labor, Department of Commerce and Labor, Washington, is preparing a report covering the various systems of workingmen's insurance and employers' liability both in this country and abroad. The report will cover insurance against sickness, accident, disability, old age, death and unemployment. In this connection it is endeavoring to secure information concerning the existence in the United States of what are usually known as establishment funds—that is, mutual relief or insurance funds organized and maintained by the employes of an industrial establishment, or relief funds supported either wholly or in part by the employers themselves. It is desired to obtain, wherever possible, copies of constitutions, rules and by-laws, blank certificate forms, and any other matter relating to funds of this character. In the absence of other data, the name and location of establishments in which such funds exist are desired. It is hoped that persons possessing data of any kind relative to the existence of establishment funds in this country will communicate with Charles P. Neill, Commissioner, at their earliest convenience.

NEW ENGLAND HARDWARE DEALERS' ASSOCIATION.

Hardware men from all over New England will gather in annual convention in Boston on March 1 and 2 for what promises to be the most notable convention in their history. Although the association was organized thirteen years ago, this coming convention will be the first since the New England association became affiliated with the National Retail Hardware Association.

The New England Hardware Dealers' Association was organized March 15, 1893. Two years ago it was reorganized and has since been progressing along somewhat new lines. As a result the membership has increased over 100 per cent. since the last convention in 1905, when the New England association became affiliated with the national body.

The present officers are as follows: John B. Hunter, of Boston, president; S. H. Thompson of Lowell, and H. P. King of Portland, vice-presidents; F. Alexander Chandler of Boston, secretary; Henry M. Sanders of Boston, treasurer; D. Fletcher Barber of Boston, Charles E. Adams of Lowell, Bion C. Pierce of Taunton, Calvin M. Nichols of Boston and Frank E. Pierson of Pittsfield, directors.

The sessions will be held at the Hotel Vendome and will not only comprise the usual program of business, but also a considerable list of social events. Among the guests of the association will be Mayor Fitzgerald of Boston, Rev. E. A. Horton, chaplain of the Massachusetts Senate; W. P. Bogardus of Mt. Vernon, Ohio, president of the National Retail Hardware Association; M. L. Corey of Argus, Ind., secretary of the National Association; T. James Ferneley of Philadelphia, secretary of the National Wholesale Hardware Association; Samuel A. Bigelow of Boston, a former president of the National Wholesale Hardware Association; Charles E. Adams of Lowell, President of the Massachusetts State Board of Trade, and E. H. Walcott, secretary of the Boston Merchants' Association.

The first business session will be held Thursday afternoon, March 1, and will be followed by a supper and theatre party. Friday will be devoted to business matters, followed in the evening by the annual ladies' night banquet.

President Bogardus of the National Association has sent out an address to the New England Hardware Dealers' Association, which has been sent broadcast over New England to every retail Hardware dealer, in which he explains the aim of the national association in the following words:

"What are the ends we hope to accomplish? To ease the bitter competition we have to contend with; to teach men better ways of doing business, and to instill an enthusiasm for the calling we have chosen that will make us successful as business men; to have a success measured by honest effort and fair dealing; to rebuke the hot race for wealth as an end of life, and to help men to understand that wealth gotten in ways that are not open to the scrutiny of the public, is wealth that brings a curse rather than a blessing.

"The bitter competition we have is not bitter because it is competition, but because it is unfair. In this, that by buying large quantities of staple goods and offering them at others' cost, or less, an impression is sought to be made that the rergular dealer in Hardware is a robber, and is not worthy of the confidence of the consuming public. To make and to establish the principle that the giving of special prices is favoritism and that favoritsism is graft that only whets the appetite for greater graft and will bring ultimate ruin to those who indulge in the practice. These are some of the things we are working for and hope to accomplish."

AMERICAN SCREW COMPANY.

The annual meeting of the stockholders of the American Screw Co. was held on the 13th inst., at the office of the company, with a large majority of the stock represented. The 46th annual report of the president and board of directors was presented by the president, Col. Samuel M. Nicholson, and the annual financial report by the treasurer, George W. Thurston, both showing a prosperous condition of the company's affairs, and being received with evident satisfaction by the meeting, which was entirely harmonious.

The old board of directors, consisting of Charles B. Humphrey, Charles Alexander, George H. Robinson, George L. Shepley, Samuel M. Nicholson, Marsden J. Perry and Arthur H. Watson, were re-elected for the ensuing year.

At a meeting of the directors, held immediately upon the adjournment of the stockholders' meeting, the following officers were appointed: President, Samuel M. Nicholson; vice-president, Marsden J. Perry; treasurer, George W. Thurston; secretary, William A. Cranston; superintendent, Benjamin Thurston; agent, James A. Nealey; sales agent, William G. Smythe.

SARGENT'S STEEL SQUARES.

Sargent & Company, 149 Leonard Street, New York, are distributing to the trade a placard for dealers to hang prominently in their store, certifying to the fact that they sell Sargent's Steel Squares, and calling attention to those having the Rafter Table upon it in this manner: "Put your finger right on it! No figuring is required with Sargent's Rafter Table; the measure of the Rafter for anyone of seven pitches of roof is all on the Square. Sargent's Standard Steel Squares are used and recommended by the best mechanics. Made with other tables and labor-saving scales. In Royal Copper, Blued, Nickel Plated and other durable finishes. Fully warranted. Sold by dealers in Hardware. We have them, they are all right."

A NEW CHECKING PENCIL FOR THE DEALER.

The National Checking Pencil Co., 723 Monroe Street, Brooklyn, N. Y., is making a checking pencil in all colors suitable for a variety of purposes. It is made of the best materials, that are unaffected by climatic changes, and is adaptable for indelibly marking packages or any glass, leather or wooden surfaces. They are placed on the market so as to be sold at a moderate price and allow the dealer a good profit. Send for sample.

WELL DEFINED RECORDS FOR ACCURACY.

At the National Tournament of the .22 Caliber Rifle Indoor League recently held at Grand Rapids, Mich., the Stevens and Stevens-Pope Rifles won first, second and third prize of each event. This is certainly a most remarkable tribute to the unvarying superiority of Stevens Target Rifles and proves conclusively that a crack marksman equipped with our well-known make is an invincible factor in a Competitive Shoot.

Stevens Rifle Telescopes were used in the various Championship Matches alluded to and materially contributed to the Record Target Scores.

Stevens Rifles hold more records for Accuracy than all other makes combined—the results of the Grand Rapids Shoot are the latest links in the long chain of Stevens successes.

Mr. W. A. Tewes broke the world's record at above mentioned Tournament, scoring 2481 points out of a possible 2500. Mr. Tewes was equipped with a No. 52 Stevens Ideal Target Rifle. Other notable scores in the Championship Match were obtained by L. P. Ittel, who used a Stevens-Pope, and secured 2453 points; F. C. Ross, equipped with Stevens No. 52 Ideal Rifle, won 2452 points; A. J. Huebner, using a Stevens-Pope, scored 2446 points; A A. Stillman, equipped with Stevens-Pope, obtained 2443 points.

HOW TO FIGURE LEVERAGE.

The Avery Stamping Company, of Cleveland, Ohio, well-known makers of shovels, spades and scoops, also seamless steel cooking ware, have prepared a leaflet giving an easy method for determining the leverage powers of any type of shovels. The principle of having the centre of gravity as near as possible to the load to be lifted is applied with such good results to their patented plainback shovels, that it is claimed that 40 per cent less pressure is necessary to balance a load, which requires less exertion on the part of the laborer, who can thus do that much more work in the same length of time. A copy of "How to Figure Leverage" will be sent free to readers of HARDWARE.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2.50

CHICAGO - - - - - 1164 Monadnock Block
C. H. GREENE, Representative

DETROIT, - - - - - 61 West Congress St.
G. T. NEWKIRK, Representative

L. E. MACINTYRE, - - - President.
A. P. MITCHELL, - - - - - Secretary and Treasurer

HENRY HOPKINS, - - - Editor.
J. W. PENTZ, - - - - - Advertising Manager.

FEBRUARY 25, 1906

Editorial Trade Review

This month, as far as the retailers are concerned, is pretty well devoted to Conventions and Convention purposes. The many associations and their progressive members, doing the best they know how, in getting better acquainted with their competitors, studying their fine points and becoming familiar with their several hobbies. They may expose their own weaknesses, perhaps, in an endeavor to so regulate the Hardware business that there will be plenty of it to occupy the spare hours of the remainder of the year, turning down the Catalogue Houses whenever they get a chance, and knowing where to put the profit themselves. Schemes for benefiting the trade in every particular will be largely promoted by the hard-working delegates, who will start for their homes refreshed in every respect by the few days' outing. These meetings take a man out of the rut he may have been in for years and broaden his views, increase his ability and make him more thoroughly enjoy his vocation.

There is a large amount of goods being placed along trade channels, and will soon find their way among a body of hungry consumers. All the reports say one thing, and that is, business is opening in a way that makes comparison with anything that has gone before decidedly flattering to the present. With the constant erection of new warehouses in the trade, larger and more commodious than ever; branch houses being added to the facilities of other far reaching plants, the fame of larger houses spreading in every conceivable direction, and every step adding to sales which are already huge; the Hardware Trade can truly be referred to as enjoying a harvest that is unexcelled as to present results, and hopeful as to the possibilities of the dawning future.

Advances in price of leading goods are not so prevalent as was formerly the case, and cause but little surprise when brought to the attention of the trade, now, that the trade has become used to the trend of all prices in an upward direction. The slump in the prices of Axes that have been too high in price because the combined manufacturers held them there. There is a recent decline in Ingot Copper, a metal that has had advancing tendencies for some time, and will no doubt effect the general market a little later on when the trend in prices becames a settled fact.

Goods are now being demanded for early Spring by every one who has orders out for specified delivery. Every one wants them on time, which will be none too soon if the temperature keeps up, and makes a grade of weather they can be sure of for a month ahead. The railroads even now are crowded with the movements of freight, and the immense amount of traffic that is moving along in every direction would astonish a man if he studied the statistics.

Builders' Hardware will be one of the branches of the Hardware Trade that will feel the direct effect of advancing conditions, on March 1st, when an advance of 10 per cent. is announced to take place. Wire Cloth and Poultry netting which have been disposed of by the Jobber without the profit they should bear, are likely to take a start upward, as fears are entertained that the available supply is all booked of the production of the looms. Dealers who are wise should be among the favored few who are booked for the future. Screen doors and windows have been hanging fire somewhat until the trade is used to the new prices are now being bought more freely, and as many manufacturers will not be heard from this season owing to their being out of business, it behooves the dealer to get his share of the goods that are made. In respect to leading staples, it would scarcely surprise one if there is another advance on wire products shortly.

THE WEAK MAN ON THE JOB.

He is always there, in some measure; the less he measures in weakness the more he is worth to you. But whatever the degree, don't make him weaker by letting all the errors and deficiences about the place be saddled upon him. He will be to blame for enough; don't blame him for the rest. It is the weak man more than any other who needs the help and encouragement. Some one has got to be the weakest man and the tendency too often is to crowd him down and make him weaker. The chances are he hasn't enough self-confidence to start with; if so he certainly will not be improved by being made the butt of all the fault-finding, all the ridicule, and all the unpleasantness there is about the place. That is just what is happening though on every hand. If the "boss" is short of temper he uses up what he has left upon the weak man. If some dapper clerk has a particularly mean jest to crack he doesn't put it against the head book-keeper or the quick-witted salesman who would make him wish he hadn't thought of it; he brings it down upon the weak man, who is always safe. If something disagreeable in a physical way has to be done the weak man is nearly always called upon to do it. It isn't fair and it's cowardly; and further than that, it doesn't pay. If the man is really hopeless discharge him and be done with it; but if he stays give him a chance. If his weakness is mainly due to inexperience, as it probably is, a little help will probably make him strong and as valuable as the rest.

BE THE MAN OUTSIDE.

Try and place yourself occasionally in the position of the man outside. Would your own advertisements really appeal to you if you were him? Do they tell enough about the goods offered? Do they tell what you most want to know about them if you knew nothing about them at the start? Or would you be interested if you knew nothing about them to begin with? The talk your favorite commercial man gave you is about what you ought to give your customer though perhaps in a less technical form. A commercial man is a pretty good sort of fellow to study. He knows the art of selling goods and besides, when talking with him, you are the man outside. How does he manage to gather you in?

Then how about the appearance of your store? Would it seem inviting and up-to-date to you if it belonged to some one in whom you hadn't any interest? Does it look as if the goods were new or that there is a fair prospect of getting what you are after? If it is full of loafers doesn't it impress you at the door that there is no immediate chance of getting waited on? A good many men are in a hurry in a Hardware store. Some are never in a hurry but those are the sort of men that never buy.

There is a great deal for the real born merchant to learn about himself by going out of his shop, figuratively speaking, and looking into it as an entire stranger. Lots of little faults that don't disturb him now he has gotton used to them will floor the fellow who has not. Just try it once. Imagine yourself in your most despised enemy's establishment for a few minutes and see how you could cut loose on him.

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A MOTTO FOR CLERKS.

Many a man limps needlessly through life because he does not know his own deformity and no one is kind enough to tell him. It may take diplomacy to do so without giving offence or wounding his feelings but diplomacy is one of the very qualities a good employer ought to have and just a suggestion from the man behind the pocket-book, spoken in a kindly spirit, will be heeded where the words of another would only cause resentment.

Often some simple motto that applies to his particular defect can be quietly handed an employe whose efficiency is impaired by some mannerism or trait, with a few pointed but friendly words and the suggestion that the motto be kept where it can be seen occasionally. That gives the impression that a correction is really desired and that the idea is not merely a passing impulse of a fault-finding moment; the prepared slip of paper shows that it is a premeditated suggestion and adds weight to the request.

THE NECESSARY QUALIFICATIONS.

An enumeration of the good or bad qualifications that are needed to form the good or bad merchant can always be looked for in the experience of the Hardwareman. His views in regard to formation of such a character are always to be had when called for, and grounded as they are on the observation of a student of human nature may safely be relied upon as being nearly correct. The following is the result of one merchant's "summing up," and is respectfully submitted.

A GOOD MERCHANT.

One who pays his bills promptly.
One who keeps up his assortment.
One who buys new desirable goods, as presented by salesmen and then shows them to his trade.
One who carries the best qualities and recommends them to his trade.
One who keeps his store neat and clean.
One who is attentive to his customers.
One who collects his bills.

A POOR MERCHANT.

One who does not pay his bills promptly.
One who buys from everybody, and anything, and has no standard of quality.
One who, when he buys new goods, does not show them up.
One who buys more than three months' stock at one purchase.
One who allows loafing around his store.
One who does not answer correspondence. Every letter should be read and answered if necessary.
One who, when he gets accommodation from his jobber, does not appreciate it.
One who, when making a sale on time, does not have a distinct understanding when the payment shall be made.
One who dares not ask money from those who owe him when past due.
One who allows dust and dirt to accumulate on his stock and windows.
One who neglects to keep goods nicely arranged in his show window, with prices attached.
One who continually neglects his business to go hunting and fishing.
One who does not go to bed early and get up early.

HARDWARE CONVENTIONS.

THAT WILL BE HELD IN FEBRUARY AND MARCH.

CONNECTICUT RETAIL HARDWARE ASSOCIATION:
President, Chas. G. Agard, Torrington.
First Vice-President, George A. Bassett, New Haven.
Second Vice-President, Irving C. Treat, Hartford.
Treasurer, Lewis B. Crosby, New London.
Secretary, James De F. Phelps, Windsor Locks.
Annual meeting oa New Haven, February 27 and 28.

OHIO HARDWARE ASSOCIATION:
President, John F. Baker, Dayton.
Vice-President, C. S. Johnson, Barberton.
Financial Secretary, A. L. Shearer, Dayton.
Treasurer, L. F. Stahler, Waverly.
Corresponding Secretary, Frank A. Bare, Mansfield.
Annual meeting at Canton, February 27 and 28 and March 1; headquarters and exhibits at Auditorium Building.

MINNESOTA RETAIL HARDWARE ASSOCIATION:
President, A. T. Stebbins, Rochester.
Vice-President, George M. Evanson, St. Peter.
Treasurer, G. F. Duerre, Plain View.
Secretary, M. S. Matthews, Boston Block, Minneapolis.
Annual meeting at Minneapolis, February 28 and March 1 and 2.

NEW ENGLAND RETAIL HARDWARE ASSOCIATION:
President, J. B. Hunter, Boston.
Secretary, F. Alexander Chandler, 36 Federal street, Boston.
Annual meeting at Boston, March 1 and 2.
Headquarters and Exhibits at Hotel Vendome.

CALIFORNIA STATE RETAIL HARDWARE ASSOCIATION:
President, H. C. Bennett, San Francisco.
Secretary, Henry Gracey, 235 Powell street, San Francisco.
Annual meetingg at San Francisco, March 14 15 and 16.

NATIONAL RETAIL HARDWARE ASSOCIATION:
President, W. P. Bogardus, Mount Vernon, Ohio.
Secretary, M. L. Corey, Argos, Ind.
Annual meeting at Chicago, March 20, 21 and 22.

LEGAL CORRESPONDENCE

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

SALE OF GOODS—STATUTE OF FRAUDS.

QUESTION.—A customer gave us a verbal order for three cases of goods. The goods to be delivered subject to examination. There was no written contract drawn. We sent the goods ordered to his store and after keeping them a few days, he told us they were unsatisfactory and returned them saying he would not accept them. He has not paid anything on account of the goods. They were perfectly right in every way and there was no reason why he should not be satisfied with them. Can we make him take them?

REPLY.—You cannot, because of the statute of frauds. That statute provides that no contract for the sale of goods of $50 or upwards (in come jurisdictions the amount is less) shall be enforced, unless there is a memorandum drawn and signed by the party to be charged, or the buyer accepts and receives the goods or pays something by way of part payment. Here there was no written agreement and no part payment. The receipt of the goods "subject to examination" does not comply with the statute. There must also have been an actual acceptance. When goods are sold subject to examination and there is no part payment and no written contract, the rule of the law is as follows: "So long as the buyer can without self contradiction declare that the goods are not to be taken in fulfillment of the contract, he does not accept them. And it is immaterial whether his refusal to take the goods is reasonable or not. If he refuses, assigning grounds, false or frivolous or assigning no reasons at all, it is still clear that he does not accept them, and the question is not whether he ought to accept them, but whether he *has* accepted them." Under this rule it is plain that you cannot compel your customer to take the goods.

JUDGMENT—DISCHARGE IN BANKRUPTCY.

QUESTION.—We had a judgment against a customer for $100 for goods sold him. The judgment was not collected and several years later our customer went through bankruptcy and was discharged. We had no notice or knowledge that this man was adjudged a bankrupt and had no notice to prove our claim. The schedules filed show that our residence was given as unknown. Did the discharge in bankruptcy affect our judgment?

REPLY.—No. It is clear that where no notice or knowledge of the filing of the petition or of the adjudication in bankruptcy has been received by a creditor, that he has no notice to prove his claim or of the application for the discharge of the bankrupt and where the schedule gives his residence as unknown, although it might be ascertained by ordinary diligence, the judgment is not affected by the bankruptcy. The discharge in general may be valid, but it does not extend to this particular claim.

PARTNERSHIP—LIABILITY OF INCOMING PARTNER.

QUESTION.—Can an incoming partner be held liable for the debts of the old firm contracted before he became a partner?

REPLY.—An incoming partner is not as, of course, liable for the debts of the firm, whether he succeeds an outgoing partner by purchase or whether upon the death of one partner he joins with the survivors in carrying on the business. He may become liable by agreement, if for a valid consideration he agrees to assume the debts of the former firm, but is not liable in the absence of such an expressed agreement.

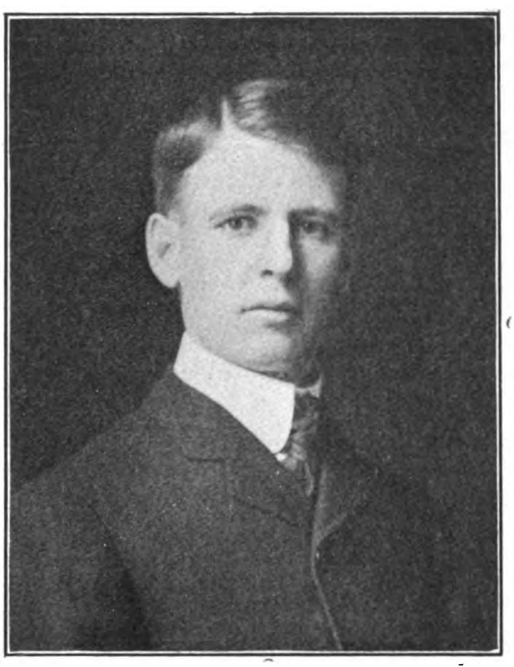
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IOWA RETAIL HARDWARE ASSOCIATION

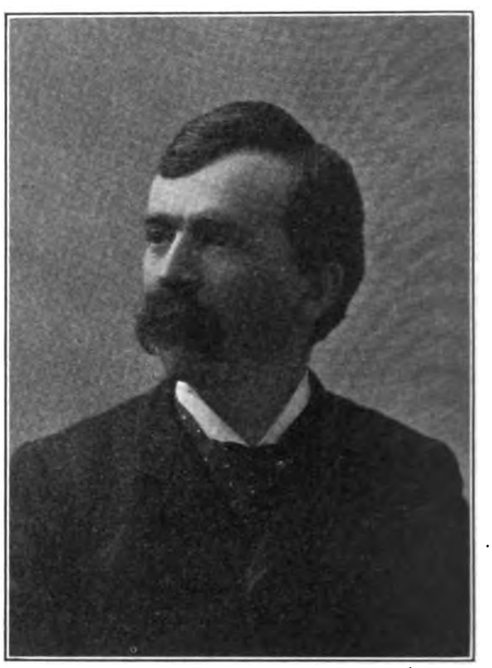
The Eighth Annual Convention of the Iowa Retail Hardware Association was held at Des Moines February 14, 15 and 16. The attendance was quite large and was representative of the entire State, there being not far from 400 retail merchants present. Arrangements for the accommodation of visitors was easily made, Des Moines being fortunately situated in having a large number of good hotels. As usual, the Savery Hotel was made headquarters, but the Chamberlin, the Kirkwood, and other hostleries were filled to the limit with Hardware men.

For the first time the manufacturers' exhibits were installed in a building where the sessions were held under the same roof. A rule was established that all exhibits must be closed during the sessions of the convention, and while this might have been more closely adhered to, all the meetings were well attended.

The Thursday morning session was attended by upwards of 300 delegates and was an especially notable meeting, being attended by President Wright of the National Hardware Association. President Bogardus of the National Retail Hardware Association and F. E. Cutler of the Cutler Hardware Company, Waterloo, Iowa, President of the Iowa Jobbers' Hardware Association.



H. S. VINCENT, PRESIDENT.



A. R. SALE, SECRETARY.

The Annual Address of President Vincent was delivered at this time as was the report of Secretary Sale, also report of the Insurance Association, delivered by L. Lindenberg, its vice-president.

Following came the address of President Bogardus, who took for his subject "Legitimacy."

The American Hardware Manufacturers' Association was represented at the Convention by Vice-President C. W. Asbury of the Enterprise Mfg. Co., of Philadelphia, who, in a brief address, assured the retailers that the manufacturers were with them on any question bearing upon the Hardware trade. "The manufacturer," he said, "appreciates that the retailer is the ultimate distributor of the product, but by force of circumstances they have not been in as close touch with each other as is manifestly desirable." He urged that fairness, frankness, confidence and square dealing offer the best means of correcting any existing evils and declared the belief that his association and the various retail organizations should make common cause.

"Manufacturers, jobbers and retailers," he said, "are all in the same boat. They are absolutely interdependent for neither can get out of the woods."

The National Hardware Association was represented by its President, W. S. Wright of the Wright & Wilhelmy Company, Omaha. Mr. Wright delivered a very suggestive address on Thursday afternoon in which he humorously referred to his business dealings with Iowa merchants, and proceeded to discuss the work of the Joint Catalogue House Committee.

A stereopticon lecture by the Joint Committee was delivered by S. R. Miles of Mason City and comprised the views and arguments with which the trade is now familiar. Mr. Miles also discussed the Parcels Post campaign and recommended that all members use their influence with their congressmen to prevent legislation favorable to Parcels Post and to further the cause of one-cent letter postage.

SCHOOL OF PRACTICAL SALESMANSHIP.

This department of the programme, which partook of the nature of a question box, was scattered throughout the sessions. The following papers were prepared with a view to delivering them under its auspices.

Stoves, by C. F. Schmidt, Marshalltown.
Furnaces, by J. F. Doty, West Liberty.
Hay Tools, by C. E. Haas, LeMars.
Paints, by S. R. Miles, Mason City.
Builders' Hardware, by H. S. Vincent, Fort Dodge.
Field Fence, by L. C. Abbott, Marshalltown.

General discussion followed the reading of the papers and methods and ideas of great practical value were suggested and in some cases fully described.

An illustrated lecture on "Advertisement" was delivered by Professor Conway MacMillan of the National School of Salesmanship, Indianapolis,

The question box proper was under the leadership of W. M. Orcutt, Sioux City.

The following Convention Committees were announced by President Vincent:

CONVENTION COMMITTEES.

The following convention committees were announced by President Vincent:

RESOLUTIONS: S. R. Miles, Mason City; E. C. Moore, Waverly; L. H. Kurtz, Des Moines.

NOMINATIONS: W. H. Millard, Cherokee; J. J. Sobolik, Cresco; P. C. De Vol, Council Bluffs.

AUDITING: L. A. Gnam, Carroll; Charles Griebeling, Newton; L. R. Bailey, Mason City.

PRESS: L. Lindenberg, Dubuque; H. S. Rayburn, Newton; R. J. Breckenridge, Brooklyn.

OFFICERS FOR 1906.

The following officers and directors were elected for the ensuing year:

PRESIDENT, H. S. Vincent, Fort Dodge.

VICE-PRESIDENT, C. E. Haas, LeMars.

SECRETARY-TREASURER, A. R. Sale, Mason City.

DIRECTORS: First District, E. C. Barbour, Fort Madison; Second District, J. F. Doty, West Liberty; Third District, E. C. Moore, Waverly; Fourth District, F. R. Currie, Mason City; Fifth District, L. C. Abbott, Marshalltown; Sixth District, George Haw, Jr., Ottumwa; Seventh District, L. C. Clifford, Des Moines; Eighth District, F. P. Bolinger, Afton; Ninth District, Charles Swaine, Council Bluffs.

THURSDAY EVENING

was devoted to a smoker, which was intended to be a very interesting and pleasurable affair for all who attended the Convention. The Des Moines Hardware Club, however, prepared a most enjoyable complimentary entertainment, including a buffet lunch as well as the smoker, which was held at the Elks Club House. The affair was in charge of a representative committee; the music was furnished by a local orchestra and the programme included athletic contests, moving pictures and acts from local vaudeville theatres.

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PRESIDENT'S ANNUAL ADDRESS.

From President H. S. Vincent's interesting address we make the following extracts.

Our association has grown from the group of dealers who met in Council Bluffs in 1898 to 500 paid members at the present time. This number includes no dead timber of any kind, but means 500 live, full-paid members. I think the association should be congratulated upon this membership of the best and most up-to-date Hardware dealers in Iowa.

We are here with the idea of getting practical benefits from the exchange of ideas and seeing how the "other fellow" carries on his business, and I hope that each and every one of you will be able to take some ideas home that will

DO YOU GOOD IN A PRACTICAL WAY

and aid you in conducting your business. We are here to help each other and the only way this can be done is by becoming acquainted and exchanging ideas and methods of doing business. Get busy; get acquainted. Don't wait for an introduction. Any man you meet with a key on I will guarantee is all right, and he may have the very idea that you want to apply to your business if you only ask for it.

In the last issues of the catalogues that we all should have on our desks you can see some of the fruits of the National Associatoin work. Many of the standard goods that used to be quoted there are

CONSPICUOUS BY THEIR ABSENCE.

All is due to the efforts of the National Association and the Joint Committee. I take this opportunity of endorsing the Joint Committee in their very able work, and believe that I voice the sentiments of every member of this association in doing so.

You have heard criticisms of the plan of having the exhibits in the hotels, and likely you have criticisms to make on this plan as it is before you to-day. We would be glad to hear from any one who has any suggestions to make, and hope the critic will have something better to offer, for I assure you that the working out of this idea of having the

CONVENTION AND THE EXHIBITS UNDER ONE ROOF

has given your Executive Committee and officers and directors of the association more trouble and made more work than anything that has been undertaken by the association since I have been identified with its work.

We have been informed, much to our surprise and regret, that there are

SOME HARDWARE DEALERS WHO ATTEND THESE CONVENTIONS

and share in the benefits of the association who fail to affiliate with us, and thus deprive the association of the strength of their names and influence. I hope that no criticisms of this nature will be made at our 1906 convention, but that every Hardwareman present will do his full duty and leave his name and membership with our secretary before leaving the convention rooms.

I can see no reason why our association should not continue in its march of progress. I think we have the best association in the National body, and its continued growth and prosperity rest entirely with the Hardware dealers of Iowa. The association has received

CONSTANT AND LOYAL SUPPORT

from all its members, and the continuation of this spirit will keep us in the van of State associations, and thus demonstrate again that "In all that's good, Iowa affords the best."

RESOLUTIONS.

A number of resolutions were prepared by a committee appointed for that purpose, which were adopted by the unanimous vote of the Convention.

SECRETARY'S REPORT.

The following extracts are taken from the Annual Report of Secretary-Treasurer A. R. Sale. of Mason City.

It is very evident from the general correspondence and interviews with people in the field that Iowa Hardware people are becoming fully convinced that the Hardware Association is not only an annual convention, but that it is a living, growing force, embodying the abilities and business interests of 500 up-to-date Hardware merchants. More than this, they are beginning to realize that its great ally, theNational Retail Hardware Association, with its *Bulletin* and Joint Committee,

IS WIELDING AN INFLUENCE

never before equaled in any commercial organization.

It is true that there are those who are throwing rocks and clubs, but we all remember the old saying about the best apple tree being located by its accumulation of clubs and rocks. When a force like our twenty-three retail Hardware organizations begins to focus and move, there is bound to be some hard grinding and squealing somewhere. But to return to the details of the work of our own organization.

Last year we reported a total of 449 members upon our rolls up to the convention date. Many of these names, however, were those carried along delinquent, with the expectation that they would attend our meeting and renew their allegiance to the organization. After the convention, however, a series of communications was opened up, including bills for dues and a notice of sight draft fr same if not paid by a certain date. All of

THESE COMMUNICATIONS BROUGHT GOOD RESULTS,

many not responding, however, until drafts were forwarded. The final result of this campaign was the dropping out of 137 names for delinquency, removal and out of business. This left the net membership 449 less 137, or 312. To this has been added during the year and up to the date of this writing new names, making a total of 480 paid members. If we add 125 new members at this session and include all who have paid up to 1906, we shall have the largest number of paid memberships in the whole list of Hardware organizations.

The making of a larger and more presentable souvenir programme, which was decided upon by your committee, is a new departure for Iowa, and one which we hope meets the approval of the membership. It certainly

APPEALS TO THE ADVERTISING PUBLIC

who have things to say to you in its pages, as you may see by their liberal patronage.

Some of the trade press people are saying unkind things about the programme advertising, but it is a fair proposition to say that these lamentations are only another case of "sour grapes." Take the case home to yourselves. You get the programme, you get the trade papers. In which publication did you do the most advertisement reading? The

REAL TEST OF THE VALUE OF AN ADVERTISEMENT

is the amount of attention it secures. This feature of our work has netted the association treasury a handsome profit.

Our exhibit feature is, of course, an experiment, but is one being tried in Ohio, Wisconsin, Illinois and Indiana this year, and

IS CAPABLE OF A VERY FINE DEVELOPMENT.

Your committee were practically compelled to undertake the work on account of the crowded condition of the hotels during the session of the Legislature. But they were seriously handicapped by the lack of a suitable building for the purpose. Des Moines promises to be ready by another year with something worthy of our central convention city, so that at the next annual meeting we shall hope to have an exhibit housed and displayed in a way worthy of the people who make it, the people who come to see it and the great branch of commercial interests that it represents. We predict that, in spite of the many obstacles that have been met in our first attempt and the necessarily crude presentation in our poorly-housed exhibit of this year, that this feature of the annual convention will grow and develop until it becomes a great educational and trade exposition, bringing the factories and jobbing houses of the country to our own doors.

TREASURER'S REPORT.

Mr. Sale's Report as Treasurer showed receipts for the year of $3,747.43, and disbursements of $2,182.74, leaving a balance on hand of $1,564.69.

THE CANTON CONVENTION.

From all outward signs at the present time the convention of the Ohio Hardware Association, especially in the way of the Manufacturers' Exhibits, will prove to be of larger proportions than they had reason to expect. The committee arranged for additional space, but with all that have been unable to supply the demand. A great many manufacturers and jobbers have applied, but could not be accommodated. The Hardware merchants over the State approve of having the Military Band. This feature will also add to the life and enthusiasm of the occasion. According to information already on file in the secretary's office, the attendance will be larger than any previous convention. We feel very certain that we are correct when we say that there will be assembled at the Canton Convention the largest number of Hardware merchants ever gathered together in that State. Holman's lecture on "Hardware Salesmanship" is bringing out favorable comment. A great many traveling men as well as merchants have signified their intention of hearing this lecture. They expect to have at the Banquet speakers enjoying a national reputation. No pleasanter affair than the theatre party laid out for one evening of the festivities, could possibly be imagined.

HERMAN BOKER & CO.'S NEW CATALOGUE.

Herman Boker & Co., 101 and 103 Duane St., New York. N. Y., have recently published an illustrated catalogue of 250 pages, a copy of which they have forwarded to us. The book is an exceptionally fine production measuring 11 by 8 inches, and is cloth bound. The first four pages of the catalogue are devoted to full-page views of the company's New York Offices and their manufacturing plants at Solingen, Germany, and Newark, N. J., while the three following pages contain lists of the names of the various concerns for which they are sole representatives. The Company manufactures and imports American, English, German and French Cutlery and Hardware, and among the newer goods shown in the catalogue are examples of electric welded bright coil and halter Chain, both straight and twisted links, which they handle exclusively. Important lines are their American Toilet, Horse, Fetlock and Dog Clippers, and an extensive line of Hardware, Cutlery, etc., are shown, most of which are manufactured by themselves, and some of which, both foreign and domestic, they handle exclusively. A very complete line of "Gibford's" Razor Strops is shown, and descriptions and illustrations are also given of the "Lenawee" Razor Strops. They state they stock a very complete line of Electrotypes illustrating goods of their manufacture and will be pleased to furnish Electrotypes to their customers, for catalogue or advertising purposes.

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WISCONSIN RETAIL HARDWARE ASSOCIATION

The Tenth Annual Convention of the Wisconsin Retail Hardware Association was held at the West Side Turn Hall, Milwaukee, February 7 and 8. Of the 525 members which now compose the Association there were present over 450; 75 new members were added to the list during the session. A large number of manufacturers and jobbers had fine displays of goods at the Hall where the convention was held and in the Republican House, the headquarters of the Convention.

The report of the Mutual Fire Insurance Company was most gratifying and Secretary C. A. Peck informed the policy holders that they will receive return premiums this year amounting to 33 1-3% of their policy.

This company has only been writing business for nineteen months and already foots up more than $1,145,000 insurance. It has paid more than $4,000 in losses and shows a gain of between 60 and 70 % above losses and expenses. The return premiums last year to policy holders amounted to $1,200 and from 1906 it is estimated to approximate $3,500. Due to the careful and prudent management of Secretary-Treasurer C. A. Peck, the financial conditions of the Association are in a flourishing condition. On January 28, this year, the balance on hand was $1,986.96; even the handsome souvenir programme netted a profit of $542.

ADDRESS OF MR. FERNLEY.

T. J. Fernley, Secretary of the National Hardware Association, being obliged to leave the city to attend another convention, President R. M. Burtis of Oshkosh called upon him to address the convention before leaving. He said in part:

I have watched, as secretary of the National Hardware Association, which is composed of 185 of the leading jobbers of the country, the growth of this retail Hardware movement with a great deal of interest. The National Hardware Association was formed in 1894. At that time there was no movement of this kind among the retail trade, and we recognized that a great deal of the loss of energy on the part of our association was due to the fact that there was no way in which we could secure the co-operation of the retail merchants of the country.

The facts are that those who produce goods—our manufacturing friends—can be more quickly influenced by the retail men of the country than by our jobbing friends, first, because you are in a position to influence the user of the goods. We are not. A consumer who comes to your store for a given article can be induced to purchase some other article, or of similar make; the jobber has no such opportunity. The manufacturer realizes that the jobber is powerless to correct him when he transgresses what we generally look upon as proper trade ethics; so, I say, from the standpoint of the jobbers' association we have watched the growth of these retail associations with a great deal of interest and we have done what we could to foster this movement.

Referring to the work of the wholesale and retail Hardware Joint Committee on the catalogue house question, Mr. Fernley said:

We are having great success. We need, however, to a greater extent the co-operation of the retail merchants of the country. We feel that they should more frequently enter complaint where they find manufacturers quote prices to the mail order houses which interfere with the profit of the legitimate retail merchant.

Mr. Fernley also referred to the parcels post propositions which are now before Congress, pointing out the disastrous effect upon the retail merchants' business which would follow their adoption.

President Ralph M. Burtis of Oshkosh then presented

THE PRESIDENT'S ANNUAL ADDRESS.

Gentlemen of the Convention:

It affords me great pleasure to stand before such a body of representative business men this morning, and I am proud to be a member of the Wisconsin Hardware Dealers' Association.

I think we may all be proud that we are Hardwaremen, for I believe there is no business that places a man in a better position to become a leader in his community in all things that make for manliness and strength of character than the Hardware business. There seems to be something in the fact that the Hardwareman has to do with things of iron and other weighty metals that gives many of our members

STRENGTH AND COURAGE TO TACKLE THE HARD PROBLEMS

that confront every community, and we can see all over the country notable examples of Hardwaremen filling places of honor and respect.

Hardwaremen can do much alone, but when they are united in any common cause the possibilities before them are great enough to cause any one to pause and reflect.

We are not banded together that we may take advantage of any one, or any class, but that we may protect our own interests, and the interests of the community of which we are a part; that we may learn how to better serve our friends and neighbors, and that we may have their full confidence and esteem, so that while they give us their business, which is so essential to our existence, we may give them service that more than repays them for their patronage.



EX-PRESIDENT, RALPH M. BURTIS.

Each one of us has his own work to do to gain and retain the confidence of his townsmen. We must ever be on the watch to guard against those who would by oily persuasion plant the seeds of mistrust in the minds of our neighbors so that they may reap the benefits of our downfall. Let each of us treat our customer as our friend, and should he be tempted away from trading with us let us reason with him as man to man. If he is quoted lower prices let us be able to show him where

THERE IS A DIFFERENCE IN QUALITY

in articles which may be described the same. If the articles are the same, let us meet the price, and keep meeting it, till price does not enter into the question. If we do not carry the goods, let us be willing and ready to get them; do not force our friends away from us and compel them to send to others for what we should furnish them. Let us carry goods of quality, for a reputation built upon this is the permanent kind, then with honesty as our guiding star and the fact that we are the men on the ground, in our favor, we have advantages that give us a long lead in the race.

The old times have gone by when a Hardware store can thrive with dirt, dust and cobwebs over everything, and when the windows can be left without a bath for months, and a band of loafers are allowed to sit around and whittle and spit till no self-respecting woman will care to enter if there is any other way to obtain that which she needs.

THE HARDWAREMAN MUST BE A MERCHANT.

Let him be constantly on the lookout for profitable side lines which will brighten up his stock. Let him fill his clean show windows with attractive goods and new articles to catch the eye of the buyer. Have the clerks learn that they must not be merely order-takers, but that they must be salesmen; and in this way can the Hardwareman retain his own, and not only hold what he has, but add to his prestige year by year.

It is a great help to us as individuals to know that we are not alone in the battle. That working with us are thousands of friends in our own line, in our and other States. Back of them is the National Association, back of them comes the jobbers and manufacturers associations, and back of all these are our trade

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journals which are exerting a powerful influence, surely a grand aggregation of influences to speed our work along.

There is one point which I would like to bring out so strongly that should you forget all else that you hear at this convention, this one word would stay with you every day of the year to come; this word is "loyalty."

WE MUST BE LOYAL TO THE PRINCIPLES OF OUR ASSOCIATION,

and when we take a point up and decide on a course of action we must work shoulder to shoulder as one man. We all know what good results will come of this; let us never forget to live up to our convictions.

Let us be loyal to our association and talk its good points to our neighbors and try our best to enroll every Hardwareman in Wisconsin with us before the close of 1906. And right here I want to tell you something which most of you know, that we have the most energetic, untiring and enthusiastic secretary that any association can boast. He has worked for our interests all the time and when you hear his report you will see that his work has counted.

Our programme this year shows that we have made progress in this line as well as others, and I wish to ask for our advertisers your kindest consideration. Remember them with orders when you can for they are the ones who give us the opportunity to be members of this association with dues at $2.00 a year.



EMIL TEITGEN, PRESIDENT.

You will all be pleased to see the

WONDERFUL GROWTH OF OUR INSURANCE COMPANY,

and to know that it has passed the experimental stage and is now firm and strong, and you can all use it to the fullest extent without a question of doubt but that your interest will be taken care of as well as in any company, and at a great reduction in cost.

I hope that this meeting will pass resolutions in regard to the postal legislation which is fast becoming a serious problem, and after the resolutions are passed I trust each member will feel it his personal duty to see that his representatives are well informed as to the position we take.

And now in closing, I want to urge upon you all to become better acquainted. This is one great thing that our association has done for us all; we have mingled with our competitors and found that after all there were some good points that we had not discovered while we were so busy trying to secure all the orders in our community.

I will now leave the meeting in your hands, and feel sure that you will make this convention the greatest one we have ever had.

Secretary-Treasurer C. A. Peck, of Berlin, then presented his report, of which we give a summary as follows:

SECRETARY PECK'S ANNUAL REPORT.

The summary of the Secretary's report was "That looking back but a few years when only forty met in Milwaukee to organize a State Hardware Association, and then to-day with 531 members, we ought to feel that we have not labored in vain."

The results accomplished should satisfy every one, and while there is much yet to do, we ought to feel especially gratified with what has been accomplished. The sympathy of interests that to-day exists between not only the jobbers and retailers, but the manufacturers, as well is an omen for good, to all parties concerned.

Our gain during the year has been 130 and I doubt not that that number will amount to 175 before the close of the present session.

WE HAVE NEVER, SINCE THE FIRST YEAR, LACKED FOR FUNDS,

but have always had enough in the "locker" to meet all necessary expenses and carry a little forward for the next year. This has been very largely due to the patronage given by jobbers and manufacturers to our annual programmes, and while it has always been our plan to assure those parties that we did not wish to urge them out of their own best interests, still if they had anything to say to the trade, and felt that we could give them value received we were ready to serve them.

The secretary has made seventeen trips through different parts of the State in the interests of the association and the Fire Insurance Company, and secured 51 new members, with the promise, that many more would attend the present session. Our ridiculous low dues ($2.00 per annum) would hardly keep any dealer out of the ranks from a financial point of view, but indifference, and a feeling of uselessness in

MAKING ANY EFFORT TO CORRECT EXISTING EVILS

has had more to do with the lukewarmness of many than any thing else.

When we close to-morrow night we shall have something over $5,000 in our treasury, and no debts unpaid.

Complaints have been more numerous than in previous years,



C. A. PECK, SECRETARY.

but all have been satisfactorily settled except one now in the hands of the Executive Committee.

I had the pleasure of meeting at Saginaw last August the Michigan State Association and they are prospering finely, even crowding us out of second place in the National Association, but I mistrust we have worked our way back.

The delegates to the National Association at Minneapolis will report at this session and I will only say, in passing it was a most successful meeting.

In September I met a number of secretaries of kindred associations in St. Louis, and at that time was organized an organization to be known as the Affiliated Presidents and Secretaries Commercial and Trade Organizations, and in my opinion,

THEY WILL BE HEARD FROM FOR GOOD

right along the lines we are working in the near future.

I am more than ever convinced of the high grade of business men engaged in the retail Hardware business and can only say that if we keep right on along the lines we have been pursuing we shall see results that will be most satisfactory.

For our motto let us take this: Wisconsin Hardware dealers to the extent of ninety per cent. must be induced to come in with us and we will show them that we can do them good.

Thanking you one and all for the many courtesies shown me during the year past, with a kind word to those traveling men who have always been ready and willing to speak a good word for us, and have done it, I am ready to begin the campaign for another, and I trust a more prosperous year.

Mr. Peck, as Treasurer, reported that the total receipts, including the amount on hand last year, was $3,034.25 and the total expenditures, $1047.29, leaving a balance on hand January 28, 1906, of $1986.86.

More attention than usual was paid to the Question Box. A number of questions were offered by members and delegates for discussion in which, among others, W. P. Bogardus of Mt. Vernon, O., President of the National Association, took part.

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W. P. BOGARDUS' ADDRESS.

W. P. Bogardus delivered an address referring to the National Association of which we give in part as follows:

Already more than 20 State associations have affiliated themselves with the national organization and the growth of the several State associations has indicated that there is a rising interest in the questions that confront us as Hardwaremen and require a solution. Sometimes I think we fail to grasp the fact that there are certain things that hinder our progress that must be removed before we can hope for a solid foundation for our work and a permanent advance in the cause we all have so much at heart.

I think we have gotten by the idea that we are in business to kill off our competitors; that our success depends on the failure of some one else; that competition means war and that

THERE CAN BE NO FRIENDLY RIVALRY;

that salesmanship does not count, and that only the cutting of prices is of any real value in the building up and keeping of trade. I say I think we have gone by the time when the above and kindred arguments have the force they once had.

We recognize the force and value of scientific salesmanship, and we value salesmen who can sell goods at profit; who know the value of the goods they are selling and the reasons why they are best for the customer to purchase; who can impress on the mind of the customer that what he is buying is worth the money he is paying.

WITH THIS IDEAL SALESMANSHIP BEFORE US

to stimulate us and to strive after we have much to do before we can reach as high as we would like to go. In the eager rush for wealth with the underlying idea that those who accumulate the fastest are the ones to pattern by we have lost sight of some very vital principles that are necessary for a successful building up of characters that will make of us men, for the crying need of the present generation is men whose integrity is above suspicion. For a quarter of a century or more there has been gradually creeping into business methods the idea that the end justifies the means and that success is to be measured by results brought about by any means necessary.

These teachers of business methods and business morals have had their day. The opening of the books and the turning on of the sunlight of investigation has awakened the public as it has not been awakened before. And men who have charge of large things are beginning to realize that they are but trustees and that they will have to reckon with the public in their final settlements; that honor comes only through honesty; that true fame comes only by probity; and that integrity of character comes only by right living and right thinking. And as these false teachers are shown up in their true colors as the investigations proceed there comes a time when their places will be taken by other teachers, and it is with us what kind of teachers they shall be.

The most serious question we have to consider is the catalogue house question. Controlled as they are by men who have been taught in the school where might is right,

EVERYTHING IS LEGITIMATE THAT IS NOT INDICTABLE

and where price is the great recommendation for the goods they sell; where advertising is taught, not as a statement of truth, but as a means to catch the unwary. With such competition we have a very difficult question to solve. One hopeful sign is the evident anxiety of the catalogue houses to get further names and the frantic efforts they are making to get the help of the Government. Absurd and unjust as their proposition is, it will have advocates, and it behooves us to be on the alert to block their efforts.

S. R. Miles of Mason City, Iowa, member of the Wholesale and Retail Hardware Joint Committee, then delivered a stereopticon talk on the Catalogue House Question which was listened to by the delegates with considerable attention.

COOPERATIVE BUYING.

In the absence of Henry Grimshaw of Elroy, Secretary Peck read his paper on "Cooperative Buying", which was in part as follows:

Under the present order of things we retail dealers must buy our stocks from the jobbers and we are entirely dependent upon them for our wares. We are in no position to deal with the manufacturer direct. We cannot even approach him in a business way, as our individual orders are too small to secure his attention. The catalogue houses, on the other hand, with their immense capital and business, are no longer obliged to purchase of the jobber; they are in position to deal directly with the manufacturer, or even do their own manufacturing. They give large orders and in certain lines

COMMAND THE ENTIRE OUTPUT OF THE MANUFACTURER.

To a certain extent the jobber stands between us and the manufacturer. We pay him his profit. The mail order house does not have to do this; it saves to itself the jobbers' profits and in many instances shares in the profits of the manufacturers. This enables it to put the goods upon the market as cheaply and in some instances cheaper than the retail merchant can buy them of his jobber and still make a large profit.

This is the situation we have to meet if we wish to survive in

THIS GREAT COMMERCIAL STRUGGLE NOW GOING ON.

Unless we meet it and meet it soon we may be obliged to close our doors and go out of the business we are now in.

In my opinion co-operative buying will enable us to meet the competition that is upon us. We should get together and establish an immense jobbing and supply house of our own. This supply house can then deal directly with the manufacturer and buy his products as cheaply as the catalogue houses do. As soon as we are able to buy the goods as cheaply as our competitors do we can in turn sell them as cheaply to our customers as they have been doing. It seems feasible to me that the retail dealers in Hardware, doing business in this State can form a corporation,

STOCK IN THE CORPORATION TO BE SUBSCRIBED BY THE DEALERS.

themselves and open up a large supply or jobbing house in some city of this State centrally located. I mean centrally located in a commercial way, where suitable quarters could be had at reasonable rents and where the cheapest in and out freight rates could be had.

When fully organized it seems to me that such a corporation could supply its members all articles of wares and merchandise in our line as cheaply as they are now bought by the jobbers and the mail order houses. For instance, our company could agree upon a certain make of Stoves, and enter into a contract with a manufacturer to take his entire output, or at least the exclusive right to handle his make of Stoves in this State.

Such a supply house could maintain its own printing department and issue a catalogue containing cuts and prices similar to the catalogues of the mail order houses. These catalogues should bear the names of the local dealers, and direct the public to them for the goods quoted therein.

THE LOCAL DEALER WOULD FIND IT TO HIS INTEREST.

to distribute the catalogues among his customers, and the customers would be enabled to compare the prices therein with other catalogues in his possession.

MAIL ORDER BUSINESS.

Mr. Peck also read the paper prepared by N. Kawin, who was unavoidably absent, on Mail Order Business. This seemed to possess great interest to the delegates present, but its extreme length prevents us from giving it here.

CONVENTION COMMITTEES.

The following Convention Committees were appointed.

TRANSPORTATION.—E. H. Ramm, New London; Rud. Puchner, Jr., Wittenberg.

AUDITING.—J. Montgomery, Wausau; E. Dewey, Kenosha.

PRESS.—O. P. Schlafer, Appleton; H. Schmitz.

RESOLUTIONS.—J. Hessel, Antigo; J. W. Jones, Racine.

QUESTION BOX.—R. M. Burtis, Oshkosh; J. Murphy, Racine.

LEGISLATIVE.—John Hughes, Fond Du Lac; Mr. Cross, Port Washington.

GRIEVANCE.—J. Kornely, Milwaukee; F. J. McPherson, Oshkosh; B. Dexter, Cambria.

BENEFITS OF LOCAL ASSOCIATIONS.

Emil Teitgen of Manitowoc read a paper on "The Benefits of Local Association", which in part was as follows:

The benefits of local association are many and important, both from a social and economic standpoint. I believe that every city and community in this State should have a local Hardware association. Some of you will say that your competitors are too mean and would not be trustworthy in any agreement. Now this is a mistake. Others who have tried it can tell you that they have met with great success where the conditions at first were extremely unfavorable to the formation of a local association, and these local associations have been maintained for years to the advantage of every member thereof. The best way to get together is to form an association for protection against poor accounts. Every community has its quota of deadbeats. Almost

EVERY MERCHANT IS WILLING TO JOIN AN ASSOCIATION

for this protection, and the general public who learn you have a Hardware association should be informed that it is for protection against these bad accounts. After the association has been formed each member thereof should make out a list of his poor and dead accounts and bring it to the metting and have it arranged in alphabetical order in a book for each merchant, and each merchant should have this book handy and when Mr. Deadbeat comes in and wants credit he can tell him that he owes Mr. Jones $5 and Mr. Smith $3 and so on and that he cannot give him credit until he pays these accounts. Of course the deadbeat becomes indignant and tells you that he can trade elsewhere and get plenty of credit; but he will go to the next place and will be treated the same way, and after a while the deadbeat will realize that he cannot work that old game any longer. You will find it an advantage to have each member of the association to carry a distinct line of such goods as Stoves, Refrigerators, Lawn Mowers, Garden Hose, Hay Carriers, Granite Ware, Cutlery and other things, thereby removing competition upon these lines and insuring you a better profit and enabling you to carry a better line—a higher grade of goods.

Then again you will find it an advantage to buy such goods as Linseed Oil, White Lead, Wheel Barrows, Building Paper in company with your competitor in carload lots and get carload prices and lower freight rates, enabling you to make a better profit on these lines, which are usually sold on a close margin.

The association

MEMBERS COULD ARRANGE TO HELP OUT ONE ANOTHER

in case they run short on an article at an agreed price above cost, thereby enabling thm to supply customers always at a profit,

(Continued on page 35.)

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PENNSYLVANIA RETAIL HARDWARE DEALERS' ASSOCIATION

The Fifth Annual Convention of the Pennsylvania Retail Hardware Dealers' Association was held at Williamsport on February 7, 8 and 9, at the Park Hotel. At the opening session a formal welcome to the city was extended by Mayor S. T. Foresman and an address was also delivered by H. E. Herman, President of the Williamsport Merchants' Association, who spoke in great favor of trade organization and sketched the history of the local organization and reviewed its accomplishments.

High praise was due and was unreservedly accorded to the Committee of arrangements, consisting of A. W. Lieb of Williamsport, A. H. Kaufman, Lock Haven and William Mendenhall of Montoursville, for its excellent work and careful attention to all details, which went so far to make the convention a success. The programme which was gotton up by this committee with the assistance of the Secretary J. E. Digby, McKees Rocks, was a handsome publication, while the banquet menu was a model of tasteful printing, bearing on its cover a portrait of the President, George V. Thompson of Mt. Jewett.

THE PRESIDENT'S ADDRESS.

The Presidential Address of George V. Thompson, Mt. Jewett consisted in part as follows:

I hold that it is the duty of every Hardware merchant to not only become a member of this State Association but to attend its annual meetings. If for no other reason I would say that it is neccessary for you to do this in order to get away from your labors for a short time and get a too often much needed rest. In years gone by the merchant made two or three annual visits to the city to buy goods, which gave him this needed recreation, but now, with the angels of commerce, the traveling salesmen, chasing each other over the country and playing hide and seek as it were in your store trying to get at you to sell you goods, there is no need for you to go to the city to buy; but you do need rest and change of scenery, and I know of no better way of getting this much needed recreation than by

ATTENDING YOUR ANNUAL HARDWARE CONVENTION.

Some one has said that the Hardware merchant is supposed, as it were, to absorb the sterling qualities of the metal which he handles (with the possible exception of brass and *steal.*) Consequently, we find him usually a leading citizen in the community in which he lives, working not only for his own interests but for the interests of the entire community.

WITH THE CHANGED CONDITIONS OF GRADE.

serious questions confront the Hardwareman, and in order to make our influence felt we must be united. As one of the signers of the Declaration of Independence said, we must hang together or we will all hang separately, and this seems to express the present conditions of the retail Hardware business. Individually we have little influence with either the manufacturer or jobber, but unitedly we have been able already to enlist a large number of both manufacturers and jobbers in sympathy with our efforts in combating unfair competition, and have succeeded to some extent in establishing our rights with the trade as retailers.

I would suggest as a future means of increasing the membership of our association and enlarging its usefulness that this convention consider the advisability of organizing a local association in each county, to meef every three months

TO DISCUSS LOCAL CONDITIONS AND MATTERS

of interest. This would afford an opportunity to instruct the local Hardware merchants in regard to our State and National associations and the benefits to be derived from the insurance features of same and would eventually result in a large increase in our membership. I would suggest that we also consider the advisability of asking the other State Association to join us in requesting the Jobber's Association to have its members adopt a uniform width of invoice paper. Most of our filing devices will accommodate a billhead 8½ inches wide, but some invoices are narrower and some are so much wider that they have to be folded over on the edge where the figures are, and on account of the poor quality of the paper in many instances the bill is soon worn out.

THIS IS ONE OF THE SMALL WORRIES

of the retail Hardwareman and we think it could be remedied without inconvenience to any one, and we believe if the jobbers' attention were called to this they would cheerfully comply with our request.

I wish here to express our appreciation of the services of the trade papers in their untiring efforts to assist our organization in sending representatives to our convention and

PUBLISHING OF INTEREST TO US.

The retail Hardware merchant who does not take and read at least one of the trade papers can hardly be an up to date merchant.

I would urge all our members to take advantage of the benefits to be derived from carrying a policy in our Fire Insurance Association. You can carry $3,000 and save about 50 per cent.

THE SECRETARY'S REPORT.

showed the Association to have enjoyed a remarkable growth during the year, 89 new members being secured largely through the efforts of a solicitor whose services were secured by arrangement with the Insurance Company. The total membership in now 279, and as only Association members are eligible to insure in a Hardware Mutual further additions to membership are expected.

OFFICERS FOR 1906.

A change was made in the method of electing officers by which candidates were nominated and voted on by ballot in convention instead of being recommended by a nominating committee as on previous occasions. The following officers were chosen for the ensuing year:

PRESIDENT, Wm. Mendenhall, Montoursville.
VICE-PRESIDENT, A. H. Kaufman, Lock Haven.
SECRETARY-TREASURER, J. E. Digby, McKees Rocks.
MEMBERS OF EXECUTIVE COMMITTEE.—G. V. Thompson, Mt. Jewett; N. D. Cool, Galeton.
REPRESENTATIVES TO THE NATIONAL CONVENTION.—J. M. Selheimer, Lewiston; G. V. Thompson, Mt. Jewett; S. S. Bryan, Titusville; J. E. Digby, McKees Rocks.

CONVENTION COMMITTEES.

The following Committees were appointed by the President.
PRESS.—A. W. Leib, L. Wurster, A. H. Chamberlain of *The Iron Age.*
AUDITING.—L. H. Hoover, J. F. Frye, J. F. Howe.
NEXT PLACE OF MEETING.—G. L. Moore, G. W. Hackett, F. W. Prothero.

Pittsburgh was selected for the next meeting, the report of the committee recommending that city being unanimously adopted. The date for the meeting was left open and it may be decided to hold it at some other season than has been customary in previous years.

RETAILING HARDWARE FOR CASH.

was the subject of an exceedingly interesting address by N. D. Cool of Elmira Hardware Company, Galeton. The business of this Company was recently put on a cash basis to a very large extent and Mr. Cool's account of the experiment, which he describes as entirely successful, was listened to with great attention.

RESOLUTIONS.

In accordance with the report of this Committee, consisting of J. N. Kline, S. S. Bryan and J. E. Bergstresser, the Association adopted the usual Resolutions.

THE QUESTION BOX.

conducted by M. L. Corey, Secretary of the National Retail Hardware Association, was one of the features of the Convention. It was taken up at several sessions and discussions of trade topics and problems were very generally participated in.

M. L. COREY'S ADDRESS.

An address was delivered by M. L. Corey, National Secretary, giving the history and growth of the National Retail Hardware Association, relating to the work of the Joint Catalogue House Committee, and discussing the best methods of meeting catalogue house competition.

PARCELS POST.

The question of Parcels Post was thoroughly discussed and in fact was the principal point touched upon by T. James Fernley, Secretary of the National Hardware Association, who was present on the last day of the convention and made an able addresss.

THE INSURANCE COMPANY.

was ably presented by its President, C. H. Miller of Huntingdon, who delivered an effective address on the subject. "The Best Insurance For You." Mr. Miller sketched the history of the Mutual Insurance movement, reviewed its many advantages, especially to the Hardware merchant, and gave figures showing a steady annual growth in amount written of more than $300,000, the grand total now standing at about $1,250,000.

JOBBERS SELLING CONSUMERS.

The discussion of this subject was opened by J. F. Howe, Freedom, who delivered an able and practical address on the subject, "Shall Our Jobbers Sell Our Customers?" He was

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followed by several other members, whose remarks and experience showed that retailers in all parts of the state suffered from this evil. Mr. Howe said in part:

If the question were, Shall my jobber sell to my customers? It would be a different matter and would require no discussion, as it could be settled individually by each retailer, and it has been settled for myself, for I always refuse to acknowledge any jobber as my jobber who sells to my customers, and right there is where the trouble has been. We have only been interested in

SEEING THAT THE JOBBERS DID NOT SELL OUR TRADE.

and have been indifferent as to whether he sold to our neighbor's customers or not. We must take hold of this matter in a different way if we would accomplish anything. We must consider every jobber who does business in the State as our jobber, and every customer of every retail store in the State just as though he were our individual customer. Nothing of any importance is ever accomplished without some sacrifice. We must expect at least to make some small sacrifice in this matter if we accomplish anything. At a glance it looks easy to prevent the jobber from selling customers. We know if every retail store in Pennsylvania should stop buying from Jobber "A," he would

CEASE TO BE A JOBBER FROM THAT MOMENT.

He might think he was a jobber for a short time, like the snake Pat killed by cutting off its head. But you do not find it so easy to refuse to buy from the jobbers that sell to your customers. If the jobber distrusts you know he has been guilty of this offense in your neighboring town he will likely find some way of overcoming your prejudice. He will make concessions as to terms, or he will cut the price on some things, and thus you do not stand by your brother retailer, who has been robbed by this jobber. No matter how favorable it may be for us to buy from him, we must not do it. We must keep in mind the interest of the retail trade. If you had an own brother in business in another town, would you patronize a jobber who sold direct to your own brother's trade? Then you must consider every dealer as your brother, and every retail store as though you were a partner in it. Ah! but there is the rub. It is so hard for us to consider our neighbor's welfare. Why should we interest ourselves in helping our competitor? We have sad recollections of instances where our competitor across the street did not seem to be especially interested in trying to help us get along. Well, that is another subject. That is

LEGITIMATE COMPETITION.

But if some of our competitors have erroneous ideas of ways to get business, and cut prices too low, that would be a matter that likely should be talked over in our local associations, and there are any of us here from communities having no local organization, we should go home and organize one at once. But

THIS JOBBER QUESTION IS OUR COMMON ENEMY.

We retailers must understand that it is a mutual affair, and while we are looking out for the welfare of our competitors we are doing the very best thing possible for ourselves. Now, the jobber knows perfectly well that we have this situation entirely in our own hands.

The jobbers have an association that establishes rules which the manufacturers respect. But the jobber knows the frailties of human nature, and he knows the retailers will not stick together, or at least they never have. But we have come to a point where we must take hold of this subject. If the jobber does not encroach on you now, he very soon will.

Before we had a Retail Hardware Association we had no redress. At the most

WE COULD ONLY REFUSE TO BUY FROM SUCH JOBBERS.

But with this organization, with 300 members, we not only have redress, but absolute prevention If we only stand by each other we can wipe out this evil that is doing more to demoralize the retail Hardware trade than any other one thing. Perhaps some here think I am exaggerating this matter, that the jobbers are not really doing us much harm. Any one who says this is ignorant of the facts. Any one who has looked into this question knows they are. They are doing a great deal more harm than many of us realize. Every time a jobber sells a consumer an article at a wholesale price he is doing us an injustice by taking that much trade away, and he is doing many times more injury by the demoralizing and disturbing influence it has on our trade. For all the neighbors and friends of this customer would know about it, and many of them would think they had been charged too much by the retail dealer. Many people cannot understand that the expense of conducting a business necessitates our selling goods at a considerable advance over jobbers' prices. Every time a jobber sells one of your customers an article at a wholesale price he is surely

FORCING YOU TO CUT DOWN YOUR LEGITIMATE PRICE,

whether you realize it or not.

I beg of you not to become passive about this, and accept it as one of the conditions that must be borne. It is not a "survival of the fittest." It is not a natural state of affairs that has come about in a legitimate way. I am the last man to protest against anything that makes for progress, and by progress I mean conditions that tend to make the mass of people more comfortable and happy. If any retail store can legitimately supply my customers with what they want, can serve their needs better and furnish them with the comforts and luxuries of life for less money than I can (continuously, I mean, not spasmodically,) then I will get out of the way and let them do it, and I will not whine about it, either. But I will protest against helping to build up, and equip, and arm, any piratical jobber craft that will turn their guns on me and my friends. This thing is illegitimate, and will eventually work to the undoing of the jobber as well as of us, for their prosperity depends upon our prosperity. If we cannot sell goods at a profit, we will soon cease to be their customers. By their cutting in and taking the cream of our trade they are lessening our ability to buy from them. They are

KILLING THE GOOSE THAT LAYS THE GOLDEN EGG.

We have given the jobber our trade, and built up for him a position that gives him an unfair advantage when it comes to retailing. You can all see why this is so.

We all know he could not afford to come 25, or 50, or 100 miles from his house to get a few small orders from the consumer alone, at wholesale prices, and he would not think of doing it. If the retailer would not buy from him, and he was sent out after this consumer's trade, he could not afford to do it unless he got a price approximately what any other retailer, local, or otherwise, would have to ask for the same goods. But you see he is already here, he is on the spot. The trade your retail stores have given him has paid all his expenses, so it doesn't cost him anything to sell that bill to the consumer. Of course he can undersell you under such circumstances as these. Right here is where he has turned traitor. Up to this time he, the jobber, and you have been honest partners. He furnishes you the goods at a certain price, you invest your money, stack the goods up on the shelves, and retail them out as wanted, at a certain advance. Now he sees a chance to get a part of your profits as well as his own. And

HE IS DOING MORALLY AN ILLEGAL THING,

just as much as if he were violating a written contract, for there is always the implied agreement that if the jobber solicits the dealer's trade he will not sell to the consumer. The fact that he sells to consumers only in towns where he fails to get an order from a dealer is no excuse for him. Some dealers have bought and continue to buy from him or he would not be here at all. This particular jobber robs your trade, and another robs mine. What we must do is to exterminate this mongrel breed.

Every one, jobber and retailer, knows the facts exist as I have stated. Both sides know it is not fair. To whom should we look to correct it? To the jobbers? Certainly not. They are satisfied, as they are getting the best of it. Then it is from the retailers themselves that the remedy must come.

THE REMEDY IS SIMPLE AND EFFECTIVE.

If every member of this association will only buy from jobbers who do not sell to consumers, neither in his own town nor in any other town, then one serious trouble of the retailer will be ended. We ask nothing unreasonable, we only ask the jobber to play the game according to the rules.

EXHIBITORS.

Representatives of a number of manufacturing houses were exhibitors and entertained the members of the organization at their rooms or in the hotel parlors, where they had installed exhibits of their products.

Among those who gave exhibits are the following:

E. C. ATKINS & Co., Indianapolis, Ind.
CRANDALL CUTLERY COMPANY, Bradford, Pa.
BRADFORD UNION MFG. COMPANY, Bradford, Pa.
PITTSBURGH STEEL COMPANY, Pittsburgh, Pa.
SIMONS MFG. COMPANY, Fitchburg, Mass.
PITTSBURGH STOVE & RANGE COMPANY, Pittsburgh, Pa.
YALE & TOWNE MFG. COMPANY, Stamford, Conn.
WHITMAN & BARNES MFG. COMPANY, Chicago.
J. H. DOWNS, 235 Broadway, New York.
PIKE MFG. COMPANY, Pike, N. H.
GEO. BARCUS & Co., Wabash, Ind.
AMERICAN STEEL & WIRE COMPANY, New York.
LILY WHITE WASHER COMPANY, Davenport, Iowa.
OHIO VARNISH COMPANY, Cleveland, Ohio.
MALLEABLE STEEL RANGE MFG. COMPANY, South Bend, Ind.
ONE MINUTE WASHER COMPANY, Sandusky, Ohio.
WILLIAM PETER ESTATE, Toledo, Ohio.
MAJESTIC MFG. COMPANY, St. Louis, Mo.
DOVER MFG. COMPANY, Canal Dover, Ohio.
SUMMIT FOUNDRY COMPANY, Geneva, N. Y.
JAMES H. MANN, Lewistown, Pa.
PETERS CARTRIDGE COMPANY, Cincinnati, Ohio.

DEATH OF GEORGE KRAUSE.

George Krause died at his home in Lebanon, Pa., February 16, after a long and painful illness, in his seventy-fourth year. For over half a century Mr. Krause was in the Hardware business in Lebanon, where he was born, and at his decease was president of the corporation bearing his name. Mr. Krause was born October 5, 1832, and entered his father's store in his eighteenth year. In 1870 John D. Krause, the father, retired, and Mr. Krause and his brother Joseph succeeded under the firm name of George Krause & Co. On September 24, Mr. Krause and his wife celebrated their golden wedding anniversary. He is survived by a widow, four sons and one daughter.

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INDIANA RETAIL HARDWARE ASSOCIATION

The Seventh Annual Convention of the Indiana Retail Hardware Association was held at Tomlinson Hall, Indianapolis, on February 14, 15 and 16, and the attendance of delegates and others was large and enthusiastic.

WEDNESDAY AFTERNOON SESSION.

The Convention was called to order at 3 P. M., a little behind time, and the proceedings were opened by the singing of "America."

THE PRESIDENT'S ANNUAL ADDRESS.

The address of the President, A. N. Shidler of South Bend, was delivered as follows:

Fellow-members, traveling salesmen and other members of the convention, we bid you welcome. It gives me great pleasure to address you in this, our Seventh Annual Convention, and note that each year Indiana has forged to the front, not only in numbers, but in strength of character and importance.



A. N. SHIDLER, PRESIDENT.

We have gathered here to learn the Hardware business from one another and from our friends, the manufacturers, jobbers and their representatives, together with their elaborate displays. We are busy men, have left our business for a short vacation, to renew acquaintances and shake the hand of the brother from the other end of the state, to interchange ideas, pick up new thoughts and carry them home to apply them in our own business.

With this end in view, your officers have eliminated, as much as possible, long papers, which are always full of facts and golden thoughts, but sometimes tedious. Ample time is left open to give each an opportunity for a thought, and now, gentlemen, it is up to you whether this convention is a success.

Come, let us learn one from the other. You have some methods of principle which you have applied successfully in your business. Now, don't be selfish. Out with it and help your brother to success! We have in our midst displays and representatives from all of the leading jobbers and manufacturers in the United States, an opportunity of education never afforded you before. I hope none of you will neglect to take advantage of it, and visit every display in this auditorium.

Parcels post and catalogue houses are the two great evils confronting every retail Hardware merchant. We, in our association work, have been constantly discussing ways and means among ourselves, with not only the catalogue house and farmer as our opponents, but probably our greatest obstacles, and those who have done more to foster these movements, are those who should be our best friends, the jobber and manufacturer.

First the jobber nursed the cataloguer and supplied his wants so long as they could do it at a profit and keep the facts from the retailer, then the manufacturer whose goods had not already been supplied began to get uneasy because his name did not appear between the covers of such an immense catalogue, and he sought their patronage, until now nearly every well-known brand of Hardware is listed.

Only too late did these good friends of ours discover that there were Hardware retailers and that their requests ought to be given ear, when, about two years ago, one of the leading jobbers, through a letter to the *Iron Age*, ignited the fuse and the bomb exploded, the result of which was the appointment of the joint catalogue house committee, a report of which we shall hear.

Now the manufacturer says the jobber is responsible for the present condition, and the jobber holds it up against the manufacturer. The president of the American Hardware Manufacturers' Association, J. C. Birge, in his annual address at Washington in November, in speaking of special brands, said: "While it is not the purpose of the manufacturers with which the president of this association is connected

TO CHANGE THE POLICY IN MARKETING THEIR GOODS,

it is absolutely certain that unless there can be some friendly compromise of these questions in the near future, there will, with many factories, be a realingnment of forces, a readjustment of methods in many lines. Some manufacturers will rush into the arms of the catalogue and department houses, fearing it will soon be too late. Others will reach for direct trade through other methods."

We regret that such thoughts should come to even a single manufacturer. We hope, however, that the forces will continue to work hand in hand with us, to our mutual benefit.



M. L. COREY, SECRETARY.

During the year just closed

SOME IMPORTANT POSTAL DECISIONS AFFECTING CATALOGUE HOUSES

have been made. In April it was decided that nothing but mail, and that properly stamped, should be placed in United States mail boxes. This prevented the distribution of catalogues by rural free delivery men after they had been shipped by freight to the home of the government employee.

October 4th Assistant Postmaster General Mr. DeGraw ordered that the delivery of mail on rural routes should be by box number only and that the postmaster issue without charge, lists of numbers of all persons receiving mail on routes issuing from his office. A little later, when Postmaster General Cortelyou reached Washington, 500 protests, by mail and telegram, from Hardware merchants and organizations principally, were awaiting him. The order was promptly held up.

At the present time, however, the danger is in consolidating third and fourth class matter at a rate of 8 cents per pound. The only excuse for this seems to be the inability of the postmasters to distinguish between third and fourth class matter, and to overcome this annoyance the officials would increase the already immense deficit of $22,000,000, build up the catalogue house and eliminate the country merchant.

Now, brother Hardware men, it behooves us to keep our eyes on the Hardware reports, and should such dangerous rulings again take place, be "Johnny on the spot" with your protest; and next time remind the officials that the Hoosier state is awake and, in place of being 500, let there be 1,000 to protest against such injustice.

We hail with open arms the proposition at the southern jobbers' convention to adopt one standard size for all catalogues of jobbers and manufacturers. In ten years hence to glance back at our catalogue cases would be as to compare the Hardware shop of 20 years ago to the modern store of the present.

If some other philanthropist now should suggest, and the suggestion be heeded, that manufacturers put up their product in boxes properly glued together, with a cover to lift off without the end breaking out, the Hardware man's troubles would be fewer. This is too good to hope for, however, and we shall content ourselves and receive Pope's farriers' knives and Philadelphia casters tied up in cheap paper packs, just as they have been as many years as my experience is old.

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. I would suggest here that by refusing, as much as it is advisable, to buy such articles as are put in ungainly packages, when just as good may be had of other brands, will assist largely in improving the condition.

In every convention which I have ever attended in Indianapolis

WE HAVE DICUSSED THE MUTUAL INSURANCE QUESTION,

and two years ago we went so far as to investigate thoroughly the advisability of organizing such a company; but you will all remember that we found the laws of such a character that we deemed it advisable to abandon the idea for the present, and advised every member to take insurance in other state companies and the National Hardware Dealers' Mutual. Many of you have followed this advice, and many have not. Those who have have found it thoroughly satisfactory and a money-saver. Why more of you have not taken advantage of the opportunity, we do not understand.

Statistics show that Hardware merchants in this state carry insurance to the amount of $7,000,000. Of this, $350,000 is now carried in mutuals. The amount ought to be ten times $350,000 or $3,000,000.

There are now five mutual fire insurance companies the safety of which is not questioned. In these each merchant can carry $15,000 insurance, which, at the average rate of $1.50, the premium would be $225; and if only 30 per cent. were refunded, it would be a saving of $67.50. On $1,000 there would be a saving of $4.50. Think of it, and how many of you are permitting this to go into the hands of old line companies to pay fat salaries.

Wake up, brother Hardware men, and if you are not carrying mutual insurance, do it when your first policy expires. I know whereof I speak, for our firm last year carried $9,000 in mutuals and received by return premiums $43.91. We couldn't attend conventions on the refunds the stock companies paid us.

The year 1905 was one of great activity in Hardware circles, few sudden changes in prices have taken place; and, so far as we know, our members have succeeded in doing a

CLEANER, EASIER AND MORE SATISFACTORY BUSINESS

than years previous. Some business changes have been reported, but with pleasure we report no deaths or failures, and with sincere regret we are compelled to report not even a birth. At this rate, boys, who will sell the Hardware to the next generation?

CONVENTION COMMITTEES.

The following committees were appointed by the president:

GRIEVANCE—W. M. Hunter, Versailles; W. L. Kiger, Bluffton; M. H. Coates, Kokomo; W. L. Hubbard, Scottsburg; C. F. Boonshot, Petersburg.

EXHIBTS—C. B. Frame, North Manchester; Albert Duprez, Shelbyville; Charles E. Hall, Indianapolis.

ADMISSION AND RECEPTION—C. A. Ellis, Carlisle; M. L. Lewis, Marion; W. B. Creed, New Albany; W. H. Hatfield, Washington; George Stalger, Michigan City; Mr. Weinhart, Terre Haute; T. J. Lindley, Jeffersonville.

NEW GOODS—S. L. Ocker, Roann; N. R. Stoner, Rochester; A. W. Smith, New Ross.

RESOLUTION:—J. L. Fulton, Portland; A. L. Baughman, Wolf Lake; Ed. Gardner, Monticello.

PRESS—E. M. Bush, Evansville; C. A. Ellis, Carlisle; S. L. Ocker, Roann.

AUDITING—John Stune, Breman; H. P. Smith, Auro; G. L. Finner, Terre Haute.

NOMINATIONS—W. L. Hubbard, Scottsburg; M. Hamilton, Brownstown; O. S. Tarbet, Columbia.

WEDNESDAY EVENING.

At 8 P. M., when the Convention assembled, it was to find prepared for them some stereopticon views, reproducing actual pages taken from the catalogue of the retail mail order house. During the display of these views, Secretary Corey explained why retail merchants were unable to compete with some of the prices offered by some of the larger metropolitan houses. Reproduction of these pages was followed by stereopticon views shown in color, portraying picturesque scenes gleaned from this and other countries. Immediately following, the band was called into action and a Smoker was held, extending far into the evening.

THURSDAY MORNING.

SECRETARY COREY'S REPORT.

The Thursday Morning Session was opened when Secretary-Treasurer M. L. Corey submitted his report, which was as follows, in part:

There have been few complaints sent us during the past year. Those we received were mostly in the line of information as to policies of certain firms and this knowledge has been very useful. In several cases, by following this up, we have succeeded in securing better conditions. Several canvassers have gone over the State selling articles of little or no merit to Hardware stores and merchants in other lines. One of them had a powder that was claimed to make gasoline non-explosive. We are told on good authority that anything that would produce this would so affect the fluid that it would not be gasoline—that gasoline is only safe so long as it is known and treated as dangerous. If this be true we should be very careful in dealing with our customers, and not mislead them by recommending an article that might lead them to carelessly endanger life and home.

Another party had a patent buggy paint for which wonders were claimed, but it really proved little better than the cheap tar roof paints so generally used.

The general prosperity has started out a large number of these quacks, and as more of them are coming our way from other States we think it well to sound the note of warning. Any person exploiting some new fangled wonder, who persists in selling a quantity and delivers it and collects on the spot may well be regarded with suspicion. One thing that often obtains an audience and favorable consideration for them is their practice in obtaining, on some pretext, one of your letter heads, which they produce in some other store with the statement that they have already sold to you, and even in some instances claim that you have been their agent for years. When you turn these fellows down don't give them your stationery that they may influence others who may have confidence in your business ability. Report them to us, and if possible send a sample of what they sell. We can help and protect each other in this way.

MEMBERSHIP.

Our honorary and associate members numbered, in 1905, 117. We have never included them in our actual membership count. If this were done, Indiana would to-day be very close to the head of the column. We have gained about 100 new members since our last meeting and have lost a few old ones who have sold out or from other causes. During the last five years only four firms have requested that their names be dropped from the membership roll. Some have not paid their dues and for this reason are out, but we believe that this has been mainly the result of carelessness and not through any dissatisfaction or discouragement. The State Hardware Associations are doing good work and they are here to stay; we have gained the confidence of the entire trade and we are growing stronger and more closely united with each succeeding year.

EXHIBITS.

Any one who will look over the displays that are exhibited here will readily realize that no one hotel could accommodate our crowd. In attempting to handle this combination on such a large scale we expecced to make some mistakes and receive some criticism. We know this hall is not entirely suited or sufficiently well-arranged to accommodate such a crowd and still afford a suitable meeting place. We can only do our best, having in mind at all times that the success of this convention is the paramount question. Those exhibitors who give us the most consideration and co-operation will be the highest on the list for future favors.

THURSDAY AFTERNOON.

The Association took up the question of Mutual Fire Insurance. It is a question that appeals to all Hardwaremen, although the Association as a specific organization does not possess such a company organized under Indiana laws. The principal speaker on Insurance was A. T. Stebbins, President of the Minnesota Hardware Association. He said that a mutual company had been in existence in Minnesota for six years. It takes risks on Hardware stores and dwellings owned by members of the Hardware Dealers' Associations in any city, the maximum risk for one firm being $3,000.

QUESTION BOX.

Secretary Corey then took up the question box and announced as the first problem to be dealt with, "Buying and Selling," which is the more important for the retailer, and which can be better eliminated so far as the retailer's personal attention is concerned. President Shidler declared that the selling end was by far the more important, inasmuch as the selling end could not be neglected without personal loss to the dealer.

On a call for a vote, Secretary Corey discovered that, while almost all the dealers bought the goods themselves, only about 50 per cent. asked the opinion of their clerks before purchasing and only about 25 per cent required their clerks to remain at hand while a salesman was discussing the relative points of advantage between his and other goods.

THURSDAY EVENING

was devoted to a vaudeville entertainment which occupied the attention of the delegates and consisted of instrumental music, illustrated songs, monologue turns, dancing, magic and biograph pictures.

FRIDAY MORNING.

Honesty and the conviction that the goods one is selling are the best on earth. These are the prime qualifications for success in making sales, according to the addresses made by traveling salesmen at this morning's session of the Association. The various speakers could not tell the best methods of selling goods as that, they said, must be left to the individuality of the salesman and various other circumstances, and would depend to a great extent on the characteristics of the buyer. Honesty and conviction as to the value of the goods to be sold were agreed upon by all of the speakers, however, as being the great essentials. The speakers were Charles B. Frame on "How I Sell Paint," with suggestions by E. L. Shuey; Irving L. Sibley on "How I Sell a Stove," with suggestions by W. T. Leekie; W. H. Weed on "How I Sell a Pocket Knife," with suggestions by E. H. Sutton; E. M. Bush, on "How I Sell Holiday Goods," with suggestions by W. H. Beegle; Sharon E. Jones on "How I School My Helpers." The suggestions were in the form of supplementary remarks that in the majority of cases were more extended than the original addresses. The election of officers, the reports of committees and the transaction of new and unfinished business usually completes the programme for the closing session of the Convention.

ELECTION OF OFFICERS.

Officers of last year were re-elected as follows: President, A. M. Shidler, South Bend; Vice-President, C. B. Frame, North Manchester; Second Vice-President, W. D. Creed, New Albany; Secretary, M. L. Corey, Argus.

The Executive Committee remained unchanged as follows: C. A. Ellis, New Carlisle; S. L. Ocker, Roann; Edward M. Bush, Evansville.

While many of the delegates stayed to examine the exhibits in the Hall, the Convention ended formally with the election.

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RECENT TRADE PUBLICATIONS.

MAINE MANUFACTURING COMPANY, Nashua, N. H., have recently mailed us a copy of their 1906 "White Mountain" Refrigerator catalogue, which is a very handsome production of 56 pages, measuring 10 by 7 inches, and containing a large number of exceedingly artistic illustrations. In introducing the book to the trade they state as follows: "We enter the new season with increased enthusiasm and with determination to lift the "White Mountain" refrigeraters, both in quality and sales, to even a higher notch than that attained in our record breaking season of 1905." Particular attention is called to the beautiful "Stone White" Refrigerators which they claim are unapproached by any other Refrigerator on the market. The views shown of these "Stone White" Refrigerators are beautifully colored in the catalogue, giving a very accurate idea of how they actually look, and the open doors reveal the "gleaming, white, smoothly polished, cold-retaining, 'Stone White' lining" which "meets with the instant approval of womankind, the world over." The catalogue will be gladly sent to those interested in this line of goods.

THE J. STEVENS ARMS & TOOL COMPANY, Chicopee Falls, Mass., have sent us a very interesting and artistic little pamphlet of eight pages entitled, "The Story of the Stevens, Tersely Told." They urge the pushing of the Stevens Arms by dealers in the following words: Our broadcast advertising means an active demand and ready sales. Our popular line is as well known as gunpowder and practically sells itself. The innumerable hosts of enthusiastic Stevens shooters, the world over, are living illustrations why our brands always stay sold." Special attention is called to the new Stevens Double-Barrel Shotgun No. 225 and also the "Favorite No. 17," illustrations of both of which are given in the pamphlet. The Company shows its readiness to help dealers in the selling of their goods by offering to supply them with their Abridged Catalogues (imprinted with the firm name and address,) Electrotyped Advertisements, Part Envelopes (imprinted with firm name and address,) Aluminum Hangers, Cuts of Models, etc., on receipt of specifications. Send for catalogue for further information regarding the Stevens products; it will be gladly and promptly sent upon request.

AMERICAN MFG. & NOVELTY CO., Erie, Pa., have mailed us a very interesting and instructive little booklet of 55 pages entitled; "Good Wood Goods." By way of announcement they state: In presenting this booklet to the trade we endeavor to clearly represent our line of Extension, Sectional and Common Ladders together with fixtures and attachments for the same; Step Ladders, a general line of Household Woodenware, Lawn Swings and Settees. We are enabled to maintain the highest standard of quality and workmanship owing to our extended experience, modern equipment and trained and experienced workmen. We take pleasure in assuring you that our goods are second to none produced, in which we are sustained by the trade generally. The same high standard that has been established will continue to exist and we trust that we may be able to add many more merchants to our list of satisfied dealers in "Good Wood Goods." Send for catalogue.

NORVELL-SHAPLEIGH HARDWARE COMPANY, St. Louis, Mo., have favored us with a copy of their new Want Book, which is hand stitched with linen thread, cloth bound, and made small enough to make it convenient to carry in the coat pocket. They state: "We have used only about fifteen pages for advertisements; on these we have shown some of our specialties." In the back of the book are given the postal laws of the United States, all the standard weights and measures, and a table of comparative discounts, which they claim is something new and has never before been shown in a Hardware book; also a great many tables and other matters of information, as well as standard lists and discounts on most goods in the Hardware line that are sold at a discount. A standard axe list is also included, which they state is something that has not previously been shown in a Want Book. Another feature which they claim has never before been used on a Want Book is a pocket placed on the side of the book to hold a pencil, and one of the Norvell-Shapleigh High Grade pencils has been sent along with the book, making the outfit most complete for the use of merchants. The Company will be pleased to send a catalogue of their high class goods to interested parties. requesting same.

NORTHROP-COBURN & DODGE CO., New York, N. Y., have recently published their Catalogue No. 9 and have sent us a copy of same. They state in introducing the catalogue as follows: "The favor with which Northrop's Stamped Steel Ceilings and Walls have been received in this country and abroad, has stimulated us to higher artistic effects than ever before attained, and we know will be appreciated by the fastidious and discriminating class, who desire the most artistic architectural finish for interior decorations. These goods are used extensively in the best buildings of all classes: Hospitals and Institutions, Churches, Schools, Theatres, Lodge Rooms, Halls, Business Buildings, Warehouses, Stores and Private Residences. They meet the demand for a durable, decorative and incombustible interior finish. The illustrations following show the single plates, borders, mouldings, coves, etc., to a uniform scale of 1 inch to the foot; and the groups of patterns shown in combinations to the uniform scale of one-half inch to the foot." The catalogue measures 12 by 9 inches, and contains 44 pages of handsomely illustrated plates and designs, giving the number, size and Code Word of each. A full page is given up to directions for ordering and putting up ceilings, and a Telegraph and Cable Code as well as a carefully arranged Index may be found in the back of the book. For further particulars write for catalogue.

THE RANNEY REFRIGERATOR COMPANY, Greenville, Mich., are presenting to the trade an exceedingly interesting and attractive catalogue of their "Charter Oak" and "Radium" Refrigerators. They state in regard to the "Charter Oak" Refrigerators as follows: "The 'Charter Oak' refrigerator is made of carefully selected, klin dried Ash lumber, finished 'Golden Oak,' lined with galvanized iron; insulated with mineral wool, non conducting sheathing and dead air space. The trimmings are genuine brass, Antique finish. The ice chambers are all removable, and all shelves are adjustable, and can be raised or lowered to suit the conveience of the user." They state that the "Radium" Refrigerator is a good, substantial, well-made refrigerator. The outer case is made chiefly of ash, finished golden oak, raised carvings on all front panels. It is lined with galvanized iron. The insulation is dead air space and non-conducting sheathing. Hinges and locks are strong and durable; are genuine brass, Roman gold finish. These hinges have no springs such as are used on the "Charter Oak. "The catalogue contains an insert of four pages which is a Price List of the two above named refrigerators, and the last few pages of the book are devoted to descriptions and illustrations of the "Hardwood" Ice Chests and Improved Kitchen Cabinets. The catalogue will prove of value to parties interested in this line of goods.

SARGENT & CO., New Haven, Conn., New York offices at 149-153 Leonard Street, have mailed us a copy of their 1906 Catalogue of Wire Screen Hardware and other Spring and Summer Goods. The catalogue is in large book form, measuring 12 by 9 inches, and contains 120 pages of exceedingly interesting and instructive matter. Within its pages is incorporated everything of importance that appertains to the Screen Door interests, such as Catches in large variety, Screen Door Locks and Mortise Latches, Cupboard and Flat Bolts, Wrought Barrel and Spring Bolts, Etc.; in fact it will become a catalogue frequently consulted in the Spring season for a series of articles in the Shelf Hardware line that will spring from the every day wants of the dealer.

THE WHITE MOUNTAIN FREEZER COMPANY, Nashua, N. H., have recently published an exceedingly attractive and useful illustrated catalogue of Ice Cream Freezers, in regard to which they state as follows: "In this, our latest catalogue, we endeavor to give full and complete information concerning the famous White Mountain Freezer. The introductory on Page 4 anticipates and answers the questions a dealer might wish to ask about the merits and advantages of the White Mountain line, and the descriptions accompanying the cuts of the different machines give a thorough idea of the uses to which they may be put and the features in which they excel. The convenient cost and selling price table printed with each machine is worth attention. It enables the dealer to keep at hand for quick reference detailed information regarding the style, workmanship and cost of the entire line of White Mountain Freezers." The catalogue is well arranged and illustrated throughout and presents in an attractive form information which will be of interest to all dealers in this class of goods. A copy will be gladly sent to interested parties upon request.

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NEW GOODS AND SPECIALTIES.

THE PERFECT NAIL SET.

The Ducharmes Company, Shelburne Falls. Mass.. are making every effort to produce this Perfect Nail set that will be noted for its superior quality; we present an illustration of it herewith. Constructed from the finest Sanderson steel they are hammer forged, not machine made, cup pointed and with corrugated grip. Each one of these Perfect Nail Sets is hard-



THE PERFECT NAIL SET.

ened and tempered, and they state they may be entirely driven through a piece of steel or iron and will not break or bend; in fact they will stand the abuse usually given a nail set without flinching. As every tool made by The Ducharmes Company is fully warranted they deserve a trial.

"MAN-I-Q" POCKET MANICURE.

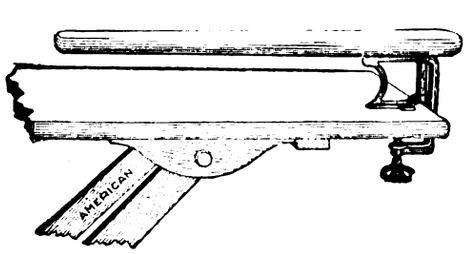
The G. P. Coates & Co., Norwich, Conn., are placing before the Hardware and Novelty trades the "Man-I-Q" Pocket Manicure which we illustrate herewith. It is made so that it may be carried upon a key ring, or carried in the pocket without any necessity existing for placing it in a case, there being no danger



of tearing the clothes as the end for pushing back the cuticle projects beyond the nail cleaning point. The Man-I-Q is mounted one dozen on a handsome patented easel display card. Packed one gross in a box.

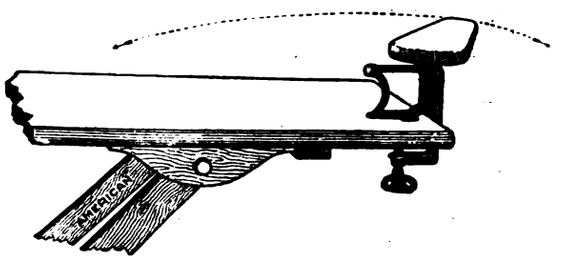
THE YANKEE NOTION SLEEVE BOARD.

The American Mfg. & Novelty Co., Erie, Pa., is placing upon the market the Yankee Notion Sleeve Board which we illustrate



THE YANKEE NOTION SLEEVE BOARD.

herewith. It is referred to as being the most convenient article of the kind ever brought to the attention of the trade. The clamp and entire support is made of malleable iron, giving it durability and strength and less liability to breakage by careless handling. The thread on the screw clamp is machine cut and not rough cast iron as is too often the case with similar articles,



SHOWING ITS ADAPTABILITY.

it therefore works freely and smoothly. By reference to the cut it will be seen that when not in use it can be as readily replaced.

DIAMOND EXPANSION SHIELD.

The use of reinforced concrete in building construction has increased very rapidly and with it a growing demand for an expansion bolt that can be used for attaching fixtures, etc., to floors



DIAMOND EXPANSION SHIELD.

which are often times not more than 2 inches in thickness. To meet this demand the Diamond Expansion Bolt Company of 9 and 15 Murray Street, New York, are making three new sizes of their Diamond Expansion Bolts as follows; for ⅜, ½ and ⅝ diameter bolt the shields of which are only 1½ inches in length. The Diamond Expansion Shields are now made in sizes ranging from ⅛ to 2 inches diameter of screw. The small sizes are used with regular wood screws and the larger sizes with the common lag screws. The Diamond Expansion Bolt Company will be pleased to furnish further information to any one interested.

YANKEE DRILL CHUCK.

North Bros., Mfg. Company, Philadelphia, Pa., have added to the very efficient tools for the manufacture of which they are especially noted, the Yankee Drill Chuck, of which we present cuts that illustrate the exterior and interior of a drill chuck the body of which is made of the best grade of machinery steel and the jaws of the best rod drill steel and not liable to break. It is designed for the hardest service and is referred to as holding drills tightly after long and continued use as well as when new, with the simple tightening by hand. It is especially adapted to light and rapid drilling where accuracy and tight or sure grip is required. The chuck is not affected, it is explained, by

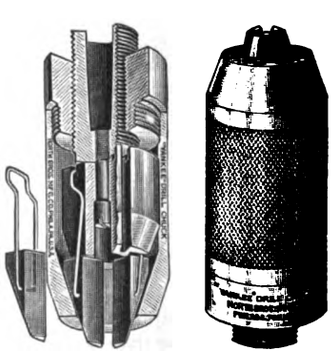


FIG. I.—YANKEE DRILL CHUCK.

dirt nor is it liable to get out of order through carlessness. The chuck is designed to meet the requirements in shops for a tool that will hold drills firmly and release them readily by hand

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and without the use of a key, spanner, &c. Arbors with ½-inch diameter shanks, as shown in Fig. 2, can be furnished to fit the chucks. The chucks are compact and small in diameter for their capacity and are made in three sizes. No. 1 is 15-16 inch in

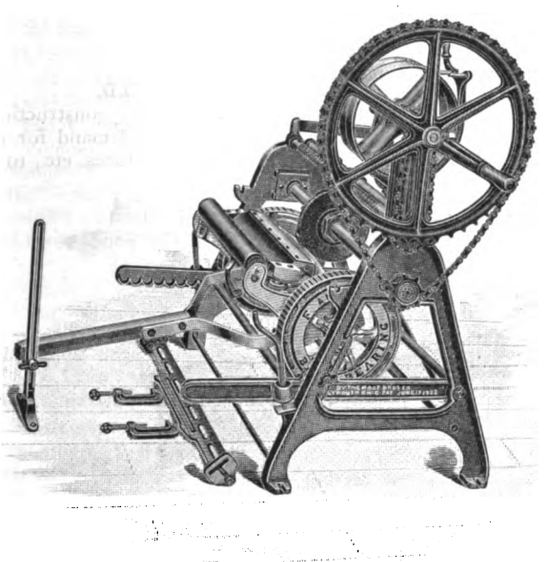


FIG. 2.—ARBOR FOR YANKEE CHUCK.

diameter, 2⅞ inches extreme length, weighs 5½ ounces and holds 0-3-16 inch drills; No. 2 is 15-16 inches in diameter, 3 7-16 inches extreme length, weighs 13½ ounces and holds 0-5-16-inch drills; No. 3 is 1 9-16 inches in diameter, 4 inches extreme length, weighs 22½ ounces and holds 0-⅜-inch drills.

THE IDEAL LAWN MOWER GRINDER.

ROOT BROS., Plymouth, Ohio, are placing before the Hardware trade the greatly improved Ideal Lawn Mower Grinder for 1906, of which we give a graphic illustration, showing clearly the method of its operation. The machines built under the old patterns, although far ahead of anything then on the market, were found to lack some essential details which have since been added and the new model now shown contains these improvements which make the present machine thoroughly practical and complete. By its use it saves the labor that would necessitate



THE IDEAL LAWN MOWER GRINDER.

the employment of four or five men sharpening by hand, and the work connected with its operation is but little more than pushing an empty wheelbarrow. By the use of the Ideal Grinder every inequality is removed from the cutting surfaces, the blades being ground to an acute angle, and thus the life of the mower is extended far beyond what it would be under the old system. It can be employed in the grinding of all kinds of Lawn Mowers of any and every size while it is adapted for either hand or power use. The capabilities of the machine are easily comprehended, while as a money maker for the repair man it will be found the most profit creating article that has been brought to his attention. Full directions accompany each grinder, and those interested will do well to send to the manufacturers for circulars giving a full description of its many purposes.

MODEL 1905 NON-EJECTING SINGLE GUN, .44 CALIBER.

Harrington & Richardson Arms Co., Worcester, Mass., are introducing to the trade their Model 1905 Non-ejecting Single Guns which are 28 gauge and 44 caliber with small frame and of exceedingly light weight; the specifications of which are as follows: 28 gauge, barrel 28 inches, plain steel, weight about 4 lbs; 44 caliber, barrel 26 inch, plain steel, weight about 4¾ lbs.; adapted to the .44 W. C. F. shot cartridge or the X. L. .44 shot cartridge. To dismount the gun the directions are to unhinge barrel by giving the hinge pin a quarter turn to the left and remove butt plate and stock in the usual manner. Drive out the trigger pin, when guard and trigger can be removed. While holding the hammer at full cock insert a small pin in the main spring guide at the rear end of the spring, release hammer, and the spring and guide can be readily taken out. Drive out the hammer pin and the hammer is free to be taken out. To assemble the same, place the hammer in position and hammer at full cock, remove the small pin and hold the hammer down. It is necessary to use a pin not longer than the thickness of the guard to hold the trigger in position in the guard. Insert the front end of guard, and while holding the trigger back, com-

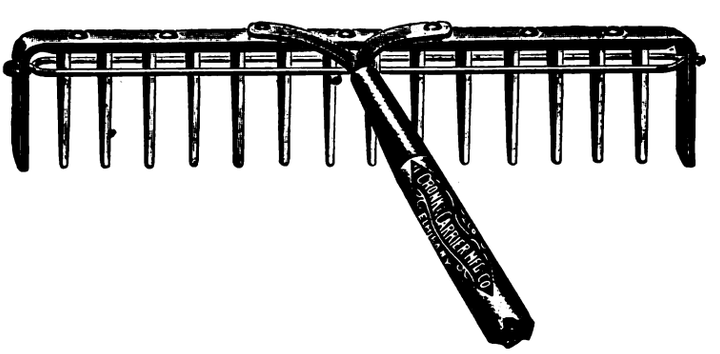


MODEL 1905 NON-EJECTING SINGLE GUN, .44 CALIBER.

plete the placing of the guard in position, then drive in the trigger pin. Replace stock, butt plate and barrel in the usual way. The gun is new throughout, built on modern sporting lines, and is not a small bored gun on a large frame, nor a rifle bored smooth for shot; it being well proportioned and very attractive and symmetrical. It is especially suited for a ladies' gun or for boys' use, as well as appropriate for taxidermists' or collectors' use.

"ANTICLOG" LAWN RAKE.

The Cronk & Carrier Mfg. Co., Elmira, N. Y., are now placing before the trade the "Anticlog" Lawn Rake, which we illustrate. This tool has 16 teeth, the end being a continuation of the ⅝-inch channel steel head bent to form the teeth and grooved so as to contain the ends of the wire cleaning bar. The remaining teeth are made of polished wrought steel in pairs and solidly riveted to the channel steel head. The Rake can be used as a garden Rake by simply fastening the cleaning bar up close to

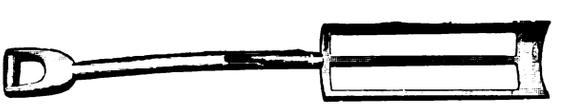


"ANTICLOG" LAWN RAKE.

the head by slipping it over the small projection which is made for this special purpose on one of the teeth, or the cleaning bar may be removed entirely from the Rake. When the cleaning bar is removed, the Rake is practically the same as the company's "Champion" Garden Rake. When in use the weight of the cleaning bar is sufficient to remove all leaves and small grass from the teeth, thus making it an easy matter to keep the Rake always clean. The Rake is made in but one size, 16 inch, with a wrought steel braced tang which makes it very strong and durable. Only high grade handles are used with this Rake.

BOSS TILING SPADE.

Belknap Bros., Anamosa, Iowa, are the manufacturers of the Boss Garden Spade, especially adapted for tiling purposes, and of which we give an illustration herewith. It is made of Crucible, Fork Steel in two sizes of width, 4½ and 6½ inches



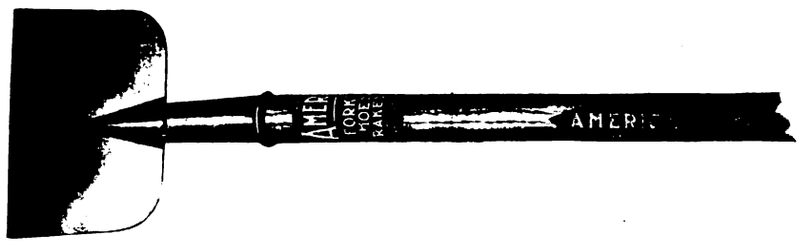
BOSS TILING SPADE.

and of several lengths from 14 to 22 inches. It is claimed to be the only successful spade of the kind made, having been before the trade for a number of years establishing its great utility. There is no necessity to carry paddles with which to scrape the blade, it being open in the back there is no suction to cause the clay to stick to the spade, and having less surface there is little or no friction, making it easier to operate.

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IMPROVED SIDEWALK CLEANER.

Sidewalk cleaners of the Hoe character, are not new to the Hardware trade, yet an improved article of this class, manufactured by the American Fork & Hoe Co., of Cleveland, Ohio, that has recently come into the market, is fast gaining a very favorable reputation.



IMPROVED SIDEWALK CLEANER.

The particular advantages of this sidewalk cleaner lie in its peculiar adaptability to the purpose for which it is intended. It has the requisite strength and weight to do its work thoroughly and easily. The blade and shank are forged from one piece of steel. The ferrule and handle are extraordinarily heavy and strong, and the ferrule and half the blade are bronze-finished. Most sidewalk cleaners are too light in weight. This one has the proper weight to enable the operator to knock off the ice and packed snow with comparative ease.

HAMILTON RIFLE, MODEL 19.

The Hamilton Rifle Co., Plymouth, Mich., make a line of Rifles in which in each Model every part has been designed and constructed to do its particular work in the best possible manner, and everything which would tend to a complicated mechanism has been avoided. All working parts are interchangeable, every part is hardened where any liability of wear exists, and every rifle is carefully tested and adjusted before leaving the factory.

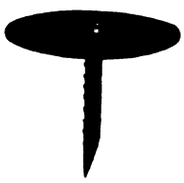


HAMILTON RIFLE, MODEL 19.

We illustrate herewith the No. 19 "Hamilton." Frame and working parts are of steel, beautifully finished in a Blue-Black, the stock of handsome walnut, with simple and convenient "take-down" features. A forward motion of the lever exposes the opening for loading, and after the cartridge has been inserted, a reverse motion closes and locks the action securely, after which the milled thumb-piece is drawn back and the Rifle is ready to fire. This construction removes the element of danger inseparable from some rifles of the usual hammer type. After firing, another forward motion of the lever extracts and throws out the exploded shell and the loading process is quickly repeated. Fitted with rear peep sight with adjustment both ways. Lever action with automatic shell extractor.

SHERMAN ROOFING NAIL.

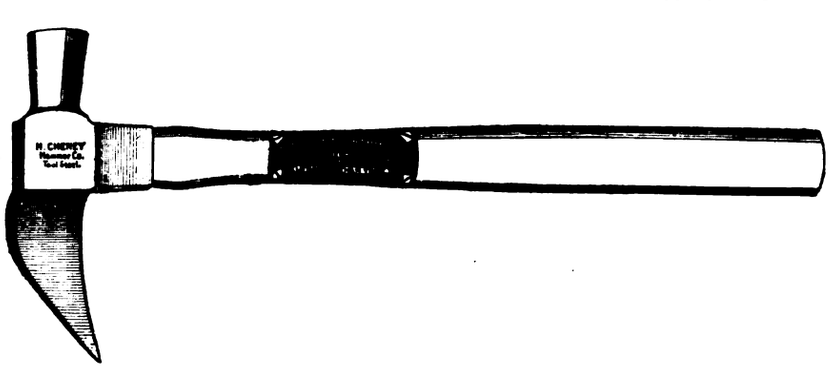
H. P. Sherman Mfg. Co., Battle Creek, Mich., is manufacturing a Roofing Nail that possesses original features enough to bring it forcibly before the trade who need it. We give an illustration of it herewith. It is practically constructed to form a one piece nail, for a large heavy disc is securely fastened to it in such a way they cannot become separated. Among the many advantages claimed for this nail the following are enumerated: There is no time wasted in assembling the tins or nails, as attached to each nail there is an individual head already in place. That the nails are convenient to handle even on a steep roof; there is but small chance for a leak between head and nail, nor are the heads liable to rush through or curl up when the nails are driven. This nail is destined to become popular for the purposes to which they can be applied and should become more thoroughly known.



SHERMAN ROOFING NAIL.

HENRY CHENEY HAMMER COMPANY.

The Crucible Cast Steel Hammers made by Henry Cheney Hammer Co., Little Falls, N. Y. from the finest line of these goods possible to produce, consisting as they do in artistic excellence and perfect finish of all the patterns known to the trade. The variety manufactured includes among others,—Adze Eye Nail Hammers, Plain, Octagon, Bellface, Octagon Head, Pat. Nail Holder, Bellface, Nickel Plated; Boxing Hammer with Octagon head and improved claw; Wire Fencing Hammer, the best made; "Wire Staple Puller," the Waterman Pattern; Farriers, Octagon and Round Head and the Boston Pattern, of improved design. While among the Plain Eye goods the following variety is noticeable: Riveting, Blacksmith's Hand, Machinists' Ball Pein, Engineers Ball Pein, Machinists' Chipping, and Cross Pein; Tinners' Roofing and Paneing, Tinners' Bench and Seaming and Engineers' Double faced. These Crucible Cast Steel Hammers are stamped "H. Cheney Hammer, Co;" the steel being manufactured expressly for them, they are fully warranted. Some few of the Hammers are put up ½ dozen in a box, such as the Chipping, Engineers', Machinists' and Blacksmiths': the remainder in ½ dozen. The special Hammer, No. 150 and 151, is made for the purpose of a "Wire Staple Puller" for which it has no equal as a hammer and staple puller. To draw the staple, insert the point between the post and the staple, by a sharp, quick hand stroke. Should the point mar or break off by use, it can easily be repointed, with handle in, by drawing point down and tempering. The Henry Cheney Hammer Company also make a line of Plain Nail Hammers from the same quality of steel, which includes: Plain Nail with Round or Octagon Heads, Plain Farrier's Octagon Head and Plain Brad Hammers.



WIRE STAPLE PULLER NO. 150.

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(Continued from page 26.)

and very often at a saving of telephone and express charges. Again, when one is long on goods the others could help out.

The matter of contractors' bonds is a very annoying problem in many towns. This can be handled through a local association. A saving can be made, I believe, under organization in unprofitable advertising, such as Score Cards, Hotel Registers, Programmes, City Write Ups and such things that we are continually spending money on every year, simply because our competitor does it, knowing that we get no returns, and it is dead expense.

The catalogue house proposition, I think, can be reduced a little by co-operation through local association. I think if a local association manages to get the names of people in the neighborhood tributary to the town and looks them over they will find that a great many people that are sending to the catalogue house for goods are owing the local man, some of them a long time. In that case this merchant should write the customer, telling him he wants his money and making it plain to him. If this thing is followed up, I believe, it will have a good effect. When people in the community understand that they are jeopardizing their credit by buying outside and that the home merchant knows that they are doing it, they are likely to feel more inclined to buy at home.

LOYALTY.

Former President H. L. McNamara, of Janesville, read an interesting paper on "Loyalty," which we give as follows:

Mr. President and Gentlemen of the Convention:

It is presumed that when a man joins an organization or society, he does so with the idea and purpose of thereby benefitting himself. It may be an honorary organization or it may be one through membership in which the new member will gain material benefits, but whatever kind of organization it may be some benefits should be derived from membership, or the purpose of the organization is lost. If then, the organization confers benefits upon the member from the mere fact that he is such, what is the reciprocal duty of the member to the organization? To me there is but one answer;

LOYALTY TO THE ORGANIZATION.

This is the very cornerstone of the structure of voluntary organizations, and without it the structure will crumble and fall into the deep, dark ruins of failure. It is required of every member, from the head officer to the private in the rear rank. With it, we present an active, energetic solid army composed of every member; without it, our ranks are straggling and full of penetrable places.

The members of the Wisconsin Retail Hardware Dealers' Association have been loyal. Because of this fact we are growing stronger every day and present one of the best State organizations in the country. Out of the 800 retail Hardware dealers in the State of Wisconsin we have over 500 enrolled as members of this organization; over 60 per cent. This is certainly a showing of which we may well be proud, and for it I give credit to every member of this organization.

YOUR PAST LOYALTY HAS BEEN APPRECIATED AND HAS BORNE ITS FRUIT,

and I am confident that you will not let your zeal and enthusiasm wane the least bit during the coming year. Increased loyalty would I urge and that we make redoubled efforts to get those dealers who are not yet in our organization, to join. Let us try to make our per cent. 100 by the time of our next meeting.

The benefits of our organization are apparent to every member. We are banded together for mutual protection and co-operation. Our interests are the same and you may be sure that the organization as such will not do anything to harm or hurt any individual's business. In fact, the reverse is true; that the organization will go a long ways to help and benefit any individual member. A protest from this organization to a manufacturer as to unfair competition will receive great deal quicker attention and have much more weight than from an individual. The organization can carry on its fight until heard and the matter adjusted, while an individual, because of the expense and the time involved, might often be forced to give up the fight. Then again,

MEMBERSHIP IN THIS ASSOCIATION GIVES US GREATER STRENGTH

in the National organization, and also gives the National organization greater power. But before speaking of loyalty to the National Association, I desire to briefly call your attention to our mutual fire insurance company.

As the offspring of this association the Wisconsin Hardware Dealers' Mutual Fire Insurance Company is entitled to at least your consideration. This company is now firmly established. We have had no large losses during the year and what few losses there have been have been quickly and satisfactorily adjusted and paid. We have no outstanding indebtedness and the receipts have been large enough to justify us in declaring a dividend of 33⅓ per cent.

OUR INSURANCE IS THEREFORE CHEAPER THAN ANY OTHER.

That it is just as good as any will be borne out by the careful examination of our plans, articles of organization, and the official acts since its organization. As an officer of the company and fully conversant with its affairs, I can conscientiously recommend that you join such and lend to it your aid and support. That the company was organized for your benefit is sufficient reason for your support. We can not go outside of yourselves for business and if we do not get yours we must cease to exist. It does not seek to make money except to pay it back to you. The McCurdy family are not its officers, and no expensive legislative lobby is maintained. It is an organization of Hardwaremen for the mutual protection and benefit of Hardwaremen, and as such I earnestly ask that you remain as true and loyal to it as you have to this organization.

Loyalty to the National Hardware Association is as imperative as to this association. While the majority of us do not come in active contact with its officers and members in convention assembled as we do here yet you have all gained through its influence. You have received the benefits of its fight against the unfair competition of the catalogue houses, and to-day you can credit the National Association with having fixed the selling price of some 600 staple articles of Hardware. By its influence and protest manufacturers have refused to sell their products to certain large catalogue houses who were willing to sell them less than cost, merely as a means of advertising, unless such houses would agree to sell them at a fair price.

THE RIGHT OF A MANUFACTURER TO DICTATE THE RETAIL PRICE

of his article of manufacture has recently been upheld by the supreme court of the State of Rhode Island. That its wise decision will be followed by the other courts of the country when the question arises should certainly be our most earnest wish and hope. The National organization is doing much for your benefit and mine in this way, and I can but repeat the entreaty I made to you last year that we increase our own membership in order to increase our representation in the National, that its power may thereby be greatly increased.

The National is growing daily and soon it will extend from ocean to ocean and from Canada to Mexico and become one of the greatest trade organizations in the world. While in attendance at its meeting in Minneapolis last Spring, a telegram was received from the New England Association stating that they had that day decided to join the National, thus adding four more States to its membership. Thus it will continue to grow but only through the loyalty of every individual dealer in the country can it gain the position and prominence to which it is entitled.

Thus are the Hardwaremen of the country becoming organized. First in State organizations and then in a National organization composed of States. To each of these organizations we owe the duty of loyalty. Let us then to the glory of ourselves perform our full duty in these respects and be loyal, earnest, active workers to the end that right may prevail in all business dealings and prosperity bless the Hardwaremen of Wisconsin.

The Committee on Resolutions reported the results of their labors, which were adopted as read.

WISCONSIN IMPLEMENT MEN.

The question of admitting the Wisconsin Implement dealers to membership in the Association was discussed at length and it was decided that it would be advisable that they form an organization of their own. An effort to bring this about will be attempted during the present year.

NEW OFFICERS.

PRESIDENT, Emil Teitgen, Manitowoc.

VICE-PRESIDENT, J. Kornely, Milwaukee.

SECRETARY-TREASURER, C. A. Peck, Berlin.

NEW MEMBERS OF THE EXECUTIVE COMMITTEE.—E. H. Ramm, New London, and A. H. Kleberg, Nekoosa.

The members of the Executive Committee, including the officers of the Association, were chosen as delegates to the Convention of the National body.

Notwithstanding many invitations were received to hold the next meeting at Madison, the Constitution provides that Milwaukee shall be the next meeting place of the organization. So next year's convention will be held there during the first week in February, 1907.

The Turn Hall and Republican House contained a remarkable display of goods of the manufacturers and jobbers who made exhibits. The majority of them were in the main hall of the convention building. They undoubtedly profited by the opportunity to a large extent.

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NEBRASKA RETAIL HARDWARE ASSOCIATION

The Ninth Annual Convention of the Nebraska Retail Hardware Association was held at Lincoln, Nebraska, on February 13, 14 and 15. The sessions of the convention were held in the Convention Hall of the Lindell Hotel.

The meeting was called to order by the President, Max Uhlig, of Holdrege, promptly at 2 o'clock P. M., who introduced the Reverend H. C. Swearingen, D. D., pastor of First Presbyterian Church of Lincoln, who invoked the divine blessing. The president then introduced the Hon. F. W. Brown, Mayor of Lincoln, who delivered an address of welcome which was happily responded to by Nathan Roberts, president of the Dunning Hardware Co., Omaha.

The President, Max Uhlig, of Holdrege, then delivered his annual address as follows:



MAX UHLIG, EX-PRESIDENT.

Brother Hardware Men:

We are upon the threshold of the sixth year of our organization, and with heartfelt pleasure I extend greetings of welcome and express my appreciation of the importance of our united effort.

To the weary traveler, each distant milestone seems more formidable than the last. Having passed them, they sink into insignificance, but not so in this instance, for, looking backward to our meeting of last year, it stands out bright and gleaming with the rays of success. So let us assume that the meeting of Nineteen Hundred Six will ring with the joyous notes of fraternity and progress which have given zest to our past year's effort, and cheer us on our forward march during the coming year.

Our grand old state of Nebraska has been a commercial study at different intervals during the last quarter of a century. During these years it has been my privilege to grapple with the retail hardware trade; and while the last number of years have been marked with great success, the year just closed has exceeded any of those past in

THE VOLUME OF PROSPERITY THROUGHOUT OUR STATE.

During this period, the climatic conditions have undergone great change, and a new method of farming has created a revolution in home industry. So great has the faith of capital become, that investments are made on farming lands at $65 to $85 per acre, that only five years ago sold at $15.

So, my brother hardware men, this convention has indeed good cause for rejoicing, and for a continuance of the future development of our Retal Hardware Association.

The prosperity of Nebraska in Nineteen Hundred Five has been further celebrated by the election of a Nebraska Hardware man to the presidency of the National Hardware Jobbers Association—the Honorable W. S. Wright of Omaha—and so we Nebraskans should prove ourselves worthy of our association with so distinguished a statesman in the Hardware world.

It is with great pleasure I can report that we have the confidence and respect of the National Manufacturers and Jobbers Associations, which we must

RETAIN WITH PRIDE, AS AN INVALUABLE AID

in the accomplishment of the objects for which we are seeking.

Only five years ago, a handful of dealers, feeling the need of a more harmonious working among their common interests, met at the Bostwick hotel at Hastings to discuss the advisability of a state organization; from that has grown the mighty power of the Nebraska Retail Hardware Dealers Association, of more than Three Hundred members, the strength of which should be felt in the breast of each member as he contemplates his share in making this convention the banner meeting of our history.

Gentlemen, this is a business meeting for business men— to exchange practical and tried plans and ideas.

THERE ARE MANY VITAL MATTERS TO BE DISCUSSED BY THE ASSOCIATION during this session. Let me beg each member to be prompt in attendance upon each of the meetings, giving us the benefit of his advice and the encouragement of his presence.

One of the most important subjects for consideration is

THE PARCELS POST BILL

—which will come up at the present term of Congress for very serious debate and perhaps final action. And I wish to admonish each



FRANK K. BARR, SECRETARY.

and every one of you to do your full duty to defeat this menance to our interests.

In this connection may be mentioned the recent order of the Postoffice department to Number the rural mail boxes, which was suspended through the influence of this and allied organizations, and pressure should be brought to bear that it may be finally rescinded.

A great deal has been accomplished by our organization in combating catalogue house competition, primarily through our affiliation with the National Association; most of our

LARGE AND REPUTABLE MANUFACTURERS AND JOBBERS

absolutely refusing the patronage of these concerns. There still remains much to do along this line, and only by a united pull can we attain the desired end.

The freight question should receive thorough consideration by a proper committee, to adjust the slow and tardy transportation, the overcrowding of freight cars, resulting in much damage and breakage, and the impossibility of getting shipments unloaded in a complete manner at local points throughout the state.

Another stumbling block in the path of the retail Hardware dealer which is becoming more prevalent every day is the

DISTRIBUTION OF STANDARD HARDWARE LINES

by jobbing grocer houses to the general stores and corner groceries throughout the country, thereby greatly demoralizing prices and creating objectionable competition to the regular hardware dealer. This is one of the hardest forms of competition we have to meet, and can only be abated by forceful and persistent representations to the manufacturers themselves, and I would urge the association to adopt resolutions tending toward this end.

The old time nuisance of the traveling stove peddler has again been attracted to our state by the prevailing prosperity, much to the detriment of the legitimate dealers. Gentlemen, we ourselves are to blame for this condition, as the question has been agitated before without having received proper attention on our part. I trust you will see the necessity of a legislative committee to take this matter in firm hands and either abolish it by a proper enforcement of existing laws, or see that such measures are passed as will effectually do away with the nuisance.

Special Brands have been the subject of a great deal of discussion in trade papers during this past year, and it might be well to ascertain the feeling of the Nebraska hardware men upon this question before the close of our sessions.

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ALL THESE MATTERS SHOULD BE DISCUSSED

and acted upon in their proper order, and I would urge upon every member the importance of taking an active part in these discussions, as well as bringing before the convention any new ideas or suggestions "for the good of the order" which may occur to him.

It gives me pleasure to report that our mutual fire insurance association has made wonderful progress in the past year, and is offering you sound protection at a great deal less cost than the established board rates of the old line companies.

To our brother members, the "Knights of the Grip" who may be present; I would not have you spirit away any member during the hours of session but would ask you to join us in the meetings and bestow upon us your helpful counsel.

There is an old saying "All work and no play makes Jack a dull boy;" and for your pleasure and your profit the executive officers have arranged social hours, which I trust you will enjoy to the utmost.

In closing, I desire to say that

WE CANNOT GIVE OUR SECRETARY TOO MUCH PRAISE

for the successful work he has done. He has met the demands upon his time and energy in a manner which deserves our admiration.

Gentlemen, it is up to us to show how thoroughly we appreciate the conditions of those things needful for future success. That future has much in store for those who study the interests of the work—the perfecting of our state organization by bringing in all the hardware men; by the awakening of the sleepy ones; by promoting the idea that we are in business for a living; and by promulgating a spirit of good will. Let us then enter upon the coming year's work with a thorough realization of the benefits of united effort, and by our own worth make our association a still greater power in our chosen field, that we may look back upon the meeting of Nineteen Hundred Six as one of the brighest and strongest examples of harmonious co-operation in the history of the association.

Following the delivery of the President's Address was a long and interesting report of the Secretary, J. Frank Barr, from which we make extracts:

SECRETARY'S ANNUAL REPORT.

Another year has again rolled around since we have met together in Convention, and I trust that the year has been a success financially and otherwise with all of you. We have had our ups and downs in many ways and it's hoped that the ups have so overwhelmed the downs that you are all feeling in the best of humor and are ready to take advantage of and profit by the good things that we have in store for you in the literary part of the programme and the renewal of old acquaintances and friends with kindred ideas and thoughts, may quicken a responsive chord in your hearts and make you feel that the good things obtained by attending the Convention are far in excess of the expense and time taken in coming.

* * *

During the months of March, April and May when your Secretary was able to travel he

VISITED NEARLY EVERY HARDWARE MERCHANT SOUTH OF THE PLATTE

and West of Lincoln as far as Oxford, and in this territory a large portion of the increase in membership comes. To recount some of the experience in soliciting new members would take up too much of our valuable time, but I cannot refrain from giving a few of the excuses for not desiring to join the Association. One excuse was that since he was not at the last Convention he thought he would drop out this year and come to Lincoln at the time of the next Convention and join again, evidently the nickel in front of his eye hid the five dollars worth of a years benefit behind it. Another said that "When you fellows stop allowing these Catalogue House fellows to ship goods in here from Chicago cheaper to the farmers than we can buy them then I will join the Association." No comments are necessary on such a flimsy excuse as this.

In a few of the Southern Counties your Secretary was requested to agitate the subject of a district convention comprising 8 or 10 counties, to be held for a day or two about midsummer, at a time when trade was a little slack and get the Hardware merchants to get together at some centrally located town easily accessible by railroad and consult and advise with each other as to the best methods of counteracting some of the evils that were then affecting them. In taking up the project with the officers who could be quickly reached I was advised to discourage such an idea as much as possible and in place of that, urge the

DEALERS TO ORGANIZE COUNTY ASSOCIATIONS

and get together at least once a month for a half day, or an evening and talk these matters over in a very energetic though informal way, and arrive at conclusions that would be best suited to their individual cases. Acting on this suggestion your Secretary induced the various members to get together in their own counties and organize for protection as well as prosperity.

* * *

These are only a few samples of the complaints that the Nebraska Retail Hardware Association has successfully adjusted to the satisfaction of a number of very much pleased members, and only a few weeks ago one of the members who was so well pleased with the settlement of the grievance that he had, wrote the Secretary that on account of illness in his family he would possibly not be able to get to the Convention but that he enclosed Draft for $5.00 to pay his dues to Feb. 1907, as he was convinced more than ever that the State Association was a most valuable power for good, and as long as he was in business he would be found a member, and would induce as far as possible all the other dealers who were not members to get into an organization that was doing the most valuable service to the Hardware trade.

* * *

Each member of the State Association becomes an affiliated member of the National Retail Hardware Association which is an enormous power for good and the National officers are using every effort to forward the interests of the members. The National Bulletin which comes to you quarterly without cost is a most valuable journal and should come weekly instead of quarterly, for it contains information that fits into the case, or needs of some member every time you read it. Nearly every merchant your Secretary called on was a reader of one or more Hardware journals but several were subscribers to none. This is a mistake. Every up to date Hardware man should

TAKE EITHER A WEEKLY OR MONTHLY JOURNAL

and keep in touch with affairs that affect his business in one way or another.

We trust that you will have a profitable and very enjoyable meeting at this Convention and that when you go home, if there are any of you competitors who are still without the fold of Association benefits, you will use your best endeavors to have him be a "jiner" for once and join the Association.

* * *

Upon suggestion of Mr. Roberts of Omaha the President appointed Messrs. Hall and Garroutte of Lincoln as a Committee who escorted W. P. Bogardus of Mount Vernon, Ohio, President of the National Retail Hardware Association, to the platform.

Treasurer H. C. Hall presented his report which was received and referred to the Auditing Committee.

CONVENTION COMMITTEES.

The President then announced the following Committees:

FINANCES.—J. H. McGrath, Hastings; Victor Fried, Oakland; Frank Hacker, Friend.

CONSTITUTION AND BY-LAWS.—J. W. Amstrong, Auburn; J. F. Hanlin, Holdredge; L. Pattingale, Omaha.

RESOLUTIONS.—Ernest Hoppe, Lincoln; August Lubeley, Harlington; Roy Bodinson, Kearney.

PRESS.—H. Vieth, Lincoln; A. E. Small, Crete; M. Hussie, Omaha.

LEGISLATION.—F. J. Hoerger, Sutton; Alexander Meyer, Falls City; Frank E. Lahr, Lincoln.

NOMINATIONS.—J. C. Cornell, Ord; A. G. Hunt, Campbell; C. K. Lawson, Hastings.

F. C. Harrington, Pawnee City, was appointed sergeant-at-arms.

The president then said he had with him a gentleman who had travelled 1800 miles to be with the delegates and give them a few words of greeting, C. W. Asbury, of the Enterprise Manufacturing Company of Philadelphia, who was then introduced and addressed the Convention as follows:

C. W. ASBURY'S ADDRESS.

Mr. President, and fellow members: First let me thank you Mr. President for the courtesy of your time this evening, and I promised your president to make it very short.

I represent the American Hardware Manufacturing Association. That association, as you probably know, is an association of between 200 and 300 of the manufacturers of Hardware in the United States, and includes among its membership all of the important manufacturers. I don't propose for a moment to take your time in undertaking to present the reasons why an association is of valu . You no doubt have had your own experiences as we have. I do want to say, however, that our association brings to you fraternal greetings. It is the desire that the manufacturers as a class, do everything possible

FOR THE PROTECTION OF THE RETAIL TRADE.

We naturally have our close personal friends, personal friends by reason of periodical contact, frequent contact with the jobber, and we naturally appreciate the jobbers efforts in distributing our goods. But we appreciate beyond that, that you gentlemen are the bulwarks of our business, and you are the gentlemen who come in direct contact with the consumer, and it is the consumer naturally whom we are after. You are therefore of the first assistance to us in distributing our goods. Let me say a word for one moment, however, regarding the association work, that I think is a very good sign of better times coming and we find such growth among the retail dealers associations. We have now in this country a great association representing the retailer, an association representing the jobbers, as well as association representing the manufacturers. It is quite proper that questions of immediate concern

SHOULD BE DISCUSSED BY EACH INDIVIDUAL AND SEPARATELY.

But after all the aims of each branch are nearly coincident; our interests are always parallel, we certainly have interests in common. And during the past two years there has been two immensely important questions considered by these various associations, questions of interest to all of those who are interested in the handling of Hardware or in the making of it. Probably one of the greatest misfortunes we suffered in the handling of those great questions, in my judgment, has been a spirit of enmity which has been engendered through a desire to place the blame for the *evil*. Such a feeling is not only necessary but highly injurious to our common cause. What difference does it make who is to blame. The great question is

HOW CAN WE REMEDY THE EVILS.

That should engage our attention. I look forward to a time when these three interests—the retailer, jobber and manufacturer—can be brought together in harmony. Surely a spirit of fairness, of frankness and square dealing will hasten that day. And when that day comes we will find a power which can deal with these great questions in the way in which they should be dealt with.

I promised your president that I would not consume more than five minutes. I think I have about taken that time now. (Voices: Go ahead. Go on.) But gentlemen I want to thank you all most sincerely for the courtesy extended to me as representing the manufacturers' association, and to express the hope from the said associa-

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tion that your body will prosper, and that each individual member will prosper. Applause.)

The president announced the next number on the programme would be an address by J. H. McGrath of Hastings on the subject,

THE HARDWARE STORE; ITS PAST, PRESENT AND FUTURE.

By J. H. McGRATH, Hastings, Neb.

In dealing with this subject, "THE PAST, PRESENT AND FUTURE OF THE HARDWARE STORE," I shall say very little of the past, but deal more with the present and future, as they are of the vital importance to us.

The "Pioneer" hardware merchant and his store are, indeed, a thing of the past, as new conditions have arisen in almost every phase of the business.

Dealing with the present Hardware store is of the most interest to us, and this is

CERTAINLY A RESOURCEFUL SUBJECT.

The present day hardware business, is, in my estimation, the best and most comprehensive of retail trades. The present day Hardware man must be the keenest, broadest, and most diligent of business men. Competition has grown so keen in certain channels, especially illegitimate ones, that he must indeed, be a merchant of great ability, if he would succeed. It is of the abuses and wrongs that exist to-day, that I wish to speak of at more length, and, especially among these, in the continual raising of prices by some manufacturers. (This is working the greatest hardship on the retail dealer.) It is the stove manufacturer, that in my opinion, has grown most greedy, and, it would seem, under present conditions, he would be the slowest to raise his prices. I mean by present conditions, not prices on pig iron, coke and steel, but the competition that is arising.

There are to-day, more big concerns selling pretty good stoves direct to the consumer than ever before, and selling them at as low or even lower prices than the retail merchant can buy the same grade of goods. A short time ago, one of the largest mail order houses purchased a very extensive stove works in Chicago. This means these people will be at the mercy of the manufacturer and in all probability, will sell better stoves in the future for less money than they have in the past. Take, for instance, the recent advance in stoves was wholly in my opinion unwarranted. You ask the manufacturer why he advances the price on his stoves and he will tell you he is giving you a better stove than any one else on earth, at less money, also that "pig iron" has gone up, yet in the same breath, he will tell you that the raw material, used in making stoves, is but a fraction of the cost of the stove. I am told by good authority that the "Blood raw" cost of stoves to the manufacturer, is less than one third, yes one fourth the selling price to the retailer, and this is why I say the manufacturer is working the greatest of hardships on his agents, the retailers. It is quite true, he is giving us a better stove to-day than ever, but we are paying a great deal more for it, also, the hardest part of this continual price raising, is for the retailer to make his customer believe stoves are worth 5 per cent. more to-day than yesterday, besides, it constantly grows harder for us to make him believe that our stove is worth 2 or more times in value than a mail order house stove or a "Kalamazoo direct to you."

This seems to be an Era of Price Raising. Other manufacturers in fact, nearly all have given us a raise in prices about as fast as new discounts could be printed, but none of them affected us, in my estimation, as much as the one just mentioned.

In dealing with the present, there is much being said and agitated just now about the

MAIL ORDER SUPPLY HOUSES,

and in reading these arguments in the different trade journals, one finds, sometimes a good deal that is amusing along with the serious part of it. In recent issues of the different Hardware journals, there has been a great deal of discussion on this subject, especially among the manufacturers, and in most cases, you find the manufacturer lays most of the blame on the jobbers and retailers, ecpecially on the retailers, says he is inconsistent and asleep.

I was greatly amused at a certain manufacturer's discussion on this subject in a recent issue of the Hardware Dealers Magazine. In speaking of the evils of the mail order houses, he deplores the conditions of things, but goes on to say that the retailer, in most cases is fast asleep and does not hustle as he should. This same writer, also says he cannot understand why retailers wish to handle jobbers brands of goods in preference to the old STAND BYS. This writer that cannot understand these conditions had best wake up himself, as he is the one FAST ASLEEP, for out of a dozen popular magazines and periodicals examined, I could not find an advertisement of any of his goods, while I found several jobbers brands of goods extensively advertised. The manufacturers, to my mind, with a few exceptions, have done very little towards helping the retailer fight the monster catalogue houses, while the jobber has been our good friend and helped us at all times, leastwise, I have never called on him to help me out and been refused. The past year has been a good and fruitful one for the mass of Hardware dealers, prices have been good, demand has also exceeded the supply. There has been a great deal of money in circulation and collections in most localities have been good. This one phase of the business must be watched very closely as when business is good and times are good, merchants as a rule are inclined to be a little too lenient with credits. In dealing with the future, prospects, as a whole, are bright. There is a demand for better class of goods than ever.

THE FUTURE HARDWARE MAN MUST ADAPT HIMSELF TO FUTURE CONDITIONS,

as my prophecy is that his store will become a store of specialities more and more, and that is if he would succeed, he must, himself, become a specialist in every phase of the business.

The present demand is for much better goods than ever before, which gives the merchant a chance for better profits, also, enables him to add new lines of goods, especially profitable ones. These are the ones to be on the look out for. I have found that a mighty good investment was store fixtures of the first class order, nice show cases, wall cases etc. which makes your store attractive. These things ore good, silent and profitable partners. Summing up this article, I would suggest that we stick closer to the profitable lines, do more business for profit and less for glory. Be a good friend to your home competitors, have more confidence in him and, bye and bye, he will have more in you. As I have said, to place the future Hardware store second to none, we must keep in very close touch with one another and I know of no better and successful way than through our present Hardware Dealers Association.

This paper was discussed by several members, the sentiment being in the nature of an endorsement of the views therein expressed.

The next paper was entitled

BEST METHODS OF GETTING ALL HARDWARE MEN INTO OUR ORGANIZATION.

BY A. G. HUNT, OF CAMPBELL.

There are many means and methods that might be used but I have confined myself to that which in my judgment is the most essential. This is an age of organization, the more extensive and complete the better results obtained. Confidence begets confidence. How best to bring about this desired result and a more complete understanding among the Hardware trade is a matter of great importance to us all. And speaking of organization I wish to call special attention to the loyal manner in which the jobber has at all times responded to the interests of the dealer. But how in many instances have some of the dealers shown their appreciation—by buying part of their goods from some grocery house, that is ever ready to throw you some alluring bait. And when he has done you to a finish steps across the street and places weapons in the hands of every grocery house in your town to help destroy your business, and cut off your legitimate profits.

Stand by your jobber, he who is ever

READY TO HELP PROTECT YOUR BUSINESS,

who has stood by you when sailing was hard. Those times may come again, our interests are so closely allied that they are a unit. Then show your appreciation and loyalty by at all times giving them the support and advantage of your business. Do this and it will not be necessary for them to stamp their invoices: WE DO NOT SELL CATALOG HOUSES.

We all realize the great things it is possible to accomplish by perfect cooperation, to do this it becomes necessary to get our competitors interested in what the association, with the united efforts of the Hardware men of the country is doing for him. This is a matter that should be plainly presented to every dealer in Nebraska.

To

SHOW THEM WHAT THE ASSOCIATION HAS DONE,

can and will do, what the organized efforts of the Hardware dealers of the world, is a question, that should be of interset to any man who still has enough life left in him to transact business. But while the association stands ready to give us all possible assistance they cannot do it all, it is for us to help the good work along. Our organization has grown, we are justly proud of it, but as yet we have not to exceed one third of the dealers of our state enrolled, these are the fellows we are after, we want them, they need us, the association wants us all. How best to present this proposition to them that it shall touch a responsive chord is a matter for our consideration. To get them to join the association is what we all want, for in numbers we get strength and unity, when this can be brought about then it is possible to make our organization more complete by perfecting local organization, which is a matter of great importance and financial benefit to all dealers, especially in the country towns. This will not or cannot be brought about by sitting in your office criticising your competitors and their methods of doing business.

Merchants are generally apt to find fault with their neighbors instead of seeing their own. The broad minded dealer is he who gets around, calls on his competitor, talks over business conditions, at the same time realizing that his neighbor has the same right to do business as himself.

LEARN YOUR BUSINESS.

Extract from it the secrets of success. There is no mistaking the fact, that a reputation for thoroughness gives power and inspires confidence.

How is it with our complaining friends who spend altogether too much of their time in worrying over the galling competition of the catalogue houses and see bad local conditions. In many cases not circumstances but their own lack of confidence is what helps to make them. Do what you can to make these circumstances better. Be thorough, for all slip-shod efforts are fatal to success. Cultivate high ideals, sound, healthy and generous business methods, make money for that is what we are in business for, each trying to make the trade better for his having been in it.

In my opinion, if these same men would devote one half the time they do in worry over existing conditions, to

STUDYING METHODS TO MEET AND BETTER THEM,

and of cultivating more intimate acquaintances and a better business understanding with their neighbors, a great deal of good might be accomplished, better prices maintained, better social relations, more money in the Hardware business, and more pleasure in life.

You are then in a position to go to him and show him the mutual benefits to be obtained by becoming a member of the association. And with it will come better business relations, a more complete understanding, a perfect local organization, which when affiliated with the state and national, we are then lined up to get results and reap the benefits of our labors. And this is along the line of what I should call complete organization.

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Members broaden out, take time to call on your neighbors, talk over business conditions, and of the best methods of getting prices and maintaining them, tell them what the association is trying to do for them, tell them you need their assistance and they will be benefited by you, and should this question be properly presented they will have to be calloused to the core if you cannot find a spot in them that will respond to common sense, and good business judgment. One great trouble with many of our members is lack of interest. He who is not ready at all times to uphold and defend the principles of his association is not doing his duty. You may choose your most able leaders, they may do all in their power to protect and benefit you, they may secure promises of reform, but they must have true, loyal and energetic support of the individual who composes the organization or their labors are fruitless.

Wake up dealers, show your competitors that the ethics of a successful business is not in the cutting of prices but in getting together and maintaining them. While it has been said that goods well bought are half sold, yet if they be sold without profit it were better they had not been sold at all, impress them with the necessity of joining the association, for in union we get results, but remember that your

ACHIEVEMENTS CANNOT RISE HIGHER THAN YOUR RESOLUTIONS.

To resolve that you will make yourself a committee of one so that when you return home you will go with a firm intention, that you will be the means of adding at least one new member to our list this year.

Think what that will mean for our association in Nebraska. Do this and you will come back next year knowing that you are going to attend one of the greatest family reunions of Hardware men ever held in our state.

This paper was discussed a few minutes, the general sentiments being in accord with the paper as read.

The next was an address by Alex. F. Meyer, of Falls City, on the subject, "Our Competitors; Why We Should Be On friendly Terms," which proved an excellent subject and was well handled.

Next was a paper entitled

ADVERTISING A STORE IN A COUNTRY TOWN.

By J. C. McPherson, of Haigler.

Advertising a store in a country town is a question that has kept us guessing for the past eighteen years.

Our experience has been that a satisfied customer gives the best results, but to get that customer satisfied and to hold his trade is the question we would like to answer in a manner that our fellow Country Hardware Dealers would read with profit by improving on these suggestions.

We will try to illustrate in the first place the Country Hardware Merchant, striving to make a living by selling goods at a profit.

Now any one can *sell* goods, but to sell goods at a *profit*, is the point. We find our sales increase as we bring on new styles of up to date goods that have merit. All we do is to call our customers attention to any article of this kind and in a few weeks his neighbors are asking to see them.

We have already made many sales on sewing machines by writing our lady customers, stating we had the best sewing machine that money and brains could produce

WITH PRICES THE LOWEST, QUALITY CONSIDERED.

We have sold typewriters to parties that never thought of typewriters in particular until we approached them in this manner.

In regard to newspaper advertising, our method is to get our advertisement to call special attention to goods advertised in most of the leading magazines that have established retail prices. We will use the Bread Mixer for example. As soon as a lady finds we carry articles advertised in her magazine, at same price, she becomes interested and in most cases we can place her on our list of customers.

We have sold a Bread Mixer to one of these customers, who liking the machine, and finding it far superior, with less labor to the old mixing process, confided same to her neighbors and friends and the result was one half dozen mixers were sold.

We never fail to approach a catalogue customer and show him some article that has an established *retail* price in his catalogue. We will use for example, the Target Rifle. In this way we get him interested, then we show him a saw or hatchet, of special brand, and let him look them over telling him of their merit. The article speaks for itself. He readily sees the difference between a good article and a poor one.

By displaying a good pair of scissors that had the best of qualities, such scissors that have patent washers, etc., to keep scissors firm and in place, we have the lady interested and she and her friends call again.

We find that

CHEAP MADE GOODS ARE THE POOREST INVESTMENTS,

still they are necessary, for the reason the Catalogue Houses make them a specialty, pricing same at a close margin, they making *their* money on better lines of goods.

We have an alphabetical list of all the residents tributary to our town and we never fail sending this list to the Jobber or Manufacturers who advertise through the mail, stating that we are their local dealers and distributers.

Another method we have of advertising is the display, we plan, from time to time, of goods arranged in front store windows. We find that

ORDERING GOODS IN SMALL QUANTITIES IS A WINNER,

less goods to get shop worn, and less chance to cut prices ,to get quantity reduced and in this manner we move our money quicker and can handle a larger variety of goods.

Another good advertiser is when an article called for is out, we show our customer we have same in our catalogue with price, and order it for him as soon as possible, calling his attention to article when he calls again. We have made an impression on him that he is not afraid to express. We find having goods on hand that is called for makes our customer a winning advertiser for us.

A clerk with ideas, who studies what he sells a customer and is posted on the service an article will give and practically knows the needs of our customers and takes the responsibility of a sale or a settlement is one of the best paying advertisements we have.

The last number of the afternoon programme was an address, "Pushing The Business" by P. A. Krause, of Albion, a subject to which he did full justice.

WEDNESDAY MORNING SESSION.

Meeting called to order by the President at 11 A. M., February 14. The first number on the programme was an address by W. P. Bogardus, of Mt. Vernon, Ohio, President of th National Retail Hardware Association, on the subject "Parcels Post".

This paper was discussed and numerous questions propounded to the author eliciting information on the subject. There were a number who expressed themselves in sympathy with the address.

The rural free delivery carriers were the subject of some ex ended discussion regarding their violations of the postal laws and regulations in soliciting business for the catalogue houses, etc.

WEDNESDAY AFTERNOON SESSION.

The afternoon meeting was called to order by the president at 2:40 P. M. The Secretary made some announcements relative to the banquet, and the validating of their railroad tickets, etc.

The president then announced the next number on the programme would be a paper by Mr. A. L. McDonald, of Eagle, on the subject, "How to Get Our Home People to Patronize Our Local Stores," which he treated in an exceedingly humorous manner.

Following this came the address by Mr. W. P. Lewis, of New Albany, Ind., Treasurer of the National Hardware Mutual Insurance Co., on the subject, "Pointers on Fire Insurance."

This paper was discussed and the sentiment seemed to be pretty generally in favor of encouraging the local mutual insurance companies by patronizing them more generally by the Hardware dealers.

The convention was next favored with a paper by Walter Cabeler, of Winside, Neb., on the subject, "What Good Has Our Association Done Us?"

WHAT IS NECESSARY FOR THE SUCCESSFUL WORKINGS OF YOUR ORGANIZATION.

By William M. Glass,

Secretary of the Lee Glass, Andreesen Hardware Company.

One of the greatest factors for the good of modern American life is the frequent gatherings of business men from all parts of the country. It is through this combined social and business interchange at annual conventions that the people of the north and south have been brought closer together and made to understand each other, and that the factional feeling consequent upon the civil war has been removed. Association leads to closer companionship, co-operation and organization, which broadens and brightens the mind and establishes brotherhood. Our nation stands to-day without a peer, because we are organized right. Association and organization have become a present day necessity. By them and because of their being it is possible to draw together men and minds of vast experience. Self-interest, the strongest of all motives, has impelled you to organize, because you believe organization to be beneficial. So far, so good. You have also elected from your members an efficient corps of officers, and they have performed their duties faithfully and well.

* * *

Let your association stand for progress and against retrogression. By getting together and interchanging ideas, you shall be able to see things as they are, and to cope with conditions that exist. The individual may protest and struggle with all his power, but he is carried along by stronger forces, until he meets others who are in the same conditions, and they join and unite until they become a mighty force in determining what shall and what shall not be. A single individual is like the old time flail, while a well directed organization is like a modern threshing machine. It is presumptuous for an individual to attempt to correct trade abuses single handed or to endeavor to cope with modern trade conditions with the meager knowledge acquired only through the narrow windows of his own individuality. No retail Hardware firm alone can change a single condition, but all combined can make their influence felt on any proposition.

I have been a close observer of the growth of your association and believe through it will come substantial benefits beyond your greatest expectations. Each and every member of your organization should be vitally interested in the success of your organization. It can accomplish for every individual member what it would be impossible for him to accomplish for himself. Each and every member should lend a willing hand toward the discussion of such topics as are of mutual interest to your organization, each and every one from his standpoint, great or small, in order that from the broad knowledge thereby gleaned your organization can do injury to none, but good to all, and which shall enable your organization to champion the cause of right and justice.

The Association adjourned at this time until 8 o'clock in the evening, which after assembling the Convention listened to a very favorable stereopticon lecture on the Catalogue House proposition, which was listened to very intently by the Convention and at the close he favored the audience with a very fine lecture on the subject of Hardware Mutual Insurance, which was appreciated by every one present, the Hall being crowded to the door.

WEDNESDAY EVENING, FEB. 14TH.

The entertainment committee, consisting of the jobbers and retail Hardware merchants gave the visiting Hardware men an excellent banquet at the Lindell Hotel, which to the tunes of an orchestra the officers with their ladies and the visiting members with their ladies marched to the dining room to the number of nearly 300 and sat down to a very excellent banquet. At the conclusion of the banquet, the toast master, R. M. Joyce, Secy. of the Lincoln Hardware Co., was in-

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JAP-A-LAC

REGISTERED TRADE MARK

"WEARS LIKE IRON"

A QUESTION OF IDENTITY.

There seems to be a fallacy among some dealers that for them to push an advertised article will cause them to lose their identity in the locality. This is entirely erroneous. If you will take up your morning paper and read the advertisement of any one of your large stores, you will find that they give special prominence to advertised articles.

They do this because they realize that although everybody in their city who might possibly buy goods of them does not know them; they all know of the advertised article. They realize at the same time, that it is of much importance to proclaim the fact that they stock these advertised articles which are so well-known in their community. Whether a woman has ever been in John Smith's or John Jones' store makes no difference. If she wants to buy JAP-A-LAC or some other advertised article, she will go to whichever store keeps it, as soon as she knows they keep it. Neither Jones nor Smith lose identity in a case of this kind; they thus get an opportunity of making a *permanent customer* out of this woman.

Thousands of customers are diverted from one store to another every day in the year because of some particular article they can get in one store and not another. A store that keeps the articles which are most in demand, is therefore the largest gainer of this floating trade. We believe you are sharp enough to not let the trade float, if you once get hold of it. You can lose nothing by the experiment which we now suggest.

JAP-A-LAC is known by almost every magazine reader in your community. Put your JAP-A-LAC in your window, keep it near the front of the store, advertise the fact that you keep JAP-A-LAC, and see what will happen. By doing this you will identify yourself with the best known article of the kind made. You will secure a great many new customers. You will give no excuse to your old customers for going to some other store for JAP-A-LAC, and we think there will be no question of identity after you finish the experiment.

PUSH JAP-A-LAC

THE GLIDDEN VARNISH COMPANY,

MAKERS OF HIGH-GRADE VARNISHES FOR ALL PURPOSES

641 ROCKEFELLER BUILDING, CLEVELAND, OHIO.

troduced as toastmaster and in a very affable and pleasing manner introduced the following speakers and announced the subjects of their toasts: R. M. Bushnell, proprietor of the *Lincoln Trade Review* in Lincoln; "Lincoln a Distributing Point", "Shop" Max Uhlig, Holdrege; the *Commoner;* Reminiscences of a traveling man," N. N. Norris, Lincoln; "The Ladies," H. J. Hall, Treas., Lincoln. A number of other impromptu toasts were given by the various members of the Association present, showing their appreciation of the Entertainment furnished them by the Reception Committee, after which the members concluded their feasts of reason and flow of soul by singing "America."

THURSDAY MORNING SESSION.

President Uhlig called the convention to order.

Committee reports were called for and the various committees reported, and reports were received and passed upon favorably.

The usual resolutions were read and passed unanimously.

REPORT OF THE FINANCE COMMITTEE.

Mr. President: We, the finance committee, beg leave to report that we have investigated the records and books of the secretary and treasurer, and find the report made by the treasurer correct.

FRANK HACKER, Chairman.
J. H. MCGRATH,
VICTOR L. FRIEND.

On motion the report of the committee on finance was adopted.

ELECTION OF OFFICERS.

The following officers were duly elected for the ensuing year:

For President—Nathan Roberts, of Omaha.
For 1st. V. Pres.—H. T. Moore, Alma.
For 2nd. V. Pres.—C. L. Kelley, North Bend.
For 3rd. V. Pres.—S. C. Oaks, Seward.

The selection of Secretary and Treasurer, as usual, was referred to the Executive Committee.

The following were elected as members of the Executive Committee:

Dan Kavanaugh, of Fairbury, Chairman.
Frank Hacker, Friend.
J. H. McGrath, Hastings.

The Nominating Committee were as follows:

C. K. Lawson, Hastings.
Frank Lahr, Lincoln.

LOCATION OF CONVENTION.

When the question of the next meeting place came off, Fremont led off with an invitation, followed by Lincoln and Omaha. After some discussion, the association finally decided to hold their next annual convention in the city of Omaha.

Convention adjourned *sine die*.

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED FEBRUARY 5, 1906.

397,103. LOCK NUT. D. H. Allen, and M. Loree, Miamisburg, O.
397,190. SPRING HINGE. J. Keene, Chicago, Ill.
397,210. SEAL LOCK. O. T. Welch, Topeka, Kans.
397,211. WASHING MACHINE. E. E. Willis, Decatur, Ill.
397,226. COMBINED LATCH AND KEY. M. E. DeAguero, New York, N. Y.
397,301. ASH OR GARBAGE CAN. T. W. McKeever, Brooklyn, and J. M. Smith, New York, N. Y.
397,349. WASHING MACHINE. I. F. Field, Sandy Lake, Pa.
397,380. DOOR CHECK. B. A. Mitchell, Jr., Philadelphia, Pa.
397,430. WASH BOARD. A. R. Kibbe, New Richmond, Wis.

PATENTS ISSUED FEBRUARY 6, 1906.

811,594. DEVICE FOR SECURING DOORS, &C. C. G. Taylor, Hartford, Conn.
811,601. WASHING MACHINE. Wm. I. Walker, Council Bluffs, Iowa.
811,616. FOLDING STEP LADDER. Geo. W. Buss, Woburn, Mass.
811,629. COMBINED CURTAIN POLE AND SHADE ROLLER SUPPORT. Edson B. French, Helena, Mont.
811,733. WINDOW SCREEN. Ernest E. Morrow, Bluffton, Ind.
811,893. SASH FASTENER. John W. Staton, Brownwood, Tex.
811,830. VALVE FOR DOOR CHECKS. Nathan W. Crandall, New Britain, Conn.
811,880. LATCH. Jas. O. Steensland and Wm. Weaver, Blanchardsville, Wis.
812,011 CLOTHES FRAME. Chas. W. Brode, New Comerstown, Ohio.
812,035. NUT LOCK. Jas. W. Franklin, Boston, Ga.
812,036. SHUTTER BOWER. John L. Guyon, Maud, Pa.
812,091. COMBINED SCAFFOLD AND STEP LADDER. John H. Rose, Shreveport, La.
812,092. DOOR LATCH. Edward H. Roy, Nashville, Tenn.
812,134. SHADE ROLLER. Wm. D. Janes, Saginaw, Mich.
812,138. WASHING MACHINE. Chas. L. Kelly, Grant, Ky.

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REVIEW OF THE MARKETS.

WIRE NAILS: The business is reported as being exceedingly good, although deliveries have been handicapped by scarcity of steel, which has a tendency to curtail productions. The market is very firm. Quotations are as follows: f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

Carloads to jobbers	$1.85
Carload lots to retail merchants	1.90

New York: The local trade hearing about the scarcity of steel deem it advisable to get in their orders, which has created quite a demand not alone for small lots from store, but also on the larger orders from dealers in territories that look to this city for their regular supplies. We quote on small lots from store a basis of $2.10 per keg.

CUT NAILS: The next meeting of the Cut Nail Association will be held in Philadelphia on February 28. The orders now received are for normal quantities, but the specifications on contracts make the business good. Quotations are as follows: f.o.b. Pittsburgh, for carload lots, $1.80 base; for less than carload lots, $1.85. For carload lots on dock New York, $1.95; for less than carload lots, $2. Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 5 to 10 cents advance on Steel Cut Nails.

New York: The demand while not being an active one is with a firm market and well maintained. Small lots from store are on a basis of $2 per keg.

BARB WIRE: The new business is reported as being comparatively light in character; the furnishing of wire on contracts being the heaviest part of the business of the mills. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$2.00	$2.30
Retailers, carload lots	2.05	2.35
Retailers, less than carload lots	2.15	2.45

SMOOTH FENCE WIRE: As in the demand for Barb Wire, the new business is reported light, but on old contracts the demands made indicate an active business. Quotations are as follows f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.70
Retailers, carloads	1.75

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

BINDER TWINE: General market quotations f.o.b. Eastern factories may be given as follows:

White Sisal (500 feet to the pound)	9 @ 9½
Standard (500 feet to the pound)	9 @ 9½
Standard Manila (550 feet to the pound)	10 @ 10½
Manila (600 feet to the pound)	11 @ 11½
Pure Manila (650 feet to the pound)	13 @ 13½

ROPE: The following prices may be said to represent the market:

	Cents per Pound.
Pure Manila, 7-16 and larger	12½ @ 13
B Quality Manila	11½ @ 12
Pure Sisal, 7-16 and larger	9½ @ 10
No. 2 Sisal, 7-16 and larger	8 @ 8¼

LINSEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels	43 cents per gallon.
In lots of 5 barrels or more	42 cents per gallon.

The "American" brand for respective quantities, 2 cents per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Double Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Regular Boiled Linseed Oil, 1 cent per gallon higher than Raw.

Calcutta Oil	65 cents per gallon.

THE PHILADELPHIA TRADE.

Never has a new year brought with it such a volume of business as we see to-day; and this by no means appears to be confined to any one section of the country, or to any particular class of trade. Some departments of the Textile trade are complaining that the mild weather has seriously affected their business for the worse, in preventing the sale of winter goods; but, on the other hand, the open weather has encouraged outdoor work and building, to such an extent that almost all lines of Iron and Steel report an unprecedented trade for this season of the year. The Iron and Steel production for the month of January broke all records, which is all the more unusual for the reason that January is usually an off month, as trade and traffic are apt to be hindered by snow blockades, and extreme cold weather. The papers tell us the production of Iron and Steel is now running at the rate of 25,000,000 tons per year; which represents an almost incredible increase over the production of ten years ago. Up to this time all of this enormous output has been readily absorbed, and the manufacturers tell us that premiums are still being paid for prompt deliveries of certain materials. How long this wonderful demand will last is a very difficult question to answer, but for the present there seems to be no immediate danger of commercial indigestion. The Hardware trade appears to be getting its full share of the volume of business, and it is noticeable that orders coming in from the dealers are very much more liberal than in previous years, as dealers in general seem to look for a large demand this spring, and show their confidence by liberal purchasing. Jobbers are busy, and it is a matter of common report that figures of jobbing trade for both January and February show a large increase over those of previous years.

Prices are steady and while comparatively few changes are announced they are mostly in an upward direction, and the enormous demand is already developing a shortage on some lines. Screen Wire Cloth, for example, is already well sold up by the leading manufacturers, and it is doubtful whether any additional Cloth can be obtained today. The demand for Poultry Netting is also unusually large, but as yet there has never been a shortage on this line. On Wire Cloth, however, the situation is different and an experience of years warns us that an actual scarcity and considerable higher prices may develop before the season closes. During the past week the Axe men have been in session and we understand the axe pool has been abandoned with the result that the market is now an open one, and this will probably cause somewhat lower prices. This, however, is to be about the only weak spot in the market, and it is caused simply by the change from artificial to natural conditions. The demand for Nails and Wire is also quite satisfactory, and it is intimated that slightly higher prices may be expected on these commodities before the season is much older.

BIDDLE HARDWARE CO.
JAMES H. RITTER.

THE CLEVELAND TRADE.

Either increase in population, or increase in wealth, or increased desire for comfort, or altogether keep up prosperity, trade papers perhaps have more influence in creating demand than they have credit for. Everybody seems to be surpassing themselves making new records, that it hardly seems possible to maintain unless the country is making prodigious progress. Consumers are not buying goods for future and retailers stocks are not excessive. There is some confusion in price caused by the custom of forming pools among manufacturers based upon gentlemanly agreements, under the control of a commissioner who promises to make the members of the pool all rich in a year or two, and ends in disaster to any business involved. In the recent ones the commissioner seems to be the only one benefited. Cut-throat competition results when such pools are disbanded and the men who have kept their contracts, feeling they have been tricked, decide to hold their trade at any sacrifice, and make goods. A few lines are badly demoralized just now through such pools causing a decline of 50% when the price should have remained steady or advanced. Fortunately the late ones have proved such failures manufacturers will be likely to avoid them hereafter. January was a banner month, and February is fully keeping up the pace, making a promising outlook for 1906. The effort to excell is an American trait and it develops ingenuity, energy and push. It may tend to os-

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FILES

Nicholson
Arcade
American



Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASP S

Kearney
& Foot
Eagle



J. B. Smith
"X-F"
Gold Medal

MANUFACTURED — BY — **NICHOLSON FILE CO., - Providence, R. I.**

lerize, but it promotes vigor and prevents the accumulation of rust. Business life may be shorter in time yet larger in result. Arnold of Rugby, once said, that most of the trouble of this world comes from effort to preserve present conditions, and this does seem to cause a good deal of distress, so that consistency in a changing world is not always commendable, and it is probably true that credulity has caused more harm in the world than scepticism. To make conditions, instead of being victims of them, makes life strenuous, but it makes it successful, and if we can bear the strain it soon ceases to be a drudgery.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE PITTSBURGH TRADE.

Pittsburgh is enjoying prosperous conditions in all departments—all manufacturing interests are being run up to their limit with orders to keep them busy months ahead. Merchants are getting a good trade also, sales running much ahead of last January and February. We are still waiting to see whether the coal operators, and the mines will have a strike April 1st. If it should come the disturbance to general business will be disastrous, but we hope an agreement may yet be reached which will avoid the trouble. LOGAN-GREGG HARDWARE CO.

THE ST. PAUL TRADE.

It is not often that trade conditions are so satisfactory to every one, be he proprietor or clerk, farmer, merchant or banker, but surely the year now confronting us is all any man could wish for. People are rushing to unoccupied lands all over this beautiful country of ours. They are going into Texas as well as North Dakota, into Washington as well as Minnesota. Some like prairies, some the woods, some mountains and some plains. All can get their choice, and seem to be taking it. Many carloads of people are going through our depot and distributing themselves to the land of their desires. Horace Greeley said many years ago, "Go West, young man, and grow up with the country." This advice is still good and many are following it. We have lots of room for men with energy and will-power and they will get their wishes if they attend strictly to their business.

While average values are higher than they were, still every man gets larger returns for the fruit of his labors, so why care?

Business is good and the prospects for a succesful year were never better. St. Paul is building as never before, business houses and dwellings everywhere, all due to the prosperous conditions of our farming community.

HACKETT, WALTHER, GATES HARDWARE CO.

THE DAVENPORT TRADE.

At last we are in style with the rest of the great financiers of the world. We have a merger of our own that will bring in several millions of Eastern capital, and now the question arises what can we do with all the money? The Davenport banks have on deposit over $20,000,000 when the money comes from the sale of the electric car lines, gas and electric light companies, water power company and steam heating company we may have to build bigger banks to hold it. The Davenport Commercial Club have decided to have a home of their own and work will soon commence on their elegant club building. Speaking of building—the large number of new buildings that are being erected here is the marvel of the old settler. The sales in general Hardware are quite satisfactory and an improvement over a year ago. We can see no good reason why there will not be many more goods sold in this line in 1906 than in 1905. There seems to be plenty of money and collections are good. Manufacturers are very independent: seem to have all the orders they care for and some of them ship just when it suits their convenience. In fact, the producer of anything just now seems to have the whiprow on the buyer. Why can we not all be managers of monopolistic mergers? We are becoming very tired of buying goods from people who practically have no competition and be obliged to sell in an open market where the competition is so fierce as to preclude any possibility of making anything like a reasonable profit. Competition may be the life of trade, but no competition seems to be the better way to make money.

SICKELS, PRESTON & NUTTING CO.

THE SAN FRANCISCO TRADE.

As far as this coast is concerned, the passing fortnight is without especial incident. Renewed rains and warm weather have given additional promise of abundant crops in the harvest of 1906. All lines of trade, foreign and domestic, wholesale and retail, continue excellent. San Francisco is showing wonderful industrial and commercial activity. Real estate operations continue large and brisk and the way the city is rushing along with the erection, new buildings, mercantile and residential, has never been exceeded, even in the famous flush days of '49. There are no dull times in San Francisco, nor anywhere else on the coast, for that matter. Since last report the weather has been partly cloudy and warm in all parts of the State. Light rain fell in all sections at short intervals, and heavy rains occurred in portions of South California and the reservoirs of the State are well filled and all streams are running in great volume, insuring abundance of water for irrigation during the season. And what is of great economic importance is the fact that the snow in the mountains of California averages nine feet in depth now, and is

(Continued on page 45.)



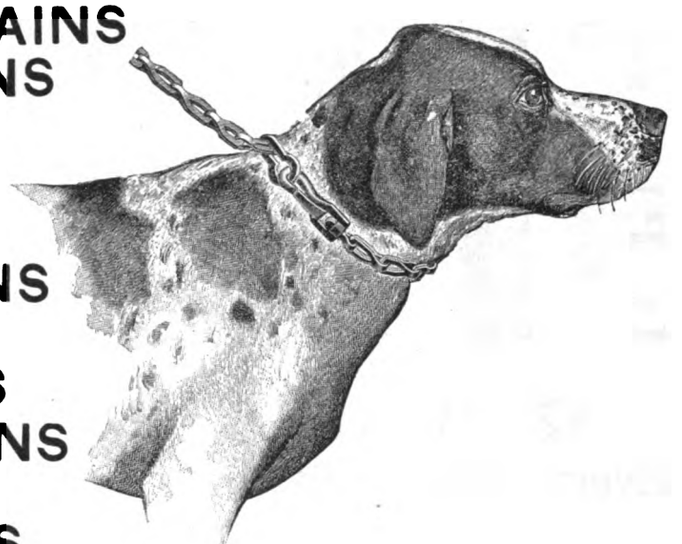
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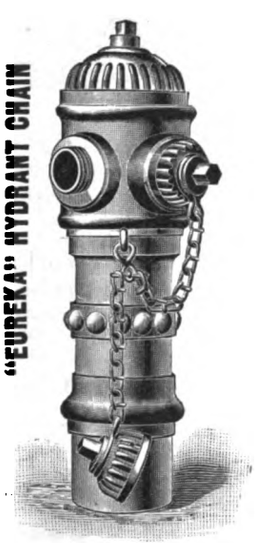


HALTER CHAINS
COIL CHAINS
DOG CHAINS
KENNEL CHAINS
COW CHAINS
PICKET CHAINS
JOCKEY CHAINS
BREAST CHAINS
BIT CHAINS
SASH CHAIN
WELL CHAIN
HYDRANT CHAINS
STAKE CHAINS
TRACE CHAINS
WAGON CHAINS
SPREADER CHAINS
FURNACE CHAIN
PADLOCK CHAINS
RAILROAD CHAINS
LOG BINDER CHAINS
AG'R. IMPLEMENT CHAINS
HOIST CHAINS
TRANSOM CHAINS
BOILER DOOR CHAINS
FENDER CHAINS
ETC., ETC.

"AMERICAN" DOG CHAIN



"EUREKA" HYDRANT CHAIN



MANUFACTURED BY

ONEIDA COMMUNITY, LTD.

ONEIDA, NEW YORK

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Gillette Safety Razor



It Pleases Every User.

It Saves $52. and 15 Days of Time Each Year



"THE GILLETTE" gives a **CLOSE SHAVE** without discomfort, without roughening the skin, without irritation, without creating rash, without cuts, and without loss of time.

"THE GILLETTE" is the way to escape from barber shop waiting, wasting and torture.

12 BLADES, 24 SHARP EDGES,

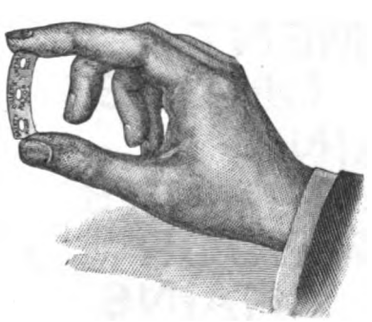
Every blade will give from 20 to 40 close, smooth, comfortable shaves.

Triple silver plated set, with 12 blades,
Quadruple gold plated set with monogram, } **In Velvet-Lined Cases**
Special combination set with brush and soap in silver holders.

10 EXTRA BLADES 50 Cents.

At this new, low price, no blades exchanged.





Science has reached the acme of skill in the fusion, tempering, hardening and sharpening of these blades. The process is one of the wonders of the 20th century. The steel is of a quality as fine as a Damascus sword.

The most simple and durable shaving device in the world. NO HINGES, NO CLASPS, NO SPRINGS, and nothing to learn or adjust. Simply lather and shave in four minutes time.

Our new combination set with razor, including soap and brush in silver holders in the same box is now ready.

Sold by Leading Drug, Cutlery and Hardware Dealers.

We Supply all Dealers with Signs and Booklets.

Ask to see them, and for our booklet, or write us for our special trial offer.



GILLETTE SALES COMPANY,

Times Building, - - New York City

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(Concluded from page 43.)

frozen hard. Additions to it may be expected in this month and next. That the snow is deep and frozen means that it will lie until gradually thawed in the Spring and Summer, and then the water released by the sun will give supplies to the streams for irrigation at the time of need, and it will also give the water for electric power and its other uses in mining. Last year, though the rains were abundant and irrigation did not suffer, the lack of plenty of frozen snow abridged the mining season and reduced the year's output of the precious metal.

Everybody in California, especially Hardwaremen, Implement, Stove and Tinware dealers, like to hear of Eastern people coming to this State. When the HARDWARE man called for news early this sixteenth morning of the current month he found in his office, J. H. M. Thayer, the new manager of the Olympic Arms and Hardware Company, recently from the Boston house of Frye, Phipps & Company. Mr. Thayer was reading the morning paper and said: "Here's a good item of interest to the trade," and he read aloud from the paper as follows: "The overland railroads have made great preparations for handling the colonist traffic which begins to-day, February 15, from all Eastern centers, when the reduced one-way rates go into effect, a fare of from $33 to $35 being offered from all central points, including Chicago, St. Louis and New Orleans. This rate will be in effect from February 15 to April 15. Within a fortnight there will have started for this coast not fewer than 20,000 persons. The Southern Pacific expects to carry between 40,000 and 50,000 persons, the Santa Fe between 15,000 and 18,000 and the Salt Lake more than 12,000."

President A. A. Watkins of the Board of Trade of San Francisco, and the very active vice-president of the Hardware house of W. W. Montague & Co., was re-elected president this week and reported at the annual meeting of the Board of Trade that in twenty-nine years the board has handled 14,277 failures, with liabilities in total of $85,174,126; that the recoveries have amounted to the great sum of $40,173,160, or more than 47 per cent. of the liabilities. President Watkins asserted that by no process of law, bankruptcy, attachment or other mode of procedure could so large a share have been recovered. He also said that during the entire period of twenty-nine years since the board was organized there had been no shortage nor the loss of a single dollar through the officials of the board, which is saying a good deal for this graft disgraced State.

For some little time the wholesale Hardware houses of Sacramento have been closing the doors of their stores from 12 noon to 1 o'clock p. m., and now it is noticed that this fashion is spreading to San Francisco. In speaking of the new rule, Frank Kiefer, treasurer of the Schaw-Batcher Company of Sacramento said: In wholesale houses the principal trade is the shipping business carried on with outside towns. Under the old rule of sending employes to their lunch all the way from 11 o'clock until 2, the force was demoralized. Under the new rule all may go between the hours of 12 and 1, and the result is altogetner better. In the aggregate the men accomplished more. The only disadvantage is that it works to the detriment of local trade, but this is light in comparison with the shipping trade, as little business is ever done between the hours of 12 and 1 o'clock.

Travelers report the establishment in Santa Rosa, of the Santa Rosa Hardware and Machine Company; that Brady & Cassidy of Grass Valley, have purchased the Legg & Shaw Hardware Co. in Nevada City; that the A. M. Forbes Hardware Company at Vancouver, B. C., have added to their business can manufacturing and sheet metal works; that the Rainier Hardware Company of Seattle was recently robbed of several hundred dollars' worth of cutlery and revolvers; that the Duffy-Winship Company has bought Louis Delsol's implement and vehicle store at Lewiston, Idaho, and that the Hardware and implement house of the Fogg-Jacobs Company, St. Anthony, Idaho, has increased its capital stock to $50,000.

INDUSTRIAL PRESS ASSOCIATION.

MINNESOTA RETAIL HARDWARE ASSOCIATION.

PROGRAMME.

WEDNESDAY, FEBRUARY 28TH, 1906.

9 A. M. Meeting of Executive Committee.

10:30 A. M. Distribution of Badges.
Payment of Dues.
Enrollment of New Members.

2 P. M. Open Meeting.
Address of Welcome, Mayor D. P. Jones.
Response, E. H. Loyhed.
Address, President A. T. Stebbins.
Secretary's Report.
Treasurer's Report.
Announcement of Standing Committees.
"Things to Think About," J. F. McGuire.
Practical Paint Salesmanship," S. R. Miles.
Question Box; This Feature to be conducted by Sec'y Corey of National Hardware Association.

8 P. M. Leon C. Warner, Pres. Minneapolis Retail Hardware Association, Presiding.
Trade Problems, An Illustrated Lecture, S. R. Miles of Iowa Ass'n.
"Factors of Modern Advertisement," Mr. Conway MacMillan. Under the auspices of the National School of Salesmanship, Minneapolis.
W. I. Nolan, Humorist.
Smoker.

THURSDAY, MARCH 1ST, 1906.

9 A. M. Retail Hardware M. Fire Ins. Co. The attendance of all Policy-holders is requested.
Address, Pres. Chas. F. Ladner.
Secretary's Report.
Treasurer's Report.
Insurance Methods, Hon. T. D. O'Brien, Insurance Commissioner, Minnesota.
Election of Directors.
Intermission, ten minutes.

10:30 A. M. Manufacturers, Jobbers and Traveling Men have the floor.
"Successful Retail Hardware Merchants from the Jobbers' Point of View," F. W. Hurty, of Hurty-Simmons Co.
"The Practice of Salesmanship," Alex W. Crozier of National School of Salesmanship, Minneapolis.
Question Box.

2 P. M. Open Meeting.
Unfinished business.
Report of Standing Committees.
"The Present Steel Age," A. C. Hatch.
Address, "Credits," A. F. Rock, Secretary of Superior (Wis.) Merchants Ass'n.
Address, Hon. John A. Johnson, Governor of Minnesota.
Report of Nominating Committee.
Distribution of Theatre Tickets.

8 P. M. Orpheum Theatre. All invited.

FRIDAY, MARCH 2ND, 1906.

9 A. M. Executive Session, Members Only.
Report of Delegates to National Convention, C. H. Casey.
"Decadence of Inland Towns," D. H. Evans.
Addresses by Sec'y Corey, Messrs. Tomlinson, Miles, Lader and Others.
Question Box.
Selection of Point for Next Meeting.

2 P. M. Visit to the Works of Minnesota Linseed Oil Paint Co.; A Cordial Invitation to All.

3:30 P. M. Unfinished Business.
Executive Committee Meeting.
Appointment of Delegates to National Convention.
Meeting of Directors of Retail Hardware M. Fire Ins. Co.
Adjournment.

GLASS CUTTING ART.

The transformation of a spadeful of fine white sand into a beautiful piece of cut glass is a most wonderful feat. It is a fact that requires the greatest skill, both of brain and hand, though the tools employed are not those of the artist's studio, as a person might suppose, but rather those used in the machine shop, for the cut glass factory is a rough and workmanlike establishment.

A cut glass factory is a very interesting place to visit, one more so would be hard to find. Here a person can see the sand as, mixed with other material, it is poured into the furnace, drawn out again a molten mass, blown into the desired shape, after which it is sent to the "roughers," who cut and polish until it comes forth a handsome shimmering wine glass, a beautiful punch bowl, or a decanter, as the case may be.

Flint glass was discovered in England nearly three centuries ago, which was the only kind employed for making cut glassware. Glass that would stand cutting had been sought for many years, but up to 1630 only faint engravings could be made. Flint glass has greater density and power of refraction than the ordinary glass, and it is easier to manipulate.

When the art of manufacturing ordinary glass was first discovered no one knows. Its invention dates from the earliest antiquity, and the honor of its discovery has been tested by several nations. As the oldest known specimens are Egyptian, its invention may with great probability be attributed to that people. It is mentioned as early as the fifth and sixth dynasty, and called "bashnu," the "bijni," and the articles made of it are

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represented in the tombs of the period, while its fabrication is depicted in sepulchres of the twelfth dynesty, about 1000 B. C. Sculptured designs showing glass blowers using long tubes just as they do to-day have been found in the ancient ruins of many Egyptian cities. Glass made centuries ago by the Egyptians and Romans was very beautiful.

In the transformation from sand to glass the first step is the least interesting of all. For the production of glass that can be cut only one kind of sand, chiefly silica, is employed. This sand is only found in Berkshire Hills and in one place in Russia. It is, accordingly, very valuable, as sand goes, and its purchase is one of the large expenses that must necessarily be incurred by the cut glass manufacturer. It is almost as white as snow, and not any coarser than many brands of flour. When a car load arrives from the Berkshire Hills it is unloaded and dumped into the "mixing rooms." Here are very large wooden vats in which the sand is mixed with red lead, potash, saltpetre, and other minerals, the exact composition being known only to the chief mixer or some member of the firm. The entire "batch," as it is called, is then taken to one of the furnaces, located in another part of the building and melted. It requires a temperature of 250 degrees to flux a glass mixture, while the temperature in the furnaces is generally kept at a higher degree, being about 300. When melted the sand mixture is a beautiful rose colored mass, ductile, but not fluid.

In a modern factory many furnaces are in constant use. They are constructed of brick made particularly for the purpose. When the glass mixture is exactly at the right temperature, a "gatherer," as he is termed, runs a long, hollow pipe into the molten mass, some, of course, sticking to the iron. Turning the iron over and over he gathers on the end of the pipe the amount of glass to be blown. This is all the "gatherer" is required to do, for immediately after he collects the material he passes it to the blower. If it happens that the molten mass is not exactly in proper condition when the blower receives it, he will pass it to another helper, who reheats it in a "glory hole," a small furnace.

In the event of a bonbon dish, a punch bowl, or some article without a handle and rather flat is required, the blower, when the heated mass is in just the right condition, mounts a wooden box, places the molten ball in a rough iron mould—the shape of the article wanted—that he holds between his feet, expands his cheeks and begins to blow. A great bubble appears in the molten mass and the glass takes the form required.

Then another helper takes a hand and the "blank," as the article just blown is called, is conveyed on an asbestos covered wooden shovel to an oven, where it is gradually cooled. This oven is hot in the front and cold in the rear, and as the "blanks" slowly cool they are pushed farther and farther back until after several days they are sufficiently tempered to stand an ordinary temperature. And so at last the "blank" is ready for the cutter.

When the article to be blown is a vase or a wine glass, no mould is used, but the blower, by constant turning of the melted ball on the end of the long pipe, alternately rolling the mass on a smooth iron plate and skilfully using a pair of compasses to assure the correct size, produces a perfect "blank," the exact style required.

Next comes the cutting, or more properly speaking, the "roughing." After the "blanks" have been cooled properly they are packed in immense wooden trays, each pattern by itself. The trays are then removed to the cutting room, which is usually long and narrow, but exceedingly light.

On each side of the room is a long row of wheels that give the impression, as a person enters the shop, of an immense number of scissor grinding machines, such as are seen so often in the streets of Pittsburgh and other cities. These wheels are not all alike, save in one particular. Above each is a funnel-shaped receptacle for fine sand and water, the sand being the same as is employed in making flint glass. This mixture trickles down on the wheel against which the "rougher" is pressing the punch bowl or decanter upon which he is at work. The combination of sand and whirling wheel wears away on the glass until the latter is cut in proper depth.

Before the cutter can commence his labor the design that is to be followed must first be marked upon the object that is to be cut. This marking is done with red lead, after a pattern before designed, either by the cutter himself or some fellow workman. Sometimes a firm offers a prize of $25, $50 and $75 to the workman who designs the pattern that proves most popular when placed on the market. These competitions are generally held in March or February, but, of course, the prizes cannot be awarded until several months afterward.

After the pattern has been outlined on the "blank," the workman takes the bowl or vase, and, holding it against the sanded wheel, closely follows the design. He must be exceedingly careful not to cut too deep, for he might send the wheel right through the glass. At the same time too shallow a cut gives the design a rough surface that will not finish properly.

The wheels employed for "roughing" are made of steel, of various styles, some with a sharp edge, and others are almost flat. Long practice is necessary before a "rougher" acquires the necessary skill for his work. Five years must be spent as an apprentice.

After the "rougher" has completed grinding the design into the "blank," he gives it to a "smoother," who is just as much a "cutter" as a "rougher" is, only in his work a stone wheel is used in lieu of a steel one. In "smoothing" the stones employed are all imported from Scotland and England. They are two kinds, a light colored stone and a Yorkshire flay, or blue stone. Both are very expensive.

The "smoother" goes over the design just as the "rougher" did, assuring in his way the smoothness of the grooves. After this is done the cut glass is given to the polisher. This individual uses a wheel, too, which is made of wood. Pumice stone is employed in lieu of sand, and the glass is polished until every tiny spot on its surface is as smooth as a man can make. After this it is given a good bath, rubbed dry, and emerges perfect in its crystal beauty. If the polisher neglects his work the glass is sure to be ruined, for his part of the process is just as important as the blowing or cutting.

It is not frequent, however, that cut glass is ruined through carelessness. The cutters and polishers, as I have stated, must serve as apprentices before they are considered capable.

When, however, the trade, or rather art, for glass cutting certainly should be considered a fine art, is once learned, the workman commands good wages and is almost sure of plenty of work. In fact, the demand for cutters, as I have been informed, now exceeds the supply. A few years ago there were only 250 glass cutters in the United States, but to-day there are 5,000. There is room for many more, but those who have learned the art are careful that the profession is not overcrowded. Never indeed has there been such a demand for cut glass as there is to-day.

The time to finish a punch bowl is about three weeks. When a new pattern is designed a sample is made of it and photographed, then catalogues are sent out to the public, and if orders are received additional articles of the new design are made. Owing to this very little cut glass is kept in stock, the work being done almost entirely on orders, although during a few months before Christmas the manufacturers are obliged to stock up in order to supply the holiday demand. This makes the last of the summer and the early fall the busiest season in a cut glass factory.

Frequently in cutting the design is not wholly worked out in red lead on the "blank." In this case the cutter must execute the design by his eye, just as an artist paints a picture. He must cut the lines exactly correct or the design will be ruined, for the angles and curves must be true or the glass cut will be spoiled. One of the finest pieces of cut glass ever made in the United States was the magnificent punch bowl presented to the late William McKinley. Of this bowl, it is said, two expert glass cutters worked for several weeks executing a pattern of stars, stripes and shields on a superb piece of glassware, weighing seventy-five pounds, which was, perhaps, the most magnificent piece of cut glass ever turned out of a factory.

There is a great demand at present for cut glass wine glasses. Some few years ago plain glasses were all right, but now they must be cut. The day of colored glass is rapidly becoming a thing of the past, and there is to-day very little demand for it.

The layman often wonders why cut glass is so costly, but when it is remembered the time that must be spent on a punch bowl or decanter before it is ready for the market, this surprise over the cost ceases. In addition to this the material of which the glass is made, and the matter employed in roughing and cutting costs quite a sum. In a large shop, where from 100 to 175 cutters are employed, nearly ten tons of sand are used in cutting alone, and remember this sand comes from the Berkshire Hills, hundreds of miles away.

After a piece of glass is washed thoroughly it is sent to a room where a number of girls in clean white aprons are at work. These girls take the cut glass and wrap each article carefully in brown paper, after which it is laid away on the shelves in the stock room to be shipped to some waiting customer. Every article of glass blown and cut, no matter how small, is accounted for. It is very seldom that one gets away.

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Pride may be allowed to this or that degree, else a man cannot keep up his dignity. In gluttony there must be eating, in drunkenness there must be drinking; 'tis not the eating, or 'tis not the drinking that must be blamed, but the excess. So in pride.—SELDEN.

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COLORADO RETAIL HARDWARE ASSOCIATION

The Fourth Annual Convention of the Colorado Retail Hardware Association was held at the Adams, Denver, on Wednesday and Thursday, February 7 and 8. The attendance was equal to anticipation not alone of members, but was unusually attended by the jobbers and manufacturers, who showed an interest to the fullest extent in all the work that was going on in this young and progressive Association; the list of members having during the year increased to 175. Invitations had been extended to all the dealers and members in the State, many of whom were present, and fifteen new members were enrolled.

The two days' session was full of subjects of vital importance. The Parcels Post Bill, after considerable discussion, was made the subject of a condemnatory resolution, copies of which will of course be sent to the National Legislators of the State. To further testify to the sense of the convention, every member present pledged himself to write a personal letter to his district Representative in Congress. The loyalty of the Association was pledged to manufacturers and jobbers who will keep their goods out of the hands of catalogue houses, being decided



A. B. MESERVEY, PRESIDENT.

to give them preference always when purchasing. Manufacturers and Jobbers were very much in evidence by the numerous exhibits that were suitably displayed at the convention headquarters.

At the opening session, which was presided over by President A. B. Meservey, it was decided to prepare a Question Box for future meetings. The Thursday morning session being almost entirely given over to a discussion of the catalogue house by S. Norvell of St. Louis, Ex-Governor Alva Adams, of Pueblo, and W. A. Gladden of Minneapolis, a manufacturer, also, spoke briefly, and said that he had always taken the position that the retail merchant and not the catalogue house should be the ultimate distributor to the consumer. It was decided that the word "Dealers" should be eliminated from the name of the organization so that hereafter it will be known as the Colorado Retail Hardware Association.

The members were lavishly entertained, attending a Theatre Party on Wednesday evening through the courtesy of the George Tritch Hardware Co., of Denver, and on Thursday evening S. Norvell of the Norvell-Shapleigh Hardware Company, of St. Louis, was the host at a very elaborate and enjoyable banquet given at the Brown Palace Hotel.

NEW OFFICERS.

The election of officers resulted as follows:

President, M. S. Whiteley, Boulder.

Vice-President, John Spriestersbach, Alamosa.

Secretary-Treasurer, Adolph Unfug, Walsenburg.

Executive Committee, George Wilson, Florence; Adolph Unfug, Walsenburg.

Delegate to Meeting of National Association, Adolph Unfug, Walsenburg.

CONVENTION COMMITTEES.

The following committees were appointed by the president:

RESOLUTIONS.—A. L. Branson, Trinidad; George Wilson, Florence; J. T. Clough, Colorado Springs; M. S. Whiteley, Boulder; George Mayer, Denver.

AUDITING.—O. W. Sewell, Idaho Springs; William Jaimeson, Trinidad; A. A. Ferguson, Loveland.

NOMINATING.—T. M. Harding, Canyon City; O. A. Cramer, Monte Vista; C. C. Huddleston, Lamar.

REVISION OF BY-LAWS.—John Spriestersbach, Alamosa; W. D. Carroll, Antonito; F. C. Moys, Boulder.

GRIEVANCE.—Peter Henderson, Fort Collins; Amos Carroll, Ray; J. P. Barnes, Colorado Springs.

LEGISLATIVE.—A. L. Brannon, Trinidad; F. C. Moys, Boulder; George Mayer, Denver.

RAILROAD.—C. W. Kittering, Denver; W. M. Jamelson, Trinidad; A. Unfug, Walsenburg.

W. K. Hurd was appointed sergeant-at-arms.

After the adoption of the resolutions, F. C. Moys, of Boulder, addressed the convention on the subject of Hardware Mutual Insurance. He spoke of the organization of the Insurance Company, and, after showing the difference between the cost of insurance in that of the Association and the old line companies, he stated that the National Company had insurance in effect to December last amounting to $1.126,000.

PRESIDENTIAL ADDRESS.

The President of the Association, Albert B. Meservey, of Colorado Springs, then delivered his annual address, from which we make the following extracts:

It means much when a busy merchant leaves his business to others and goes to these annual gatherings, and I am sure that everyone that has attended these meetings has been benefitted in a great many ways. We get acquainted with the different merchants of the State, and we are enabled to exchange views as to the best methods of doing business. I for one always

LOOK FORWARD TO THESE ANNUAL MEETINGS

with a great deal of pleasure and think the time spent at these conventions is well spent, for there are always points brought out that enable us to improve upon our ways of doing business. What we want in this State is to get every retail Hardware dealer into this Association. We have a great many, but we want them all, and the only way to get them is to invite and show them that there are benefits to be derived by joining an association of this character.

The past year has been a good one for most of us; the trouble in the mining camps has been settled and most of the mines in our State have had the best year in their existence. The beet sugar industry, our coal mines, our sheep raisers, and our fruit districts have had a good year, which means that the Hardware dealer is bound to be benefited.

Our secretary will, no doubt, in this report give us an outline of what has been accomplished by this association in the past year.

WE HAVE HAD OUR GRIEVANCES AS USUAL,

but they have all been settled to the advantage of the Hardware dealer. Some of them, such as the selling of ammunition to a large wholesale grocery house in Denver by the cartridge companies, have been discontinued, simply because we, as an association, comprised of the leading Hardware dealers of the State, requested them to quit selling a house that, in a very short time, would have every "corner grocery" in the State selling Cartridges. Do you think if there had been no Hardware Dealers' Association, the manufacturer would have taken the agency for these goods away from this house?

It was also largely through the efforts of this association that Woods Senate Bill No. 176 was passed and became effective on July 7, of last year, a copy of which was sent to each of our members. We have at last succeeded in getting most of our prominent wholesale houses to refuse to sell catalogue houses, but as yet we have found no way in which to reach the manufacturer, and they still get what goods they want. Would it not be well for us, when we find any of our customers sending to those houses for goods, to have a quiet talk with

WE WILL MEET ANY PRICE QUOTED

by such houses, adding the freight, and in that way get them to leave the money at home instead of sending it out of town. In our city, we have a merchants' association which has done a great deal toward getting people to trade at home. During the holidays they had a lot of cards printed—"Trade at home" printed upon them. These cards were put on all the street cars. They also had slips printed—"Patronize home stores"—and all of the merchants were instructed to put these slips in their letters whenever they had occasion to write to parties living in the city.

In this way we are striving to educate our people to the advantage of trading at home and getting them out of the habit of sending away for goods which in many instances they pay more money for after they have paid the express charges than they would have paid our home merchants for the same article.

SECRETARY'S ADDRESS.

The report of the Secretary, Davis Barkley of Fort Collins, explained the work of the Association during the past year, of which we give the following extracts.

So far as I am able to learn, the majority of the people doing business in this territory are confining their business to the legitimate Hardware channels. Some of them, however, are still selling to the Fair and Racket Stores.

It is my opinion that our constitution and by-laws need quite a little adjusting, and would suggest to the committee on revision of by-laws to give this subject very careful consideration, particularly that section which refers to the time and place of meeting. I would

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suggest that this section be made to read: That the annual meeting shall be held either in the month of January or February as the Executive Committee may select. My reasons for this suggestion are that quite a number of our members are also members of the Lumber Dealers' Association, and it would be much more convenient for both associations to meet at the same time.

I would recommend that the association send their new secretary over the State some time during the year in the interest of the association; at least

SEND HIM TO THE PRINCIPAL TOWNS TO SOLICIT NEW MEMBERS

and collect dues from those who have neglected to pay. No doubt our membership could be greatly increased by doing this. We need the new members and they need us. I would also recommend that he be sent to the National Association, which meets in Chicago in March. He will no doubt learn a great deal about association matters, and how to carry out his official duties.

Members should remember their privilege of getting insurance with the National Hardware Mutual Fire Insurance Company. Protect yourselves with a cheaper rate of insurance and help build up this worthy

HARDWARE REMINISCENCES.

An interesting address was that of W. S. Wright of the Wright & Wilhelmy Company, Omaha, Neb., who is also President of the National Hardware Association. Mr. Wright, in reference to Hardware business conditions forty years ago, spoke in part as follows:

But the main thing in which you gentlemen are interested and about which I would like to speak to you, is as to how at the present time we can make the greatest success of the Hardware business. That is a practical question, and we are here, I think, to discuss practical questions, to get practical ideas and endeavor to get out of this meeting some results that will benefit our business and make it not only larger but more profitable. Personally, I was thinking of that matter last night, and I don't know of any way in which we can benefit our business more than to get next to our competitor. My opinion is that your competitor is the best asset that you have. If you cultivate him

HE WILL PAY YOU A BETTER MARGIN OF PROFIT

than the best customer you have on your books. The way to cultivate him is to get him to join your association, and that is the first feature of the proposition. Bring him down here: let him meet a bright, capable, intelligent body of business men and get ideas in regard to developing business and making more profit out of his business than he would otherwise do. If you can educate your competitor to the point where he is willing to make money out of his business, the chances are that your chances are very much more favorable than otherwise.

THE MOST SUCCESSFUL MEN IN THE COUNTRY

to-day are not the men who have been born with a silver spoon in their mouths, and who have had their affairs taken care of by somebody else; they have gone out and worked for it. They fought for it, and when they have won it they have appreciated it, and the greatest strength to-day that any of you have in your business is the fact that you have worked to the extent of your ability to build that business up, and in that lies your greatest strength. It is a great deal of pleasure to me to convey to you the glad hand from the National Hardware Association. We feel that we are vitally interested in this work, and we are not only glad but willing to do anything we can to forward the interests of the retail trade. I am willing to admit that we are like the rest of you—we are absolutely selfish, because

THE PROSPERITY OF THE RETAIL TRADE MEANS THE PROSPERITY OF THE JOBBER,

and the prosperity of the jobber means the success of the manufacturer. If we pull in that line earnestly on this proposition there is not any question about the results.

There is another thing that I think should be appreciated, and that is that in very many cases

THE FARMER DOES NOT UNDERSTAND THE SITUATION.

He says: "You are selfish in the matter. All you want is to have me quit buying from catalogue houses so that you can hold me up." On that account anything that will tend to educate the farmer to the advantage of buying in his home market, from his home dealer, is a very material benefit.

EX-PRESIDENT A. L. BRANSON,

of Trinidad, read a paper on the benefits derived from the Colorado Retail Hardware Association.

S. NORVELL'S ADDRESS.

S. Norvell, of the Norvell-Shapleigh Hardware Company, of St. Louis, and Chairman of the Wholesale and Retail Joint Committee, delivered a very entertaining address on the Catalogue House competition. Mr. Norvell had not intended to speak on this subject but did so at the request of President Meservey in the unavoidable absence of another member of the Joint Committee who had been delegated to discuss it. He defended the campaign of publicity which had been followed in dealing with the matter and said that the policy to be pursued was for retailers not by organization but individually to make up their minds not to buy goods that are carried by catalogue houses.

ADDRESS BY G. W. SIMMONS.

An address was made by G. W. Simmons of the Simmons Hardware Company, St. Louis, who touched upon the efforts of his Company to aid the retail Hardware merchants in carrying on their business. After alluding to various means in which the Simmons Hardware Company endeavored to co-operate with the retail Hardware merchants and give them assistance, Mr. Simmons concluded as follows:

We of the younger generation are sticking right to that policy which has brought us success during the last half century; the longer we live and the more we study the situation, the less we are inclined to get away from it. We try to keep up with the times and develop with conditions, but that fundamental principle is the basis of every change and every move we make. I come from a house thoroughly grounded in the belief that in these days of intelligent commercialism the trade is most discriminating and will bestow their favors where there is absolutely the most merit, and that merit consists of the best assortment of good sellers from which to make your selection, prompt and complete execution of orders, low prices, and a salesman who will not only know his business thoroughly and be a fair man, giving each and every one of his customers an absolutely square deal, but who also lives up to one of the favorite mottoes of the founder of our house—that "a good salesman is one who helps his customers to prosper." It is like the motto, also originated by E. S. Simmons, which has become one of our valuable assets and registered trademark: "The recollection of quality remains long after the price is forgotten."

There were a large number of manufacturers and jobbers personally represented by the exhibits which were more numerous than ever before.

HOW SPONGES ARE GROWN.

Perilous Lives of the Natives Who Fish for Them—Profits to Monopoly.

(Continued.)

The clippers become expert in trimming and in deciding just where each sponge belongs, both as to size and kind. The names recognized by the trade are wool, velvet, grass, reef, glove, hardhead and yellow, and describe somewhat the sponges which vary from the carriage cleaners down to the silky ones for baby face washing. The sponges are of brown shades naturally, but are bleached with sulphur or acids to white and light yellow, which process, while it makes them more attractive, also detracts from their durability. From the cribs where the dry sponges are stored they go to powerful hand-turned presses and are made into bales and neatly canvassed for export. The clippers go to work early and have an hour's stop later for breakfast and a lay-off in the afternoon, and then work until toward evening. The women, dawdling, talkative and inconsequent, get a shilling a day, while the men—hustling on account of a family to support—get 3 shillings or something near 75 cents, and make sponge clipping a profession.

When the sponge fleets come in the men often bring their families with them to shop and visit in the town, and the slips where their boats put in are noisy places, especially about meal time. On the deck of each boat is a sheltered box of sand, in which a fire of wood is built, and over this on stones are put the bean kettles, baking skillets and the coffee pot. Near by is the dough board, and as the man or woman cook mixes dough with the hands, a foot is likely to be busily employed fending away the pet pig wandering about the deck or a tethered chicken destined eventually for the pot. The meal is eaten from tin plates or bowls that are washed overside in the harbor, and the surrounding fish get what scraps the pig and chicken refuse.

The sponge clippings are used in the orange orchards about the trees, where they shade the roots and help hold moisture and by eventual decay add nourishment. Good sponges are as expensive in the stores of Nassau as anywhere else, but out on the sponge wharf they may be had reasonably of some independent dredger who owns his own boat, and out there decks may be seen being washed with sponges that would cost a dollar in the States.

Among dealers may be heard talk of overfished grounds, but no one knows how long a ground should lie idle to recoup itself, as little is known of how fast a sponge grows. It is known that grounds may be renewed by planting pieces of the sponge, but the process has never gone beyond the experimental stage, which consisted of anchoring cuttings in protected waters.

HELPING HIM.

Hubby (desperately)—Give me your clothesline. I'm going to hang myself.

Wifey (sweetly)—Oh, George, I'm so sorry—this clothesline is so rotten it won't hold you. You'll have to buy a new one, dear.

♣

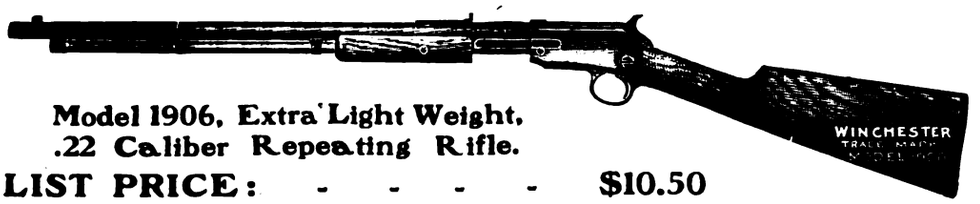
A generous, a brave, a noble deed, performed by an adversary, commands our approbation; while in its consequence it may be acknowledged prejudicial to our particular interest.—*Hume.*

♣

A Central Kansas farmer in doctoring his horse gave it poultry medicine by mistake. Now the horse has scratched up the whole pasture and is showing signs of trying to set.

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WINCHESTER NEW GOODS



Model 1906, Extra Light Weight, .22 Caliber Repeating Rifle.

LIST PRICE: - - - - - $10.50

This rifle is made for .22 Short cartridges only—both Smokeless and Black powder. It has a 20-inch round barrel fitted with sporting front sight and adjustable open rear sight; a straight grip stock fitted with a rubber buttplate; and weighs about 5 pounds. The magazine holds 15 cartridges. This rifle can be furnished according to the above specifications only. It is fully up to the Winchester Standard in accuracy, reliability and finish. A Winchester Repeating Rifle at such a low price presents an opportunity to dealers that they will not be slow to take advantage of. Do not be the last to stock them, but order some at once and be prepared for the big demand.

Winchester Supplemental Chamber.

List Price:





$0.60

This device is designed to enable the use of popular pistol cartridges in high-power rifles. The value of this is self-evident and there is sure to be a big demand for the chambers. They are made in the following sizes: .30 Winchester ,30 Army, .303 Savage, .303 British, .32-40 and .32 Winchester Special for .32 S. & W. and .32 Short Colt cartridges; .35 Winchester for .38 Colt New Police and .36 S. & W. cartridges; and .405 Winchester for .41 Colt D. A. Short cartridges. Order some at once and be the first to get the trade.

FREE: Send for folders describing the above rifle and chamber.

Winchester Repeating Arms Co., New Haven, Conn.

Two of the World's Winners

The MAJESTIC WASHING MACHINE



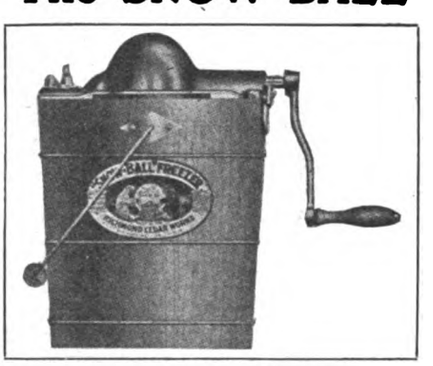
We Manufactured and Sold 41,430 MAJESTICS in 1905 beside many other makes.

Does that tell the story?

We will verify these figures if you wish us to.

It is the quickest seller and commands the biggest profit to you of any Washing Machine made. That is why you should sell it. The tub of the **Majestic** is made of selected **Virginia White Cedar,** and will stand the action of water a life time. It is bound with our celebrated **Electric-Welded Wire Hoops,** is steam-tight and easy to operate Two hundred thousand satisfied customers will testify to all we say.

The SNOW BALL



FREEZER

AFTER telling you what we have done with the **Majestic** Washing Machine in seven years, it is easy to introduce to you the **Snow Ball Freezer.** It is as good a freezer as the Majestic is a Washing Machine. The Snow Ball tub is made also of **Virginia White Cedar,** is bound with electric-welded wire hoops which cannot fall off, and is specially varnished so as to make it attractive and easy to sell. The inside parts are heavily plated with pure block tin which makes it thoroughly hygienic. The outside castings are rust proof.

☞ **Whether you are JOBBER or DEALER write us to-day for particulars and prices which will surprise you.**

RICHMOND CEDAR WORKS,
Largest Manufacturers of Wooden Ware in the World,
RICHMOND, VIRGINIA.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Ashland, Ky.—J. S. Ogden & Bros., Hardware dealers, have been incorporated under the firm name of "The Ogden Hardware Co.

Ashland, Ky.—The Henderson Hardware Co. has been incorporated. This is the old firm of The Thomas Henderson & Son Hardware Co.

Bloomfield, Mo.—Williams Hardware and Furniture Co. has been incorporated with $10,000 capital stock. Incorporators: E. J. Williams, Harry Ezzell, A. D. Wilcox and E. F. Reddick.

Boston, Mass.—Hanover Hardware Co. has been incorporated. Capital, $2,000. Directors, B. Willing, Sam Segal and R. Segal.

Boston, Mass.—S. H. Davis Company has been incorporated to deal in Hardware, etc. Capital, $25,000. President, Martha L. Davis; treasurer, E. L. Davis.

Brooklyn, N. Y.—The Brooklyn Park Paint & Hardware Co. has been incorporated. Capital stock, $5,000. Directors: William Simis, Jr., E. G. Raff and Leon Kauffman.

Chandler, Okla.—The Chandler Hardware Company has been incorporated with a capital stock of $15,000.

Charlotte, N. Y.—A. Ferguson Hardware Co. has been incorporated. Capital, $5,000. Incorporators: A. Ferguson, E. E. Ferguson, R. Lester.

Closter, N. J.—Demarest Bros.' Co. has been incorporated to deal in Hardware, foundry, builders, electrical, plumbers, miners, etc., supplies; capital, $10,000. Incorporators, Jacob J. Abraham and George W. Demarest.

Denver, Colo.—Ashton-Hanger Hardware Company has been incorporated; capital stock, $10,000; directors—Frank Ashton, E. E. Hanger and F. V. Ashton.

Dillon, Mont.—The J. W. Morton Co. has been incorporated with a capital stock of $50,000 and succeeds to the Hardware business of J. W. Morton.

Exeter, Mo.—C. R. Eidson has engaged in the Hardware business.

Freeport, Kan.—H. Carringer has engaged in the Hardware business.

Fremont, O.—The Winters' Hardware Co. has been incorporated by Edward F. Winters, C. E. Schepflin and G. P. Winters. Capital, $10,000.

Hanover, Kan.—The Hanover Hardware Co. has been incorporated with a capital stock of $2,000.

Havelock, Neb.—Moran & Spitzer have opened a new Hardware store.

Kansas City, Mo.—Wade Branch Hardware Co. has been incorporated. Capital stock, $10,000. Incorporators: L. R. Wade, W. R. Branch, L. R. Wade, Jr., W. B. Mullins and L. S. Branch.

Kingston, N. C.—H. E. Mosely Hardware Company has been incorporated for $15,000 to $25,000 to do a wholesale and retail Hardware business.

Lawton, Okla.—The J. W. Wolverton Hardware Co. has been incorporated with a capital of $25,000.

Marshalltown, Ia.—The Lawton Hardware Co. has been incorporated with a capital stock of $10,000.

Middletown, Conn.—The Smith & Bishel Co. has been incorporated to deal in Hardware. Capital stock, $25,000. The incorporators are F. H. Smith, Arthur W. Bishel and Joseph Kincald, Jr.

Moline, Ill.—Froyd & Quick Co. has been incorporated for the purpose of conducting a general Hardware store.

Nashville, Tenn.—The Craig & Shoffner Hardware Co. has opened up a wholesale business, the members of the firm being: John F. Craig, Sam. D. Shoffner and Fred D. Craig.

Nashville, Tenn.—The Nashville Hardware Co. has been incorporated to conduct a wholesale and retail Hardware business. The incorporators are D. T. Crocket, Paul O. Couner, L. C. Pryson, A. F. McAdoo and E. F. Langford. The capital stock is $10,000.

North Vancouver, B. C.—The Chambers Hardware Co. has opened a new store.

San Francisco, Cal.—Marshall Ewell Supply Co. has been incorporated with a capital stock of $25,000.

San Pedro, Cal.—Marine Hardware Co. has been incorporated with $25,000 capital stock. Directors: A. H. Maloy, Ray Mitchell, B. Maloy and C. B. Mitchell.

So. Boston, Va.—R. S. Noblin has purchased the business of W. H. Shepperd, proprietor of the Virginia Implement Co., and will add a fine line of Hardware, cutlery, etc., to their already large line of implements and Hardware. The company will carry on both a wholesale and retail business.

Spokane, Wash.—Division Street Hardware Co. has been incorporated with $10,000 capital stock. Directors: John E. Argo and H. A. Steinke.

Troy, Kan.—The Highland Hardware & Furniture Co. is about to open a new store. Co. has been incorporated. Directors, H. I Johnson, George Ehrsam, E. Z. Wright, H. B. Wright and A. J. Lowery. Officers—President, B. H. Wright; vice-president, E. Z. Wright; secretary and treasurer, A. J. Lowery.

White Plains, N. Y.—The Hagiman Hardware Co. has been incorporated with $500,000 capital. J. M. Hagiman and W. W. Banks are the incorporators.

Winchester, Ind.—Winchester Hardware Co. has been incorporated. Capital stock $6,000.

Wichita, Kan.—Ed. Hockaday and L. T. Battin, former stockholders in the Hockaday Hardware Company of this city, who sold their interests to the Simmons Hardware Company of St. Louis, Mo., have established two Hardware houses in Oklahoma. One is at Arapahoe and the other at Custer. Charters have been granted the company, each store being capitalized at $20,000. The house at Arapahoe is owned by Ed. Hockaday, of Edmond, Okla., and E. T. Battin, of this city, and L. B. Haven of Arapahoe. The one at Custer is controlled by Mr. Hockaday, Mr. Battin and J B. Howland, of Custer.

Changes and Improvements.

Asher, Okla.—Pierce Bros. have purchased the business of the I. A. Smith Hardware Co.

Athens, Ga.—By a consolidation of the two large Hardware companies of T. Fleming & Sons and the Dearing Hardware Company, Athens now has one of the largest and best Hardware establishments in the State. The officers of the consolidated company will be as follows: President, J. H. Fleming; Vice-president, Otto Krasslet; Secretary and Treasurer, A. P. Dearing. An amendment to the charter of T. Fleming & Sons will be made, changing the corporate name to the Fleming & Dearing Hardware Company.

Bluffton, O.—Eli Diller, of Columbus Grove has purchased the Hardware store of John Fett.

Clarksville, Tex.—The Hocher Hardware Co. has succeeded to the business of the Marable-Hocher Hardware Co.

Columbus, O.—The capital stock of Smith, Bros. Hardware Co. has been increased from $200,000 to $300,000.

Columbus, O.—The Young Hardware company has increased its capital stock from $50,000 to $100,000.

Des Moines, Ia.—The Brown-Hurley Hardware Co. has increased its capital stock of $300,000.

Dispatch, Kan.—M. Koksma has sold his Hardware store to the Downs Hardware & Improvement Co.

Dundee, Mich.—George Schaefer has sold his Hardware store to Mr. Knapp, of Idaho, who has taken possession.

Edgerton, Kan.—Wm. H. Bemington has sold his Hardware store to F. E. Johnson.

Fahlequali, I. T.—Myers & Dawes have succeeded to the Hardware business of Louis Meyers.

Findlay, O.—Theo. Phillips has disposed of his interest in the Hardware store of Phillips & Thomas, to D. H. Thomas. The firm name will be Thomas & Thomas.

Goff, Kan.—G. A. Figley has sold his Hardware and furniture store to F. L. Glover.

Gretna, Neb.—Sanborn Bros. have been succeeded in the Hardware business by W. B. Sanborn.

Hartington, Neb.—R. M. Hurlbut has purchased the Hardware store of C. M. Olson.

Holton, Kan.—G. W. Kimball has sold his Hardware business to W. H. Thompson & Son.

Horatio, Ark.—The Horatio Hardware Co. has succeeded to the business of J. B. Martin.

Hot Springs, Ark.—The Hamp-Williams Hardware Co. has succeeded to the business of Hamp Williams.

Kellerton, Ia.—Knittle Bros. have sold their Hardware business to Silver & Lockwood.

Kennedy, N. Y.—J. A. Parker has sold his Hardware and general merchandise store to Guy Fargo and L. G. Sands.

Little Rock, Ark.—The Argenta Hardware Co. has sold its stock to R. R. Pinolean.

Louisville, Ky.—The Belknap Hardware Co. are making plans for a nine-story warehouse to occupy a lot about 150x150 feet.

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ASK FOR "AGENCY"



The Comfort Swing Chair

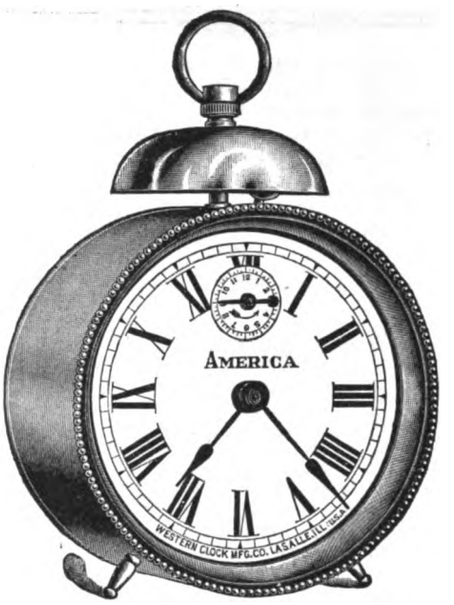
The Comfort Swing Chair combines the comfortable features of ordinary porch chairs, hammocks and swings. Occupies but little space and can be moved about at will. The frame work is made of steel. The back and seat of fancy colored canvas. Retail selling price **$3.50** f. o. b. Chicago.

Our advertisements in popular magazines this year during May, June and July will occupy large space commanding the attention of nearly 7,000,000 readers monthly. This advertising creates the demand. We sell through the trade exclusively so far as possible. Write for "agency proposition."

HAGGARD & MARCUSSON COMPANY
Manufacturers
425 South Canal St., Chicago

COMFORT SWING CHAIR

The America Alarm



Gives you an opportunity to offer a clock, accurate, efficient, guaranteed, at a remarkably low price and is sold at a figure that leaves you plenty of room for profits. Your jobber has the "America."

***The* Western Clock Mfg. Co.**
La Salle, Ill.

NEW YORK
51 Maiden Lane

CHICAGO
131 Wabash Ave.



IF YOU HAVE NOT RECEIVED

our New Catalogue of Shovels, let us know, for we want a copy of it to be in the hands of everybody interested in FIRST CLASS goods at RIGHT PRICES.

It is a most complete catalogue and worth having.

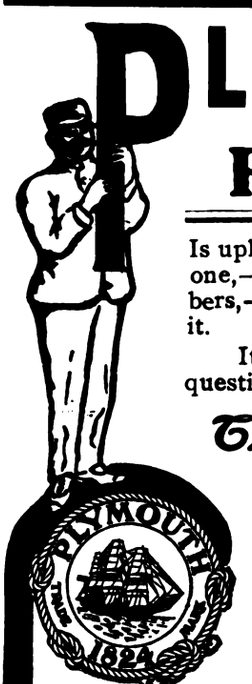
If you buy in 5 Doz. lots write us for price.

THE AVERY STAMPING CO.,
CLEVELAND, OHIO.
Mfrs. Shovels and "Never-Break" Spiders

PATENTS

procured promptly and with care in all countries. Also trade marks and copyrights.

DAVIS & DAVIS
ATTORNEYS-AT-LAW.
WASHINGTON, D.C.
St. Paul Building, NEW YORK.



PLYMOUTH ROPE

Is upheld everywhere, by everyone,—consumers, retailers, jobbers,—who have bought or sold it.

It's quality has never been questioned.

The Question for You to Decide

is: How can you, in justice to yourself and your customers, afford to handle any other kind than the

Best--"Plymouth" Rope?

If your jobber doesn't offer you genuine "Plymouth" write us and we will put you in touch with a convenient source of supply.

Mention HARDWARE when writing.

Plymouth Cordage Co.,
38 A Court St., No. Plymouth, Mass.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Borough Park, N. Y.—The Borough Park Paint & Hardware Co. has been incorporated to manufacture and deal in oils, paints, etc. Capital, $5,000. Incorporators: Wm. Simes, Jr., E. G. Raff and L. Kauffman.

Buffalo, N. Y.—J. F. Berner Hardware Co. has been incorporated to manufacture Hardware and roofing materials. Capital, $10,000. Incorporators: Jacob F. Berner, Sr., Jacob F. Berner, Jr., John G. Berner.

Buffalo, N. Y.—The J. P. Devine Company has been incorporated to manufacture and sell all kinds of machinery, tools and heavy Hardware. Directors: Joseph P. Devine, William Strohn, William P. Kamps, Sidney A. Benedict and Herbert P. Bissell.

Chicago, Ill.—A. W. Wagner Manufacturing Co. has been incorporated with $10,000 capital to manufacture Hardware specialties. Incorporators: Harold F. White, D. E. Harris, Harry C. Nelson.

Cleveland, O.—The Republic Stove and Manufacturing Company has been incorporated with a capital of $15,000; by John P. Smith, Carl H. Schroeder, Harry Ewing, Agnes & Smith and George T. McConnell.

Dundas, Ont.—The Pratt & Whitney Co. of Canada has been incorporated to manufacture machinery, iron and steel tools. Capital, $100,000. R. C. McKinney, L. B. Morgan, C. L. Cornell and Henry and Alexander Bertram, all manufacturers, are the incorporators.

Emsley, Ala.—The Southern Steel Co. is about to rebuild the nail mill which was recently destroyed by fire. The new mill will be larger than the one destroyed and will be built of fire proof material.

Hartford, Conn.—The Pittsburgh Hardware and House Supply Company has been incorporated. The purpose of the company is to manufacture Hardware. Capital stock, $100,000. The incorporators are Lucius F. Robinson of Hartford, W. H. Cochrane of Pittsburgh, Penn., and A. B. Wilson of Hartford.

Iowa City, Ia.—The North American Tool Co. is making preparations to move to Des Moines, and the company has been incorporated with $20,000 capital stock and the purpose is the manufacture of the North American combination sickle grinding machine and swine veterinary instrument. The incorporators are M. J. Wade, J. H. McManus, C. M. Dutcher, F. F. Fitzpatrick, W. H. Baily and J. H. Maggard.

Lowell, Mass.—F. C. Maude Co. has been incorporated to deal in stoves. Capital, $50,000. President, E. M. Sullivan, treasurer, F. C. Maude; clerk, C. H. Robie.

Minneapolis, Minn.—United States Stove Repair Co. has been incorporated with $25,000 capital. Incorporators: J. G. Lund, Edward Shumpik, Barney H. Bettelson.

Muncie, Ind.—Wide Range Drill Chuck & Tool Co. has been incorporated. Capital stock, $50,000.

Newark, N. J.—Lewis Parker Building & Construction Co. has been incorporated to deal in Hardware and building materials; capital, $125,000. Incorporators: L. Parker, J. H. Parker, E. C. Levy.

New York, N. Y.—Blue Steel Razor Co. has been incorporated to manufacture cutlery; capital, $5,000. Incorporators—Lawrence P. Howne and William E. Van Nate, Albert J. Perry, Jr.

New York, N. Y.—The Charles Fischer Spring Co. has been incorporated to manufacture metal springs; capital, $2,500. Incorporators: Charles Fischer, J. Timlin, New York City; William Fischer, Brooklyn.

Oswego, N. Y.—The Oswego Flexible Ladder Company, capitalized at $2,000, has been incorporated. The directors are Frederick T. Stickney, William B. Brooks, J. A. Pease, Herbert Ramsden, Robert G. Blackburn and Spencer Brownell.

Pepperell, Mass.—Burkinshaw Knife Co. has been incorporated. Capital, $4,500; directors, Alta A. Shattuck, Susan A. Burkinshaw, Charles H. Baker.

Prague, Okla.—The Wade-Branch Hardware Co. has been incorporated with a capital stock of $10,000. Directors: L. R. Wade, W. R. Branch, L. R. Wade, Jr., W. B. Mullins and E. S. Branch.

Saratoga, N. Y.—The Adirondack Souvenir Co. has been incorporated with a capital of $10,000 to manufacture souvenirs and Hardware novelties.

St. Paul, Minn.—The Seeger-Gallasch Refrigerator Co. has been incorporated; capital stock, $100,000. The company to manufacture refrigerators. The incorporators are John A. Seeger, Adolph Gallasch and H. M. Temple.

White Plains, N. Y.—The Hegeman Hardware Co. has been incorporated for the purpose of manufacturing Hardware and Hardware supplies; capital, $5,000. Incorporators: John M. Hegeman, Brooklyn; William L. Banks, White Plains; William W. Banks, Lizzetta P. Hegeman, Brooklyn; Thurza A. Banks, White Plains.

Changes and Improvements.

Buffalo, N. Y.—The American Radiator Co. has recently completed two new factory buildings.

Cincinnati, O.—The American Hardware Works Company, composed of the Eberhard Brothers Manufacturing Company and other Cleveland capital have purchased for $22,500 the works in Kent, Ohio, formerly known as the Kearney and Foote file plant, now owned by the Nicholson File Trust of Providence, R. I. They will at once convert the same into a plant for the manufacture of harness, buggy and automobile Hardware and malleable iron and brass castings.

Kansas City, Mo.—The Kansas City Bolt & Nut Works is about to erect two new buildings. One will be 100 by 75 feet and the other 125 by 40 feet.

Knoxville, Tenn.—The T. H. Leinart Co. is increasing its sash, door and blind factory to more than double its former capacity. J. O. Leinart has recently been elected president and bookkeeper. Rufus Leinart is general manager of the firm.

Milwaukee, Wis.—Playsted Tool & Die Company has changed the name of the corporation to the Milwaukee Cutting Die Company.

Ottumwa, Iowa.—The American Mining Tool Company of What Cheer has been bought by George B. Simmons and other Ottumwans. It will be capitalized for $100,000 and will be moved to Ottumwa.

Quincy, Ill.—The J. D. Warren Manufacturing Co., extensive manufacturers of Hardware store fixtures, with its plant at Fourth and Oak Streets, and salesrooms and offices in Chicago, has outgrown its present building, and will erect an additional plant in this city in the near future.

Reading, Pa.—The Mount Penn Stove Works Co. have built an addition to their plant recently.

Springfield, Mo.—Woods-Evertz Stove Co. has increased its capital stock from $50,000 to $100,000.

St. Johnsbury, Vt.—E. & T. Fairbanks & Co., the scale makers, have purchased a large scale factory in Moline, Ill. Arrangements are being made to transfer a portion of the works from this city to the western factory.

Toronto, Can.—Henry Disston & Sons, saw manufacturers, have started work on a branch factory here, which will cost about $250,000.

Winnipeg, Man.—Gurney Stove Co. is erecting a large building for a new warehouse.

Worcester, Mass.—The Spencer Wire Co. has occupied its new addition for its tempered steel card and music wire department. The addition was to a mill built only a year ago, but the increase in that department of the company's business is so great as to make additional floor space imperative. The addition is one story in height, 50 by 60 feet, and will be devoted exclusively to the tempered wire department. With this addition the Spencer Wire Co. now occupies something over five and a half acres of floor space.

Monroe, N. C.—The Heath Lee Hardware Co. and the Monroe Hardware Co. have consolidated, and the name of the new firm will be the Heath Hardware Co. The directors are: J. M. Belk, W. H. Belk, R. A. Morrow, W. C. Heath, R. Redfearn, J. A. Stewart and Earl Heath. The officers are W. C. Heath, president; R. Redfearn, vice-president; J. A. Stewart, secretary and treasurer.

Ord, Neb.—Bailey & Detweiler have succeeded to the Hardware and implement business of Russell & Bailey.

Persia, Ia.—P. Zelk has purchased the Hardware department of Mowly & Son, in Persia, Ia.

Shelby, Neb.—C. E. Hasted has purchased the Hardware store of C. B. Jockish.

So. Haven, Kan.—Ruthfauff Bros. have succeeded to the Hardware business of Bonsell & Ruthfauff.

Sparta, Tenn.—W. W. Hull has sold his Hardware business to E. H. Hull.

Springfield, Mo.—The Woods-Fevertz Stove Co. has increased its capital stock from $50,000 to $100,000.

Fires.

Ensley, Ala.—The Southern Steel Co. sustained a loss of about $125,000 (with partial insurance) recently, when their nail mill was destroyed by fire. The building which was burned to the ground was a structure about 200 feet long by 100 feet wide and the woodwork was all of fine timbers.

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The three great features in Pierce constructions for 1906, which makes them distinctively in a class by themselves, is the Cushion Frame, absorbing all vibration,–the Spring Fork, a natural evolution of the advanced ideas of the Pierce Company, to be used in conjunction with the Cushion Frame, and the Pierce Brake, made under the New Departure patent. These three combined make up the principal features of the "Tried & True" Pierce Cycles.

If you stopped handling bicycles when the craze stopped, you cut off a profitable source of revenue. Cheap, claptrap, thrown-together wheels disappeared with the boom. The well-made, serviceable, high-grade, profit-bringing bicycles are still demanded by thousands. Somebody is going to supply the demand and it might as well be you.

Pierce Cycles

have outlived the craze. They survived because they were built to appeal to wheelmen, not to fad chasers. They have always been all that discriminating riders desired. They are better to-day than ever. Pierce 1906 models are now ready. Why not a Pierce Agency for next year?

The Geo. N. Pierce Company
Buffalo, N. Y.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

El Paso, Tex.—R. E. Allen has opened up a general sporting goods business, including bicycles.

Hackettstown, N. J.—The Sims-Kent Manufacturing Co. has been incorporated to manufacture lightweight castings for automobiles and small machinery. The erection of the first building, 40 by 160 feet, which is to be for foundry work only, will be begun immediately. Orders for machinery to equip the plant have been placed.

Highlandville, Mass.—George E. Wye Co. has been incorporated to deal in sporting goods. Capital, $25,000.

Jersey City, N. J.—The Prime Smokeless Gunpowder Co. has been incorporated with $1,000,000 capital stock. The incorporators are Eugene S. Emson, Edward L. Nicoll, and Fred C. Wolbert.

New York, N. Y.—The U. J. Ulery Co. has recently been incorporated with $30,000 capital. Directors: U. J. Ulery, New York; E. G. Kaufman, Yonkers; W. R. Green, Brooklyn.

Norwalk, Conn.—The Federal Cartridge Co. has been incorporated with $2,000,000 capital. Among the incorporators and directors are F. J. Kingsbury, Jr., of New Haven, Judge R. Jay Walsh, of Greenwich, H. S. Thompson and L. E. Warren, of New York, C. O. Baker, of Newark, N. J.; Frank Z. Maguire, of England, and C. M. Dailey, of New Haven.

Philadelphia, Pa.—George W. Nock Co. has been incorporated.

Pittsfield, Mass.—Alden Sampson, who recently rebuilt on the site of the Pomeroy Catinet mill, an automobile plant, is equipping it with machinery, and by March 1 will begin building automobiles of his own model, employing about 100 workmen.

Wallingford, Conn.—Jacob Burstein has opened a bicycle and automobile repair store.

Changes and Improvements.

Bangor, Me.—Chas. E. Phinney has removed his business to a new store.

Bradford, Pa.—William Demler, who has successfully conducted a phonograph store and bicycle repair shop, and J. Antico, have purchased the stock of the MacAlpin Arms Co., and will carry on the business under the firm name of Demler & Antico at the same location.

Lawrence, Mass.—Joseph E. Ferland is enlarging his repair shop.

Lititz, Pa.—The J. M. Mast Manufacturing Co., making a line of fishing floats which is handled by the trade everywhere, is about to commence construction of a large factory building.

New York, N. Y.—Rapp & Lloyd plan to add a small line of Hardware that can be carried in connection with their sporting goods.

Stoughton, Mass.—James Lehan, owing to lack of accommodations for his large business, is enlarging his repair shop and making necessary improvements.

Toronto, Can.—Fred C. Licence, formerly manager of the Starke Sporting Supply Co., is now managing the sporting goods department of Messrs. Rice, Lewis & Son, their jobbing and retail business showing a steady increase during the past year.

Toronto Junction, Can.—The Canada Cycle and Motor Co. have had their quarter enlarged to allow them to go into the manufacture of sporting goods more extensively. In addition to enlarging their factory, they are remodeling their retail quarters in Toronto.

Victoria, B. C.—Hutchinson Bros., automobile agents, are having a new garage built for them, the show room to have a floor space of 60 by 30 feet.

Winnipeg, Man.—The Miller-Morse Hardware Co. has opened a sporting goods department of its jobbing house, J. E. Algie being appointed manager.

Fires.

Boston, Mass.—The Boston Cycle & Sundry Co. was recently burned out; loss not fully estimated.

Camden, N. Y.—George Stewart's repair shop has been destroyed by fire; fully insured.

Cortland, N. Y.—The City Cycle Co. recently sustained a slight loss by fire.

Tampa, Fla.—Ned Place's repair shop was recently destroyed by fire; partially insured.

Miscellaneous.

At the annual election the Albany Bicycle Club, Albany, N. Y., the following officers were chosen: President, Frank E. Snyder; vice-president, Richard O'Connor; treasurer, Carroll F. Smith; recording secretary, William Lamb; financial secretary, Frank Y. Russo; assistant financial secretary, Albert G. Taaffe; sergeant-at-arms, Charles H. Gehnrich; trustees, Frank Leland, Jay Kniskern, John R. Taylor, Chas. H. Smith, Jr., and George B. Powers; time officers, William Dick, George W. Oliver, Frank H. Havens and Charles H. Gehnrich.

✤

F. H. Ayres, Ltd., has been registered with a capital of £100,000 in £10 shares to acquire the well-known business of sports manufacturers carried on by F. H. Ayres, in London, and elsewhere. The new company also acquires the business of C. M. Ayres & Co., of Nuneaton. The purposes are to deal in and manufacture sports appliances generally.

✤

In addition to the officers recently chosen by the newly-formed Retail Bicycle Dealers' Association of Northern California, this board of directors has been elected: B. B. Sharp, of Bakersville; F. A. Homan, of Fresno; A. Wright, of Stockton; L. S. Upson, of Sacramento; A. C. Hulbert, of Santa Rosa; F. H. Smith, of Chico; C. W. Williams, of Oakland; A. G. Ebman, of Fresno; G. W. Peyton and C. C. Hopkins, of San Francisco. The officers who will aid in the management are: President, J. A. Desimone, of San Jose; vice-president, Joseph Holle, of San Francisco; secretary, A. C. Banta, of San Jose; treasurer, E. A. Doanhoo, of Fresno.

✤

Leavitt & Bill, of San Francisco and Los Angeles, Cal., leading jobbers in sporting goods lines have dissolved partnership. The senior partner of the firm, J. W. Leavitt, will retain the San Francisco business, while J. T. Bill will remove to Los Angeles and take charge of the house there.

✤

The Military and Naval Co., Ltd., has been formed with £3,500 capital in £1 shares to acquire the business carried on by B. S. Grenville at 24 Jermyn Street, London, S. W., as the Military Equipment Co., to adopt an agreement with the said vendor, and to manufacture, let on hire, and deal in tents, wagons, camping appliances, mining requisites, arms ammunition, ambulance material, and equipment of all kinds for military and naval men, sportsmen, travelers and others, etc.

✤

The South American market is reported as flooded with imitations of American revolvers, made in Germany. At Buenos Ayres it is not uncommon to find the genuine and "fake" articles displayed side by side in the same showcase. For instance, a Smith & Wesson revolver will be tagged $18 or $20, while another arm identically the same in every outward particular is priced at $6 or $8. Other leading arms are also counterfeited.

✤

W. A. Power, formerly of the Canada Cycle and Motor Co., has been appointed Winnipeg manager of the New Dominion Automobile Company.

✤

R. Goodman, senior member of the Goodman Cycle Co., of Union, S. C., died at his home in that place on the 20th ult., after a long illness. The business will be continued by his son E. F. Goodman, who has been active partner for some time.

✤

Syracuse, N. Y.—The Syracuse Chilled Plow Co. is about to build an addition to its factory which will be about 55x75 feet and three stories high. The addition will be largely utilized for foundry purposes, the present foundry having proved inadequate.

You
will do us a favor by mentioning HARDWARE when writing to our advertisers

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ASBESTOS SAD IRONS

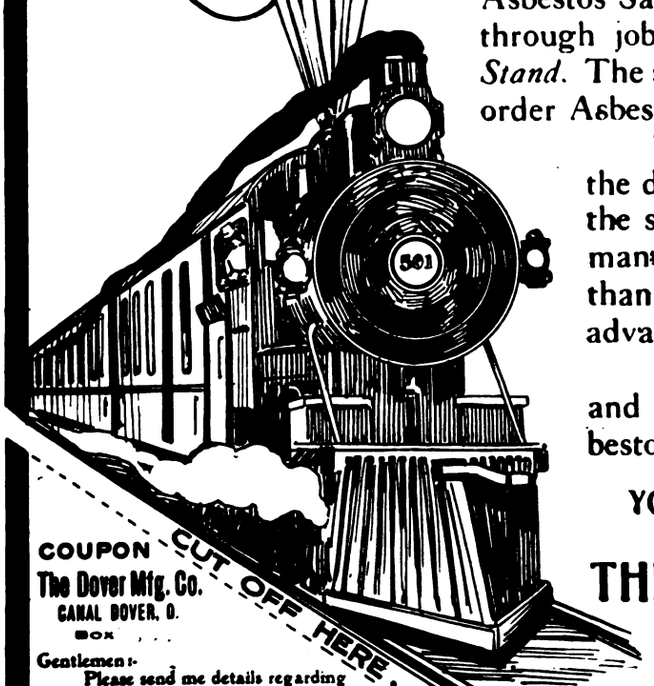
AN IRON FOR EVERY PURPOSE

A LITTLE MORE STEAM

It pays to put *a little extra effort* on *Asbestos Sad Irons.* The dealers who entered our Advertising and Window Display Contests report results in the way of increased sales that are *surprising even to us.*

Don't let the fire under your boilers die out. Get up a special head of steam every once in a while.

How much time will it take to put an assortment of Asbestos Sad Irons and a few show cards into your window? One dealer in a small town sold *fourteen Laundry Sets* and a *large number* of our other styles in *two days* as the result of a window display—at regular minimum retail prices. Did it pay?



In order to assist the dealer in pushing Asbestos Sad Irons, we are ready to furnish through jobbers a handsome steel *Display Stand.* The stand is given free to dealers who order Asbestos Sad Iron Assortment No. 5.

There is no better method for the dealer to increase his sales and at the same time to co-operate with the manufacturer in creating demand than by displaying goods to the best advantage.

Return the adjoining coupon and get details concerning the Asbestos Display Stand.

YOUR JOBBER QUOTES PRICES

THE DOVER MFG. CO.
CANAL DOVER
OHIO

BOX 812.

CUT OFF HERE

COUPON
The Dover Mfg. Co.
CANAL DOVER, O.
BOX . . .

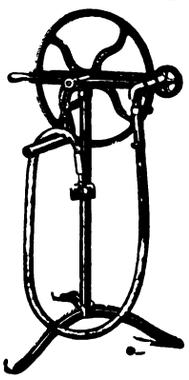
Gentlemen:-
Please send me details regarding Display Stand. Also give names of jobbers who are prepared to furnish same.

Name.....

City.....State.....

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TWO MACHINES THAT SELL FAST
From now to June.



1902 CHICAGO CLIPPING MACHINE.
STEWART PATENT.

This is the strongest and most efficient hand power horse clipper ever made, regardless of price. It requires no experience to operate and will clip a horse complete in 30 minutes.

Retails at $10.75

STEWART'S 1904 SHEEP SHEARING MACHINE.

Pays for itself by the extra wool it secures from the first 50 sheep shorn. Gets from ¾ pound to 2 pounds more than hand shears.

Does not cut or hack the sheep like hand shearing. Every sheep owner needs one.

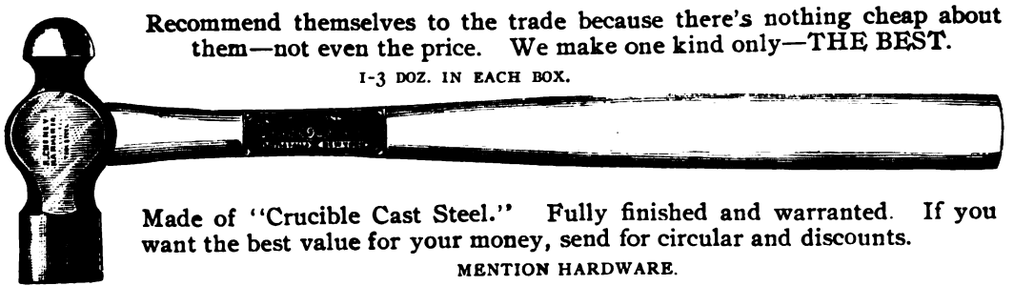
Retails at $12.75



Ask your jobber about these machines and write today for particulars about how we help dealers make sales. *Ask for catalogue.* We make over 90 per cent. of all the clipping machines used.

CHICAGO FLEXIBLE SHAFT CO., 106 LA SALLE AVE., CHICAGO

Cheney Machinists' Ball Pein Hammers



Recommend themselves to the trade because there's nothing cheap about them—not even the price. We make one kind only—THE BEST.

1-3 DOZ. IN EACH BOX.

Made of "Crucible Cast Steel." Fully finished and warranted. If you want the best value for your money, send for circular and discounts.

MENTION HARDWARE.

THE HENRY CHENEY HAMMER CO., Little Falls, N. Y., U. S. A.

"Horse Sense"



Demands the Best Poke for any horse—good, bad or indifferent—or any cow, no matter how good a fence jumper.

The Best Horse Poke for any Dealer to buy and sell is

KRICK'S METALLIC ADJUSTABLE POKE

HALF A MILLION USED

Because it is ten times stronger than any wood poke.

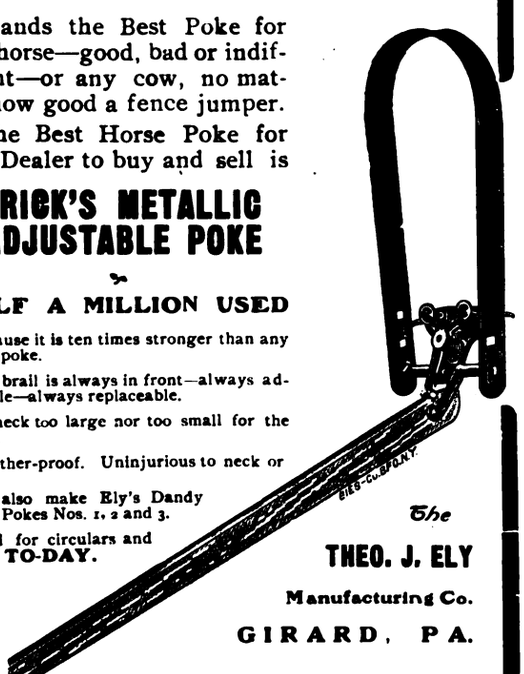
The brail is always in front—always adjustable—always replaceable.

No neck too large nor too small for the Krick.

Weather-proof. Uninjurious to neck or mane.

We also make Ely's Dandy Horse Pokes Nos. 1, 2 and 3.

Send for circulars and prices **TO-DAY.**



The
THEO. J. ELY
Manufacturing Co.
GIRARD, PA.

PFLUEGER'S Fishing Tackle

Has proved good business "bait" for a quarter of a century for most dealers. Ask for anything you need in Fishing Tackle, Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines,—we have it,—and at prices that leave a good margin for you.

FREE

to any Dealer in Sporting Goods. Sent Express Prepaid 170 page illustrated Catalogue. No. H 6 and Metal Fish Sign in 8 color Lithograph.

The Enterprise Mfg. Co.
Akron, Ohio

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Made in fifty-four different Shapes, and Coarse, Medium and Fine Grits.

INDIA OIL STONES

ARE

Hard, Sharp and Quick



India Oil Stones are found in the tool chests of all up-to-date workmen.

And are sold under the following guarantee:

"If this article should prove in any respect unsatisfactory, we agree to exchange or refund the full price paid for same."

"THE KIND YOU CAN RELY UPON."



MANUFACTURED BY

Norton Emery Wheel Co.

WORCESTER, MASS.

Sales Under the Exclusive Management of

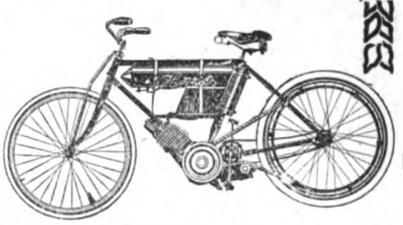
The PIKE MFG. CO.

PIKE, N. H.

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BUFFALO
WIRE WORKS CO.
FORMERLY SCHEELER'S SONS
WIRE CLOTH
WIRE GOODS
Artistic Metal Works.
SEND FOR CATALOGUE.
BUFFALO, N.Y.
U.S.A.

THOMAS AUTO-BI
MODEL No. 44.



PRICE, $145.00

MR. HARDWARE MAN, we have the best MOTORCYCLE AGENCY proposition ever offered. Are you interested? :-: :-: :-: :-:

The Thomas Auto-Bi Co.
1400 Niagara St., - Buffalo, N. Y.

Robert Murray.
24 Duane St.,
New York City.
General Hardware
Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.



Fodoral Bonch Shoar

Strong, compact and well made. Cuts sheets or bars to 3-16 in. thickness. Stands 8 in. high. Weighs 30 lbs. Send for circular.

CHANDLER & FARQUHAR CO.,
131 Congress St.,
BOSTON, U. S. A.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines*

For Sale.

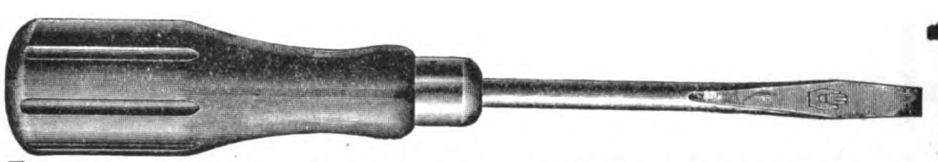
FOR SALE: A White Deer nicely mounted, life size. Killed last fall. Would make a great advertisement for window. Worth more than $500 in a newspaper ad. Will sell cheap. Address John Hurley, Little Falls, N. Y.

Salesman Wanted

WANTED—Competent experienced Hardware Salesman. One experienced in Window Dressing and Price Card Writing preferred. State experience and salary wanted to start. Address Michigan, care "HARDWARE."

PROPOSALS

Treasury Department, Bureau of Engraving and Printing, Washington, D. C., February 1, 1906.—Sealed proposals will be received at this office until 2 p. m. on the dates named below, to furnish during the fiscal year beginning July 1, 1906, the following classes of supplies, viz: Monday, March 19, 1906; Dry Colors, Rubber Goods, Engravers' Supplies, Textiles; Tuesday, March 20, 1906: Hardware, Oils, Dextrine, Grocers' Sundries; Monday, April 9, 1906: Paper, Binders' Supplies, Plumbers' Supplies, Chemicals; Tuesday, April 10, 1906: Electrical Supplies, Printers' Inking Rollers, Paper Boxes, Lumber. Awards will be made only to established manufacturers of, or dealers in, the articles. The right is reserved to reject any or all bids or parts of bids. Blank forms, with specifications for proposals and further information desired, will be furnished intending bidders on application to Wm. M. Meredith, Director of Bureau.



PEERLESS
No. 7 SCREW DRIVER

Is made from best Screw Driver Steel. Every blade is highly finished, hand-forged and tested to break a screw head.
Send for circular and prices. THE DUCHARMES & CO., Shelburne Falls, Mass.

THE NINETEEN HUNDRED AND SIX MODEL OF THE IDEAL LAWN-MOWER GRINDER

Embraces some important improvements on the machine as heretofore made. We have perfected, and are now offering a Lawn-Mower Grinder that is Pre-eminently at the head of all similar devices. In fact, there is nothing at all like it.

With this Grinder the Repair man alone can make more money in less time than he could by the work of five men under the old regime. A boy can manipulate it. This is worth careful attention. It simply turns drudgery into pleasure.

By its use every cutting surface is rendered absolutely accurate, and thus a much longer lease of life is given every mower, and this feature will make permanent patrons of your customers, who will have no more sharpening done by hand.

An investment in this Grinder will give you better returns for your money than any other you can make.

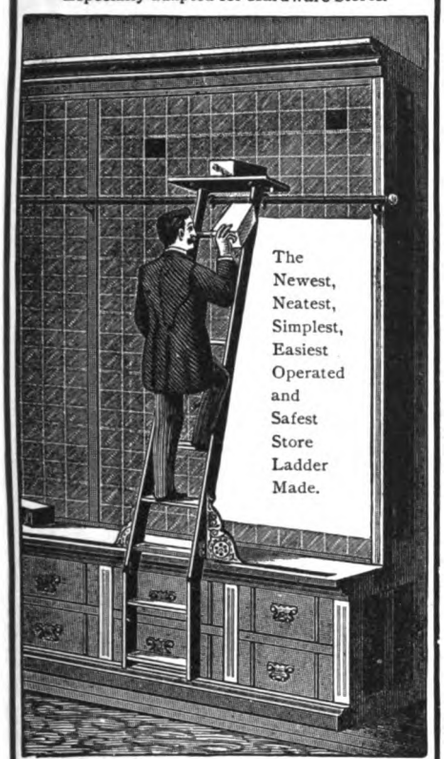
Our circular gives all the details, prices, etc. Send for it to-day.



The Root Bros. Co.,
Plymouth, O.

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The BICYCLE STEP LADDER.
Especially adapted for Hardware Stores.



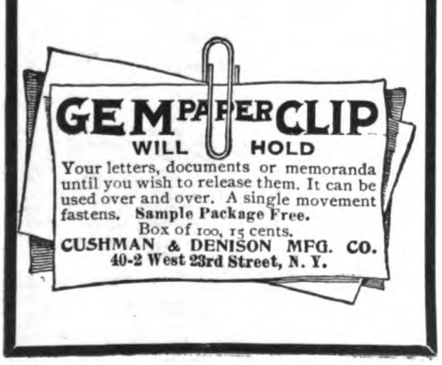
Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO .ILL.

LOOK

each ad in the face. It is a salesman. If you doubt his words, write to the firm he represents. If you believe him — write anyway.

ALWAYS MENTION

"HARDWARE" for having "put you wise."





All Kinds of Clippers

For All Kinds of Hair

Ask us for anything you wish in the way of Clippers for man or beast and, if Coates Clippers are not just what you want for your trade, it will be a surprise to us. ∴ ∴ ∴ ∴ ∴
Their cutting plates — tempered glass hard-ground by special machinery by our special method—make them so adaptable. ∴ ∴ ∴

COATES CLIPPERS

Have been our specialty for twenty years.

Their Patent Pull Spring
Ball Bearings
Style and
Finish

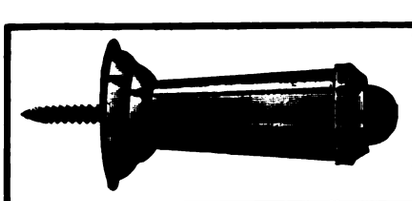
give them superiority over other makes and as sellers. ∴ ∴ ∴ ∴ ∴ ∴
Get a better grip on your Clipper trade by handling the "Coates". ∴ ∴ ∴ ∴ ∴

Mention HARDWARE

Coates Clipper Mfg. Co.
Worcester, Mass., U. S. A.



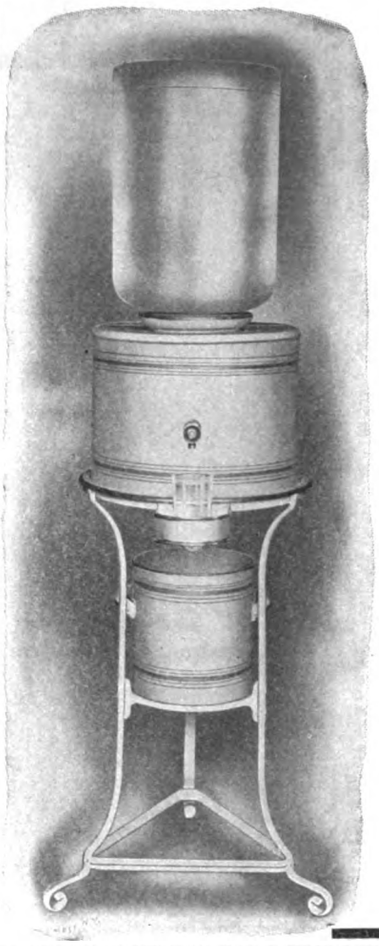
BOX STRAPPING OF ALL KINDS
BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
STANDARD METAL STRAP CO., 536-542 E. 58 St., New York



The Champion Metallic Base Knobs
NEVER BREAK
(TRADE MARK)
Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all Finishes to match other hardware. Manufactured only by
THE CHAMPION SAFETY LOCK CO., Geneva, O.

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Rose Water Coolers



Having greatly increased our facilities, we are now willing to offer

Rose Water Coolers

for sale through Hardware Dealers.

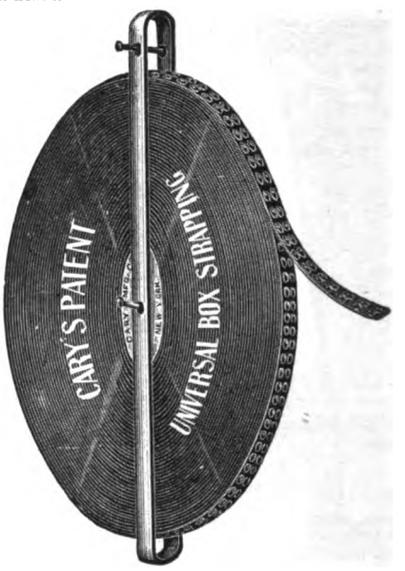
Merit and price have made their demand enormous.

Send for circular and prices to-day.

Rose Mfg. Co.
505-13 W. 50th St.,
NEW YORK

CARY'S UNIVERSAL BOX STRAP

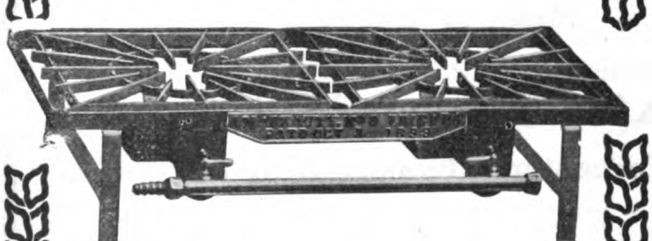
A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

"AMERICAN BEAUTY"
High Grade Hot Plates



Are made of wrought iron and are indestructible. Furnished regularly with interchangeable cast sections, also wrought tops.

The burners have made our Hot Plates most popular because they give 45% more heat than the ordinary type.

American Beauty Hot Plates are the best Money Makers for you.

Write for prices to-day.

American Beauty Gas Stove Wks.
Erie, - Pa.

Ask us about "13 NEW RANGES JUST COMING OUT.

No Better Time
No Better Place Even

TO BUY

FISHING TACKLE

Send for Free Catalogue

CLARK-HORROCKS CO.,
Utica, N. Y.

PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, in barrels, ₱ gal	45c
Linseed, City, boiled, in bbls, " "	47c
Out of Town, on spot, ₱ gal	43c
Calcutta, raw, in barrels, ₱ gal	65c
Lard, prime city, ₱ gal	63@64c
Lard extra, No. 1	49@52c
Lard, No. 1	38@40c

Paints and Colors

Barytes, Foreign floated, ₱ ton	$17.50@19.00
Barytes, American floated, ₱ ton	$18.00@19.00
White Lead, American, dry, in bbls., ₱ lb	6½c
White Lead, American, in oil, in lots of less than 500 lbs., ₱ lb. net	7½c
In lots of 500 lbs. and over, ₱ lb	7c
White Lead Eng., in oil, ₱ lb	8½@9½c
Zinc, American dry, ₱ lb	4½@5c

Putty, Commercial—₱ 100 lb

In bladders	$1.65 @1.85
In bbls. or tubes	1.20 @1.40
In 1 lb. to 5 lb cans	2.60 @2.90
In 12½ to 60 lb cans	1.45 @1.85

Spirits Turpentine

In regular bbls	65@65½c
In machine bbls	65½@66c

Dry Colors

	₱ lb
Blue, Chinese	25@35
Blue, Prussian	25@30
Blue, Ultramarine	5@15c
Sienna, Italian, burnt & powdered	3@6½c
Sienna, Italian, raw & powdered	3@6½c
Umber, Turkey, burnt	2½@3½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	5@7½
Green, Paris, in kegs	12½@14½c
Indian, Red, American	3@4½c
Indian, Red, English	4½@6½c

Colors in Oil

Black Ivory, best	18@20c
Blue, Chinese	25@30c
Blue, Prussian	27@30c
Blue, Ultramarine	14½@15c
Sienna, burnt	8@9½c
Sienna, raw	3@6½c
Umber, burnt	11½@12c
Umber, raw	11½@12c

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B.....52@55c
G. D.....per M 34@35c
F. I.....per M 40@42c
G. F.....per M 48@50c
Musket.....per M 62@68c

PRIMERS—

Berdan Primers $2.00 per M.....20&5%
B.L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50.....10&5%
38 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal., Rim, $2.75.....10&5%
B. B. Caps, Con. Ball, swgd.....$1.90
B. B. Caps, Round Ball.....$1.49
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gge..65&5%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge.....25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 13 and 20 gauge.....20%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).....20%
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓%

SHELLS, LOADED—

Black Powder.....40%
Smokeless Powder, medium grade....40&5%
Smokeless Powder, high grade....40&10&10

SHOT—

Drop, up to B 25 lb bag.....$1.70
Drop, B and larger, per 25 lb bag.....1.95
Buck, 25 lb bag.....1.95
Chilled, 25 lb bag.....1.95
Dust Shot, 25 lb bag.....2.25

GUN WADS—₱ 1000—

B. E., 11 up.....$ 60
B. E., 9 and 10.....70
B. E., 8.....80
B. E., 7.....80
P. E., 11 up.....1.00 } 15%
P. E., 9 and 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50
Ely's B. E., 11 and larger.....$1.70@$175
Ely's P. E., 13 to 20.....$3.00@$3.25

Animal Pokes

	₱ doz.
Iowa Farming Tools.	
Hawkeye	$3.25
Western	4.00

Anti-Rattlers

Fernald, Quick Shift, ₱ doz. pair, net..$2.00
Burton's, ₱ doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00

Kohler's:	₱ Gro.
Daisy, No. 4	Net. $4.80
Perfect, No. 2	Net. 6.00
Bolt Holder, No. 1	Net. 8.40

Anvils

American "Horse-Shoe".....9¼c
Arm and Hammer.....8½@8¾c
Eagle Anvils, ₱ lb, net.....7@7½c
Peter Wright's.....10½c
Trenton.....9 to9½c
Columbian, all steel, ₱ lb, net.....9c

ANVIL AND VISE COMBINED—

Millers Falls (with drill).....$18.00, 15&10%

Augers and Auger Bits

Boring Machine Snells.....70%
Com. Anger Bits.....75@75&5%
Forstner Pat. Bits.....25%
Ford Auger Bit Co:
Auger Bits } 40@40&5%
Car Bits }
Machine Bits }
C. E. Jennings & Co.:
D'ble Spur pattern car, No. 30..40&7½&10%
Nobles Double Spur, No. 32.....65&10%
No. 10, Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....66⅔&10%
Jennings' Pattern.....50&10%@60%
Snell's Auger and Car Bits:
Extra.....60&10&10%
No. 1.....60&10&10&10%
Russell Jennings' Augers and Bits.....25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable.....*5.50@6.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—

C. E. Jennings & Co., Steers' Pat...33⅓&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, ₱ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@$3.25
German Pattern, net.....$4.60@5.75
Mayhew's Diamond ₱ doz. $1.25.....40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper and Straight Shank...60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....33⅓&5%
L'Hommedieu's.....15%
Snell's.....40&10%
Watrous'.....35&5%

Awl and Auger Handles

See Handles

Awls

	Per Gro.
Handled Brad	$2.75@3.00
Handled Scratch	$3.50@4.00
Patent Peg	.31@34c
Sewing, Com.	.88@$1.00
Shouldered Peg	.65@70c
Shouldered Brad	.63@65c
Socket Scratch ₱ doz.	$1.00
Stanley Rule and Level Handled Brad	45%

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ₱ doz. $7.50; No. 20, ₱ Doz. $10.....60&10%
Brad Sets:
No. 42, $10.50; No. 43, $12.50.....70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18....15&10%
C. E. Jennings & Co's. Adj. Tool Hdls..33⅓%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18.....80%

Axes

Single Bit, base weights:
First Quality.....$6.75
Second Quality.....$6.25
Double Bit, base weights:
First Quality.....$9.00
Second Quality.....8.50
Ice, Bradley's.....80%
Bradley's wide bit, net.....$10.50
Long Island, net.....$9.25

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc.....50%
Broad and Bbl.....40&10%
Boy's Axes.....50%
D Simmons & Co.:
Broad }
Shingling and claw } 50&5%
Lath, Hunters', etc }
Picks and Mattocks.....50%
Peck Edge Tool Co.:
Hatchets, shingling, etc.....50%
Broad and Bb'l.....40&10%
Boy's Axes and Hatchets.....50%

Axle Grease

Dixon's "Everlasting" Graphite:

1 lb cans (36 in case)	.15	ea.
2 " "	.25	"
10 " firkins (6 in case)	$1.20	"
25 " "	2.75	"
50 " kegs	5.00	"
100 " "	9.00	"
200 " half bbls	8½	lb
375-400 lb "		

Snow Flake: Discount 10%

One-quart cans, ₱ doz.	$ 2.00
Two-quart cans ₱ doz.	3.20
One-gallon cans, ₱ doz.	6.00
Five-gallon cans, ₱ doz.	24.00
Quarter bbls. (15 gals.), ₱ gal.	.45
One-half bbls. ₱ gal.	.40
Bbls., ₱ gal.	.35

Balances, Spring

Chatillon's:
Light, class A.....50%
Circular Balances, class C.....50%
Ice Balances, class B.....50%
Straight Balances, Class A1.....50%
Class A2.....40%
Class D. E. F.....30%
Class G.....20%

Balances, Sash

Caldwell's.....50%
Pullman's.....50&10@60

Beef Shavers

Enterprise:
Japanned, each, $8.00.....25@30%
Tinned, each, $10.50.....25@30%

Bells

HAND—

Hand Bells, polished brass.....60@60&10%
Pure bell metal.....60%
Silver chime.....33⅓@35%
White metal.....60%

DOOR—

Trip, Gem.....50&10%
Gong, Abbe's.....45%
Gong, Yankee.....55%
New Departure:
Rotary.....50@10%
Push.....50%

COW—

Common wrought.....75%@75&10%
Kentucky.....70@70&10%
Kentucky, Sargent's list.....70%
Texas Star.....50%
Western, Sargent's list.....70@70&10%

Bellows

Blacksmiths'.....65&10@70%
Hand.....25&10%
Moulders'.....25&10%

Belting Rubber

Boston Belting Co:
"Boston".....50%
"Imperial," seamless stitched.....45%
Niagara.....60%
New Jresey Car Spring & Rubber Co:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Seymour Smith & Sons.....25&10%
Miller's Falls.....15&10%
Weston's.....40

Binder Twine

	Per Pound
Sisal	10c
Standard	10c
Standard Manila	11c
Manila	12c
Pure Manila	18c

Bit Holders.

Angular.....45%
Extension:
Barber's, ₱ doz. $15.00.....45@50%
Ives' ₱ doz. $20.00.....60&10%

Blind Adjusters

Columbian.....33⅓%
Domestic, ₱ doz. $8.00.....33⅓%
Excelsior, ₱ doz. $10.00.....50&10&2%
North's.....10%
Zimmerman's.....50%@50&10%

Blind Fastenings and Tenons

Security Gravity, ₱ gr.....$9.00
Zimmerman's.....50@50&10%

Blocks, Tackle

Eddy's.....50&10@60%
Hartz' Steel.....40&10@50&5%
Iron Strapped, Japanned Sheaves...70&10%
Iron Strapped, Lig Vitae Sheaves.....60%
Rope Strapped, Japanned Sheaves...65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50&10%

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....60%
Wrought Barrel.....80@80&10%
Wrought Barrel Bolts, Griffin's.....75&10%
Wrought Square.....70@70&10%
Wrt Shutter, St'nrd list...50&10%@50&10&5%
Wrought Spring, Sargent's.....70&10@75%

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ⅝x6 and smaller.....75%
Larger and longer.....65&5%
Phila. Eagle, $8.00 list May 24, '99.....80%
Bolt ends, list Feb. 14, '96.....65&10%
Bolt ends, with C and T nuts.....65&5%
Machine, ⅝x4 and smaller.....75%
Machine, larger and longer.....65&10%

TIRE—

American Screw Co:
Bay State, plain, list Dec. 28, '99.....72½%
Bay State, fluted.....72½%
Eagle Phila.....82½%
Norway, Phila.....80%
Common.....75&10@80%
Norway, Phila.....80%
Portchester, Norway.....80%
Phila.....80%

STOVE AND PLOW—

Plow.....60&10&10@70%
Stove.....85@85&10%

MISCELLANEOUS—

Sink.....80%

Bone Mills

Enterprise.....25@30%
Stearns.....40%

Borers, Tap

Enterprise.....20@25%

Each	$1.25,	$1.75,	$2.50
Nos.	1	2	3

C. E. Jennings & Co.:
No. 6.....30&10%
No. 10.....25&10%
Common ring.....20&10%
Ives.....25&10%

Boring Machines

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		35&5%
Miller's Falls	$7.50,	15&10%
Snell's, Rice's Pat.	$3.50,	$2.75
Ajax		40%
Phillips		$4.00 net

Bow Pins

Hotchkiss.....60&10%

Boxes, Mail

Heller's.....40&5%

Box Hooks

Humason & Beckley's.....60&10&10%

Box Openers

Humason's.....₱ doz. net $5.00
Bemis & Call's.....65%

Box Scrapers

Bradley's.....20%

Box Strapping

Cary Mfg. Co's., in case lots:
"Universal".....25&20%
Standard Metal Strap Co's.:
Eclipse.....20&10&10&5%

Braces

Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
Ives':
Barbers'.....60&5%
Barbers' Ratchet.....60@60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108@114½.....50&5&10%
No. 208½@214½.....50&5&10%
Lancaster Mach. & Knife Works.....50%
Gen. Spofford's.....60%

Brackets

Griffin's Folding.....70&10%
Griffin's Pressed Steel.....80%
Bradley's Patent, full cases.....80&10&10%
Bradley's, in broken cases.....80&10%
Baine's Adjustable.....25%

Bracket Saw Frames

Miller's Falls Co.....25&10%

Bracket Sets

Miller's Falls Co.....33⅓&10%

Bright Wire Goods

Standard list, June 24, 1906.....90&25

Bull Rings

Humason, Beckley & Co's.....80%
Rea's 2½ in. net, ₱ doz.....$1.50
Sargent's.....80%
Seymour Smith & Sons.....60%

Bull Punches

Humason & Beckley's, ₱ doz. net....$8.06

Butchers' Cleavers

New List, Feb. 1, 1906:
Bradley's.....40%
Foster Bros., flat heads.....30%
Foster Bros., round heads.....30%
Lancaster Mach. & Knife Works...33⅓&40%
L. & I. J. White.....30%
Plumb's.....33⅓%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star.....15@15&10%
C. E. Jennings & Co.....30&10%

Butter and Cheese Triers

Ordinary Black Handle.....25%
Humason & Beckley's.....40%

Butt and Rabbet Gauges

Stanley's.....25&10%

Butts

BRASS—

Wrought Brass, list September, 1896....15%

CAST IRON—

Fast Joint, broad.....40&10@50%
Fast Joint, narrow.....40&10@50%
Loose Joint.....70&5@75%
Loose Joint, Japanned.....70&5@75%
Lancaster Mach. & Knife Works.....33⅓&40%
L. & I. J. White.....30%
Plumb's.....33⅓%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star.....15@15&10%
C. E. Jennings & Co.....30&10%

Butter and Cheese Triers

Ordinary Black Handle.....25%
Humason & Beckley's.....40%

Butt and Rabbet Gauges

Stanley's.....25&10%

Butts

BRASS—

Wrought Brass, list September, 1896....15%

CAST IRON—

Fast Joint, broad.....40&10@50%
Fast Joint, narrow.....40&10@50%
Loose Joint.....70&5@75%
Loose Joint, Japanned.....70&5@75%
Loose Joint, Jap. with Acorns.....70&5@75%
Loose Pin.....70&5@75%
Mayer's Hinges.....70@70&5%
Parliament Butts.....70@70&5%

WROUGHT STEEL—

Table and back flaps.....75% } 75&10&10@10&10&10%
Narrow and broad.....75%
Inside Blind.....75%
Loose Pin.....75%
Loose Pin, Ball and Steeple Tip.....85%
Japanned, Ball Tip Butts.....79&10%
Bronzed Wrt. Nar. and Inside Blind Butts.....55&10%

Calipers

Bemis & Call:
Wing.....60%
Donble.....65%
Inside and outside.....65%
Straight leg.....65%
Call's Pattern, inside.....55%

Can Openers

American.....₱ gross, $1.75@$2.00
Goodell's Acme.....₱ gross, 6.00
Hopper's.....₱ gross, 15.00
No. 5, iron handle.....₱ gross, $2.00@2.25
Phoenix.....40%
Sardine Scissors.....75&10%
Sardine Scissors, forged steel..₱ doz., $4.50
Sprague, Nos. 1, $2.00; 2, 2.25; 3, 2.50..75&10%
Universal, ₱ doz.....50%

Cartridges

See Ammunition.

Casters

Bed.....70@70&10%
French or Philadelphia Iron wheel.....75%
Plate.....60@60&10%
Payson's Furniture.....70&10&10%
Payson's Truck.....70&10%
Standard, Ball Bearing.....45%

Cattle Leaders

Humason, Beckley & Co's.....70%
Sargent's.....70&10%
Welton's.....70&10%

Chain

American Coil, Straight Link:

Inch	₱ 100 Lbs.
3-16	$3.60
¼	3.80
5-16	4.85
⅜	4.10
7-16	3.85
½	3.85
9-16	3.80
⅝	3.75
¾	3.60
⅞ to 1	3.50
1¼ to 1½	3.75

Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain.....40%

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Chains

Galvanized Pump chain, ₱ lb.....4½@4¾c
Ger. coil, list July 24, '97...60&10&60&10&10%
Ger. Halter chain, list July 24, '97.60&10&10%
Jack chain, Iron.....60&10&60&10&5%
Jack chain, Brass.....60&10&60&10&10%
Oneida Wire Dog chains.....45@50&5%
Trace Wagon and Fancy Chains:
New list.....60@60&10%
Bridgeport Trace chains.....65%
Stake chains.....65%
Heel chains.....80%

COW TIES—
American.....45@50%
Niagara.....45&5@50&10&5%
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....45%
Sisal.....33⅓%

Chain Guards

Aluminum S. & N. Co.....50%

Carpet Stretchers

Montrose "Excelsior," ₱ doz., $6.00.....20%
Bullard's.....33⅓%
Cast iron, Steel points, ₱ doz.....80c
Sockets, ₱ doz.....$1.75

Carpet Sweepers

Bissell's Cyco Bearing:	₱ Doz.
"Parlor Queen"	$30.00
"Elite"	29.00
"Boudoir"	27.00
"American Queen"	27.00
"Ideal"	25.00
"Gold Medal"	24.00
"Premier"	24.00
"Superior"	24.00
"Prize"	24.00
"Welcome"	24.00
"Grand Rapids," nickel	24.00
"Grand Rapids," Japan	22.00
"Standard," nickel	22.00
"Standard," Japan	20.00
"Crown Jewel," nickel	21.00
"Crown Jewel," Japan	19.00
"Crystal"	36.00
"Grand," length of case, 17 inches	36.00
"Club," length of case, 24 inches	54.00
"Hall," length of case, 28 inches	60.00
"Junior," nickel, length of case 12⅛ inches	22.00
"Junior," Japan, length of case 12⅛ inches	20.00
"Misses"	9.00

Sterling Carpet Sweepers:
Model A, Nickel trimmings..... 25.00
" B, Japd. " 21.00
" C, Nickel " 23.00
" C " " 21.50
" D, Japd. " 19.50

Carpet and Rug Beaters

	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10 Wire, Glavanized	1.50	18.00

Cherry Stoners

Enterprise.....25%@30%
Goodell's Family, net ₱ doz.....$5.00
Reilman's, net., ₱ doz.....6.00

Chisels

SOCKET FRAMING & FIRMER—
Standard Makes.....70&10@75%
L. & I. J. White.....30&@30&5%
C. E. Jennings & Co., No. 70.....25&10%
Jennings & Griffin Mfg. Co.....65&2&10%

TANGED & MISCELLANEOUS—
W. & S. Butchers'.....$4.75@$5.00to2
C. E. Jennings & Co.....25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels.....25&10%
Tanged Gouges.....25&10%
Tanged Firmers.....33⅓&10%
Tanged Gouges.....33⅓%
L. & I. J. White.....25&5%

COLD CHISELS—
Good quality, ₱ lb.....18&16c
Snell's best C. S.....40&5%
Cronk's.....50%

Cleaners, Sidewalk

	₱ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers

HORSE—
Chicago Flexible Shaft Co's.:

	Each.	
Lightning Belt Clipping Mach.	$15.00	15%
New '98, Chicago	8.75	15%
1908 Chicago	10.75	15%
Twentieth Century	5.00	20%

Coach Oil

Snow Flake. 20&10%
One-pint cans, ₱ doz. . . . $ 3.00
One-quart cans, ₱ doz. . . . 4.80
One-gallon cans, ₱ doz. . . . 15.00
Five-gallon cans, ₱ doz. . . . 66.00 25&10%

Cocks, Brass

Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks....70&10@75%

Coffee Mills

Box and Side.....50&10@60%
Enterprise Mfg. Co.....20@25%
Lane Bros. Co.....30%

Compasses, Dividers, &c

Atnol Calipers and Dividers.....40%
Bemis & Call Co's.:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers...75@75&10%

Coopers' Tools

Bradley's:
Hoop Drivers.....25%
Rivet Sets.....20%
Cold Chisels.....20&5%
Punches.....15%
Vises.....15%
Inshaves.....20%
Barton's.....20@20&5%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@30&10%

Corkscrews

Detroit Cork Screw Co.....33⅓%
Humason & Beckley Mfg. Co.....50&10%
Samson, ₱ doz.....$10.00

Corn Hooks

	₱ Doz.
Kretzinger Cut-Easy	net $8.00

Corn Knives and Cutters

Bradley's.....net
Wadsworth's.....60%

Countersinks

Mayhew's Diamond.....40@45%
Smith's.....25%
Snell's.....40%
Wheeler's Patent.....50%

Cow Ties

See Chains.

Crayons

Sargent's List.....20%
Dixon's: ₱ Gro.
Eclipse.....7 in., $3.75; 9 in., $4.88
Emerald.....5.00
Oriole.....5.01
Rainbow.....5.15
Solid.....7.50
Tailors, black, $5.62; red and blue.... 9.00

Curry Combs

Kohler's.....40%
The Metal Stamping Co.....40%
Southington Cutlery Co's.....25&10%

Cutlery

Foster's Pocket.....30%
Carriers' Pocket.....10%

Diggers

See Post Hole, etc.

Dividers

See Compasses, Dividers, etc.

Dog Collars

Walter B. Stevens & Son:
Brass.....40%
Embossed Gilt.....30&10%
Leather.....40%
Union Hd'wre Co., new list.....50@50&10%

Door Checks

Bardsley's.....40%
Columbia.....50&10%
Eclipse.....60&10%
Home.....50&10%
Pullman's Screen, ₱ doz. net.....$4.50

Door Holders

Empire.....50%
Superior.....33⅓%

Door Springs

Columbian Steel.....20%
" Faultless.....50%
Gem (Coil), list Oct. '96.....20%
Pullman, Perfect.....25%
Pullman Coil.....25%
Star (Coil), list Oct. '96.....30%
Torrey's Rod, 39 in., ₱ doz. net.$1.10 ₱ $1.25
" " 48 in., " " " " 3.50
Victor, Coil.....50&10&10%
Chicago Coil Springs.....40&10%
Reliance Coil Springs.....40&10%

Drain Cleaners

Iwan's Adjustable.....55%
Iwan's Stationary.....40&5%

Drawer Pulls

Drawer Pulls, Griffin Mfg. Co., list..75&10%
Sargent's list.....60

Drawing Knives

Standard Makes.....70&10@75%
Adjustable Handle.....25@25&10%
Bradley's.....40&5%
Jennings & Griffin.....60%
Watrous.....16⅔&10%
L. & I. J. White.....20&5&25%

Drills and Drill Stocks

Automatic Boring Tools, Goodell's 40&5@40&10%
Blacksmiths'.....60%
Breast, Goodell's.....25@30%
Breast, Miller's Falls, each $3.00.....15&10%
Stearns' bench.....30%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $12.00.....33⅓%

TWIST DRILLS—
See Augers and Bits.

Egg Beaters

Holt-Lyon Co.:	₱ Doz.	₱ Gro.
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz, $6.60	1.15	13.00
No. 1, Tinned	1.40	16.80
No. B, Japanned, hotel size.	1.85	22.00
No. 6, Japanned, Dasher flared	1.65	19.80
No. 2, Tinned, hotel size	2.00	24.00

Taplin Mfg. Co.:	₱ Gro.
No. 60 Improved Dover	$ 6.0
No. 75 Improved Dover	6.5
No. 100 Improved Dover	7.0
No. 102 Improved Dover, Tinned	8.5
No. 150 Improved Dover, Hotel	15.0
No. 152 Improved Dover, Hotel T'd	17.0
No. 200 Improved Dover, Tumbler	8.0
No. 202 Imp'd Dover, Tumbler T'd	9.5
No. 300 Imp'd Dover Mammoth ₱ doz	2.0

Escutcheons

Wood.....25%

Farriers' Knives

	₱ Doz.
"Challenge"	$3.00
Popes	3.00
Wilkinson's, net	3.00
Wostenholm's	3.25

Faucets

Iron Petroleum.....70@70&10%
John Sommer's "Peerless," Tin Key....40%
"Boss," Tin Key.....50%
"Victor," Metal Key.....50&10
"Duplex," Metal Key.....60%
"I. X. L.," Corked Lined.....50%
"Reliable," Cork Lined.....50&10%
"O. K." Cork Lined.....50%
"Chicago," Cork Lined.....60%
"Perfection," Cedar.....40%
"No Brand," Cedar.....50%

SELF MEASURING—
Enterprise ₱ doz. $36.00.....40&10%
Lane's.....$40.10&5%

Files

DOMESTIC—
New list, Nov. 1, 1899:
American.....75&10@75&10&10%
Arcade.....75&10@75&10&10%
J. Barton Smith.....75&10@75&10&10%
Disston's.....75%
Disston's Superfine.....50%
Eagle.....75&10@75&10&10
Great Western.....75&10@75&10&10%
Kearney & Foot.....75&10@75&10&10%
McClellan.....75&10@75&10&10%
Nicholson.....70&10@75&5%
Nicholson's X. F. Files.....40@40&10%
Royal.....80@80&10%

IMPORTED—
Stub's.....Stub's list, 30@33⅓%

Filters

Acorn.....50%
Fulper's Natural Stone.....$8.50@$18.50
Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list.....60@60&10%
Kirby & Limerick, low list (50c. base)...10%

Fishing Tackle

Bishop's.	₱ Doz.
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	9.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:
Great American.....60&20%

Freezers, Ice Cream

"Alaska":

Qts.	1	2	3	4	6
Net	$1.15	$1.35	$1.60	$1.95	$2.60

"North Star":

Net	$1.25	$1.45	$1.75	$2.25

Fruit, Wine & Jelly Presses

Enterprise.....20@25%

Fry Pans

Standard list.....75&10%

No.	1	2	3	4
₱ doz.	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8
₱ doz.	$6.00	$7.00	$8.00	$9.00

Gauges

Bemis & Call's Steel.....50%
Clapboard.....25&10%
Disston's Mortise.....70%
Marking Mortise, etc.....70%
Stanley's.....35%
Starrett's Surface, Center and Scratch. 25&10%
Wire, Morses.....25%
Wire, P. S. & W., low list.....33⅓%

Gimlets

"Diamond" Gimlets, ₱ gro.....$4.00@$4.25
Double Cut.....40&10&50%
Metal Head.....50&10%
Wood Head.....50%

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40&10%

Glue Pots

See Hollow Ware.

Graphite, Lubricating

Dixon's Pure Flake:
632— 1 lb. cans.....20c. ea
633— 5 lb. screw top tin cans.....85c. ea
634— 10 lb. screw top tin cans.....$1.50 ea
644— 25 lb. boxes.....15c. lb
645— 50 lb. boxes.....14½c. lb
646—100 lb. kegs.....14c. lb
647—350 lb. barrels.....12c. lb

Grindstone Fixtures

Cronk's.....50%
Forest City.....30@30&10%
Sargent's Patent.....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....60&10%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₱ doz.....$3.50

Halters

Covert Mfg. Co.:
Jute Rope Halters.....50%
Sisal Rope.....30&10%
Web Halters.....35&5%

Hammers

HANDLED HAMMERS—
Magnetic tack, Nos. 1, 2, 3, $1.25 $1.50 $1.75.....50%
Maydole's.....33⅓&5@40&10%
Sargent's new list.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....33⅓&7½%
Engineers and B. S. Hand.....30&12½%
Quaker City Hammers.....40&10%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS & SLEDGES—
Under 3 lb 50c lb.....30&5%
3 to 5 lb 40c lb.....30&5%
Over 5 lb 30c lb.....30&10&5%
Wilkinson's Smiths.....9½@10c ₱ lb

Hammock Ropes

Covert Mfg. Co.:
Jute.....40&5%
Sisal.....20%

Hand Cultivators

Ulrich Mfg. Co.:
Osborne's, ₱ doz.....$15.00

Handles

WOOD—
Auger, assorted, ₱ gro.....$2.75
Auger, large, ₱ gro.....3.25
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 3½.....40%
Axe, Pick, etc.....60&5%@60&10%
Bliss Mfg. Co.:
Chisel, Brad Awl, File, Auger, Soldering Iron } 25@33⅓
Brad Awl, ₱ gro.....$1.75@$2.00
Chisel, Worcester, leather capped, ₱ doz. net.....$1.50
File, assorted, ₱ gro.....$1.40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro. $2.25@$2.75
Hammer, Hatchet.....60&10%
Hoe, Rake and Fork.....45@50

Rollis Hdw. Co. Hafts, $9.00.....40&10%
"Simplicity" File Hdls, ₱ gro...$ 30&1.50
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D Handle.....40%
Shovel and Spade, Long Handles..40&5@50%

CROSS-CUT SAW HANDLES—
Atkins.....40&5%
Champion.....45@45&10%
Disston's.....50%

Hangers, Barn Door

Old Pattern.....60&10%
New England.....66⅔@70
Chicago Spring Butt Co.:
Fraction.....25%
Oscillating.....25%
Big Twin.....25%
Lane's:
Covered.....60&5%
Hinge Pattern, net.....$6.08 ₱ doz.
Standard.....60&5%
Special, No. 25.....$3.50
" " 30.....3.90
" " 40.....5.00
" " 20.....6.25
Track for same, ₱ 100 ft. net.....3.75
Cronk's:
Nos. 1, 1½, 2 and 3.....60&5%
Nos. 11, 12.....70&10%
No. 50, net.....$2.80
No. 44, net.....4.00
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr..60&10%
Myers' Stay-on.....60&5%
Wilcox's New Century.....50&10&10%

Hangers, Garment

Pullman's.....₱ gro. net $9.00

Hangers, Parlor Door, Etc

Lane's:
Standard.....net $3.20
Ball Bearing....." 4.15
No. 105....." 3.55
New Model....." 2.85
New Champion....." 2.25

Hardware Shelving

OAK CABINETS—
J. D. Warren Mfg. Co.:
No. B 438, 40 drawers, no partitions, run. ft., $3.60; net each.....$30.00
No. 1656, 38 drawers, no partitions, run. ft., $4.38; net each.....35.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each.....54.28

OAK BASES—
No. 1700, open base with center shelf, run. ft., $1.85; net each.....15.40
No. 1702, open base with center shelf. run. ft., $2.25; net each.....18.75
No. 1706, with two adjustable center shelves, run. ft., $2.75; net each.....22.92

NAIL BIN BASES—
No. 1782, 12 spaces, 150 lbs. each, run. ft., $3.71; net each.....22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each.....25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.66; net each.....30.66

Hasps and Staples

Cronk's.....50%
McKinney's "Perfect", $1.10 ₱ doz.....50%
Wrought.....80@80&10%
Wrought, Stanley.....80%
Wrought, Griffin.....80%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:
Myers Unloader, double steel track..$7.00
Myers Unloader, wood track.....7.00
Comb. Car, Double steel T.....7.00
Comb. Car, wood track.....7.00
Rev. Car, Double steel track.....7.00
Rev. Car, wood track.....7.00
Myers Unloader, cable.....7.00
Myers Unloader, single rail.....7.00
Sure Grip Sling Car, steel or wood track.....12.00
Dbl. Rail steel track, complete, ₱ ft. —
Single Rail steel track, complete, ₱ ft .20
D. H. Fork steel, regular, each.....1.80
Nellis Fork, each.....3.00
Double Grapple Fork, each.....7.00
Sprouts, Shear Fork, each.....1.50
Walker Fork, each.....2.50
Common 6 in. wood sheave pulley, Fig. 433, ₱ doz.....3.50
Faultless steel frame K. P. pulley, Fig. 435, ₱ doz.....4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 485, ₱ doz.....3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz.....4.80
Reed Wood Frame pulley with hook, Fig. 434, ₱ doz.....4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz.....3.50
Floor pulley, wood sheave, Fig. 486, ₱ doz.....4.50
Hanging Hooks for double steel track, ₱ doz.....1.40
Hanging Hooks for single steel track, ₱ doz.....1.40
Hanging Hooks for wood track, 10 in., ₱ doz.....1.00
16 in., ₱ doz.....1.20
Floor Hooks, ¾ in., ₱ doz.....1.40
Malleable Rafter brackets, ₱ doz.....70
Wrought Rafter brackets, ₱ doz.....70
Rope Hitch, ₱ doz.....2.50
Discount on above 50%

Hay and Straw Knives

Auburn Hay, com. and spear point..40&10%
Iwan's Hay, sickle edge, ₱ doz., net...$9.00
Iwan's Hay, imp. serrated, ₱ doz., net. 9.50
Kohler's Hay, sickle edge, ₱ doz., net 9.50
Auburn Straw.....40&10%
Weymouth, pat., ₱ doz., net.....$6.00
Wadsworth's.....40&10%

Hedge Trimmers

Wadsworth's:
No. 1.....10%
No. 2.....10%

Hinges

WROUGHT IRON HINGES—
Screw Hook and Strap { 6 to 12 in., ₱ lb....3½c; 14 to 20 in., ₱ lb....3½c; 22 to 36 in., ₱ lb....3½c

STRAP AND T HINGES—
New list, Dec. 20, 1904:
Light Strap Hinges.....70%
Heavy Strap Hinges.....75&5%
Light T Hinges.....65%
Heavy T Hinges.....60%
Extra Heavy T Hinges.....70&10%
Hinge Hasps.....50%
Corrugated Heavy Strap.....70&5%
Corrugated Ex. Heavy T.....70&10%

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SPRING HINGES—

Bommer Brothers:
Bommer Spring Hinges....40%
Bommer B. B. Floor Hinges....40%
Bardsley's Patent Checking....15%
Chicago Spring Butt Co.:
Chicago Spring Butts....25%
Triple End Spring Butts....50%
Chicago Ball Bearing Floor Hinge....50%
Garden City Fire Engine House Hinge..25%
Chicago Saloon Door Hinge....25%
Columbian:
Steel Hinges....60%
Floor Hinges....60%
American....30&5%
Gem....30&5%
Oxford....30&5%
Acme, Steel....35%
" Brass....25%
Niles Mfg. Co....30&5%
Superior:
Floor Hinges....33⅓

GATE HINGES—

Clark's, Nos. 1, 2, 3....50&10@60&10%
N. E., ℔ doz., $7.20....60%
N. E., Reversible, ℔ doz., $5.60....60%
N. Y. State, ℔ doz., $4.20....60%
Western, ℔ doz., $4.20....60%

BLIND HINGES—

Parker....70&10@70&10&10%
Sargent's, Nos. 1, 3, 5, 11, 13....75%
W. H. Co's., No. 2 Mortise Gravity....60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.30 ℔ doz. sets....30&10%

Hitching Cords

Covert Mfg. Co....45%
Hitchers Stall....30&2%

Hollow Ware

ENAMELED—

Lalance & Grosjean Mfg. Co. list Nov. 1, '01:
Agate Nickel Steel Ware....50&20%
Pearl Agate Ware....50&20%
Blue and White Ware....60&15%
All White Ware....50&20%
Regal Steel Ware....60&10%
Peerless Ware....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1896....40&10%
"Never Break" Steel:
Spiders, Griddles, &c....65&10%
Maslin Kettles, &c....50%
" " Porcelained....50%

STOVE HOLLOW WARE—

Blacklock:
Ground....55@60&10%
Plain or Unground....60@65%
Country Ware ℔ 100 lbs. net....$3.75@$3.00
Enameled Ware....50@55&10%

WHITE ENAMELED WARE—

Maslin Kettles....70%
Tinned Boilers and Saucepans....40%
Enameled....50%

GLUE POTS—

Tinned....35%
Enameled....40%

SILVER-PLATED HOLLOW WARE—

4 mo. or 5% cash in 30 days.

Hartford Silver Plate Co....40&5%
Holmes & Edwards Silver Co....40&15&5%
Meriden Brittania Co....40&10%
Rogers & Brother....40&5%
William Rogers Mfg. Co....40&10%

Hooks

BUSH—

Jennings & Griffin's....33⅓&5%
Wadsworths....55&10%

CAST IRON—

Ceiling, Sargent's list....50&10@60%
Chandelier....60@60@10%
Clothes Line, Sargent's list....50&10&10%
Coat and Hat, Sargent's list....50&10@60%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@50&10%
Lamp....60@60&10%
Picture....50&10%
Screw Hat....60&10&70%
Wardrobe....69&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ℔ doz....$1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise....40%
Humason & Beckley, new list....35&10%

WIRE—

Atlas, new list, single cases....35%
Atlas, Metal Clasp....75%
Wire Coat and Hat, Acme....60&10%
Wire Coat and Hat, Gem....70&10%
Wire Ceiling, Gem....70&10%

MISCELLANEOUS—

Belt....30&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....35&5%
Grass, Wadsworth's....60%
Cronk's, ℔ doz....$2.75
Hooks and Eyes, Brass....60&10&10%
Hooks and Eyes, Mal. Iron....70&10%
Cotton, box and hay....60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	1	
A. C.	25c	22c	22c	21c	21c	40&5%

American, all sizes, net....9¼c

Nos.	6	7	8	9	10	
Anchor and New Haven	12c. net for all sizes 5 to 10.					

Nos.	6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K.	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	15c	10&5%
Champlain	23c	25c	25c	24c	23c	40&10&50%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	23c	23c	25c	24c	23c	40&10&50%
Lyra, all sizes, net						9¼c
Livingston						10%&10%
Maud S	25c	25c	23c	21c	21c	50%
Neponset, Nos. 5 to 10, ℔ lb						12c
Northwestern	25c	23c	23c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
New Putnam	19c	18c	17c	16c	16c	10&10%
Vulcan	23c	21c	20c	19c	18c	25&10%
Western						40&10%

Horse Shoes

F. O. B. Pittsburgh:
Horse and mule, Iron, ℔ keg....$4.00
Steel, ℔ keg....3.75

Horse Ties

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Steel....33⅓%
Jute....45%

Hose, Rubber

Boston Belting Co.:
"Boston"....60%
Niagara....60%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%
Standard....70&10%

Hose Bands

Star Hydrant....80&30%
Steam....70%

Ice Awls, Chippers &c

Copeland Ice Pick, ℔ gross....$9.00 net
Crown....net
Gem Ice Shave....net
Sargent's Ice Awls....55%
Snell's....50%
Star....net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise, No. 33, ℔ doz. $6.00 25@30%
No. 34, ℔ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain....20@25%

Knives

Kimball's:
Bread Knives, ℔ doz. $1.50....20%
Butcher Knives....25%
Shoe Knives....25%
Cronk's Chopping, net ℔ doz....$1.50
Dunlap Kitchen and bread Knives....25%
Foster Bros., butcher, &c....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net

Knives, Hay and Straw

Wadsworth....40&10%

Knife Sharpeners

Pike's:
Nat. Grit Carving Knife Hones ℔ doz....$8.00
Solid Stone Carving Knife Hones ℔ doz....$2.50
Quick Edge Pocket Knife Hones ℔ doz....$2.00
Mounted Kitchen Sandstone ℔ doz....$1.50
} 40%

Knobs

Bardsley's wood, door, shutter and base....10@15%
Base, rubber tip, 2½ in bead, ℔ gro....$1.15@$1.25
Door Mineral....65@70c
Door Por. Jap'd....70@75
Door Por. Nickel....$2.10@$2.20

Lanterns

C. T. Ham, Class A, B, C and D....40&10%

Latches

	℔ Doz.
Cronk's barn door, net	$2.00
Lane's Barn Door	40&10%

Lawn Mowers

Champion....75&10%
Clipper Improved....50&10&10&5%
Enterprise....40&10%
Genuine Philadelphia Mowers;
Styles M, S, C, K, T....70&10%
Style A (all steel)....60&10%
Style E, low wheel....60&10%
Style E, high wheel....70&10&5%
Drexel, low list....50%
Gold Coins, low list....50%
New Departure, high wheel....70&10%
New Departure, low wheel....75%
Pennsylvania....60&10

Lawn Sprinklers

Enterprise....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

Nos.	1	2	3	
Per Dozen	$12.00	$15.00	$24.00	60%

Kohler's:
Daisy, net, ℔ doz....$7.50
Mystic....6.00
Rainmaker....4.80
Dew Drop....1.20

Lawn Swings "Easy"

Ulrich Mfg. Co., ℔ doz....$75.00

Leads

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....45%
Sisal....33⅓%

Lemon Squeezers

Berger Bros., ℔ doz...8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Flush, ℔ doz....$9.60
Little Giant....50@50&5%
Porc. lined, Iron, ℔ doz....$1.75
Porc. lined, Wood, ℔ doz....$1.25
Wood, common, ℔ gro.... No. 0, $5.25 @$5.50; No. 1, $5.25@$6.50

Levels

C. E. Jennings & Co's.:
Hexagon....25&10%
Iron Bench, new design....25&10%
Rollis Hardware Co.:
Adj. Steel 7 in., $24.00....40%
12 in., $27.00....40%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish....40%
Cotton Chalk, 20 feet....40&10%
Cotton Trot....30%
Samson Cot., Nos. 4, $2.20; 4½, $2.75....30%
Silver Lake braided, ℔ gro., Nos. 0, $8.00; 1, $6.50; 2, $7.00; 3, $7.50....20%
Wire Clothes:

	18	19	20
1000 feet	$2.20	$2.00	$1.85
75 feet	1.80	1.70	1.50

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co....40%
R. & E. Mfg. Co....40%
Reading Hardware Co....40&10%
Sargent & Co....40&10%

CABINET—

Eagle Lock Co....33⅓%
Corbin....33⅓%
Yale....33⅓%

PADLOCKS—

Acme bicycle and satchel, ℔ doz., $9.00..40%
Ames Sword Co....40@45%
Brown's brass....25%
Brown's chain....25%
Champion....40%
Eagle....40%
Slaymaker's:
Wrought padlocks....75%
Bicycle locks....40%
Railroad Switch locks....40 & 5%
Red Scandinavian locks....90%
Pressed steel locks....Net prices
Cast brass locks....Net prices
Dog Collar locks....Net prices
Night Latches....Net prices
French Rim locks....50&10%
Smith & Egge bicycle....50%
Wrought iron....75&10@80%
Yale Lock Co....60%

TRUNK—

Corbin's....25&10%
Eagle....40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory....45@5&50%
Lignumvitæ....45@5&50%
Bliss:
Carpenters, Tinners, Box, Carvers....33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden, net ℔ doz....$4.00
Regular Goods....70&10%@75%

Meat Cutters

American....30%

Nos.	1	2	3	4	5	6
Each	$5	$7	$10	$25	$50	$80

Dixon's, ℔ doz....30&10@40%

Nos.	1	2	3	4	
Each	$14	$17	$19	$30	

Enterprise....25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$3.75	$6	$4.50	$6

Little Giant....33⅓@40%

Nos.	205	510	512	520	322
Each	$35	$48	$44	$72	$68

Woodruff's, ℔ doz....30&1@40%

Nos.	100	150	
Each	$15	$18	

Beef Shavers (Enterprise)....25@30%

Meat Juice Extractors

Enterprise....25&30%

Metals, Anti-Friction

	℔ Lb
Magnolia Metal Co.:	
Defender	18c
Cosmic	10c
Magnolia, Anti-Friction	25c
Mystic	15c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ℔ doz., $4.00....40%
Sargent's....60@60&10%

Mitre Boxes

C. E. Jennings & Co....30&10%
Seavey's, ℔ doz., $30....40%
Stanley Rule and Level Co.:
Nos. 340 to 460....30%
Nos. 50 and 60....35%

Motors

COFFEE MILL—

Specialty Novelty Co., each....$5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Assn list, July, 1899....35@35&10%

PICTURE—

Niles' Patent....40%
Porcelain head, combination list....60&10%
Porcelain head, Sargent's list....60%

Nail Nippers

"Gem," ¼ gross lots, ℔ gross....$21.00
" less quantity, ℔ dozen....2.00

Nail Pullers

Ajax, 5 lbs., ℔ dozen, net....$7.50
Black Hawk, ℔ dozen....9.00
Cyclops....50&10%@50%
Cronk's, ℔ dozen, net....$12.00
Eureka, No. 74, ℔ doz., net....$8.50
Eureka, No. 75, ℔ doz., net....$9.00
Giant, No. 1, ℔ doz., $18.00; No. 1½, $16.50; No. 2, $15.00....30&5%
Lightning, ℔ doz. $15.00....30%
Morris No. 1, list $20.00....50%
National, ℔ doz., $24.00....10%
Pelican, ℔ doz., $ 9.00....40@40&10%
Rollis Hardware Co., No. 1, $18.00...50&10%

Nail Sets

	℔ Gro
Hunters, Cup Point, knurled	$10.00
Hunters, Cup Point, plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25
Snell's:	
Octagon, ℔ gro	.55
Corrugated	.65
Knurled	.60@70%

Nippers

Acme....50%
Smith's cutting....50%
Todd's cutting....50%

Nut Crackers

	℔ Gro
Acme, Japanned, $30.00	40%
Acme, Nickel Plated, $8.00	20%

Nuts

Cold Punched:

Mfrs. or U. S. Standard.	Off List
Square, blank	$5.00
Hexagon, blank	5.45
Square, blank, C. T. & R	5.30
Hexagon, blank, C. T. & R	6.05

Hot Pressed:

Mfrs. U. S. or Nar. Guage	Standard
Square, blank	5.20
Hexagon, blank	5.30
Square, tapped	5.20
Hexagon, tapped	5.70

Oils

Linseed, city, raw, in barrels, ℔ gal....45c
Linseed, city, boiled, in barrels, ℔ gal..47c
Out of town on spot, ℔ gal....48c
Calcutta, raw, in barrels, ℔ gal....63c
Lard, prime city, ℔ gal....63@64c
Lard, Extra, No. 1....49@52c
Lard, No. 2....38@40%

Oilers

Brass and copper....50&10
Tin or steel....65&10
Cushman & Denison's: ℔ Doz
Gem....$ .50
Leader....60
Perfect oilers....1.50
Star pocket oilers....75
"Paragon," brass....45@50%
"Paragon," zinc....60&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust....70@70&10%
Zinc and tin....65@65&10%
American Tube & Stamping Co.:
Spring bottom cans....70@70&10%
Railroad oilers, etc....60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes':

Hindostan, large axe	8c	℔ lb	40%
" small "	10c	" "	
Queer Creek Axe	20c	" "	

OIL STONES—

Pikes':

Lily White Washita	60c	℔ lb	33⅓
Rosy Red "	60c	" "	
Extra "	50c	" "	
No. 1 "	40c	" "	
No. 2 "	30c	" "	
Lily White " round edge slips	90c	" "	
No. 1 Washita, round edge slips	70c	" "	
Washita Pen Knife pieces	70c	" "	
No. 1 Hard Arkansas stone 3 to 5¼ in. long	$2.80	" "	
No. 1 Hard Arkansas stone 5¼ to 8 in. long	$3.50	" "	
No. 1 Soft Arkansas stone 3 to 5¼ in. long	$1.50	" "	
No. 1 Soft Arkansas stone 5¼ to 8 in. long	$1.70	" "	
Soft Arkansas, round edge slips	$2.50	" "	
Hard Arkansas, round edge slips	$4.00	" "	
Hard Arkansas Pocket Knife pieces	$4.00	" "	

Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes....40%
India Oilstones, all grades and sizes....33⅓%

Queer Creek Oilstones	20c	℔ lb	40%
Chocolate Oilstones	50c	" "	
Regular Hindostan	8c	" "	
Small Hindostan	10c	" "	

Pike's Selling Assortments:

Assortment No. 1	$20.00 net
" " 2	12.00 "
" " 3	15.00 "

Packing, Steam

RUBBER—

Boston Belting Co.:
Phoenix, net ℔ lb....50c
Plumbago....50%
Pure Packing, "Excelsior"....50%
Extra....50%

MISCELLANEOUS— ℔ Lb

American Packing....8c@10c
Cotton Packing....16c@25c
Italian Packing....9½c@12c
Jute....4½c@5c
Russian Packing....8½c@11c

Padlocks

See Locks.

Parers

APPLE—

Advance	℔ doz	$ 4.00
Baldwin	" "	4.00
Bonanza Improved	each	6.50
Daisy	℔ doz	4.00
Dandy	each	10.00
Eureka Improved	"	30.00
Family Bay State	℔ doz	15.00
Improved Bay State	" "	36.00
Little Star	" "	5.00
New Lightning	" "	7.00
Reading, 72	" "	3.25
Reading, 78	" "	6.25
Rocking Table	" "	6.30
Turntable, '98	" "	6.00
White Mountain	" "	5.00

POTATO— ℔ Doz

Saratoga	$7.00
White Mountain	6.00

Pencils

Dixon's:	℔ Gro
Carpenter's	$2.17@2.75
Carpenter's, blue or red lead	4.00@7.50
Office	1.87@7.50
Lumber	6.87
Colored lumber	9.00
Black at this	9.87
Colored	4.38@7.50
Assortment boxes	1.31@3.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 23, 1899....70&10@75%

Pipe Hangers, Conductor

Iwan's, Perfection wire....50%

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.)....40%
Bench, first quality....40&10%
Bench, second quality....50&10%
C. E. Jennings & Co....50&10%
Molding....33⅓&5%

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IRON PLANES—
C. E. Jennings & Co., iron....50&10%
Sargent's....60%&60&10%
Standard Tool Co....50%&60&5%
Stanley Rule & Level Co.:
Bailey's....40%
Miscellaneous....35%

PLANE IRONS—
Buck Bros....30%
Butcher's....$5.00@5.25 to £
C. E. Jennings & Co....16⅔&10%
Stanley R. & L. Co....35%
L. & I. J. White....20&5&29%

Pliers and Nippers
Button....70&10&75%
Cronk & Carrier:
Pliers.
No. 1....60&10%
" 20, net....$8.25
" 40....75&10%
" 50....80%
" 65....40&10%
" 70....50%
" 80....50&10%
" 85....50%
Wm. Johnson's Gas Pliers....66⅔%
Smith's Side Cutting....25%

Plow Bolts
See Bolts.

Plumb Bobs
Keuffel & Esser Co....33⅓%

Plumbs and Levels
Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's....70%
Machinists'....25%

Pocket Levels
Stanley's....45%
Duplex....35%

Poachers
See Egg Poachers.

Police Goods
Tower & Lyons....25%

Polish Metal
Presoline Liquid, new list....40%
Prestoline Paste....40%@40&10%
U. S. Metal Polish Paste, 3 oz boxes, ₱ doz....$ .50
₱ gross....4.00
¼ pound boxes, ₱ dozen....1.25
1 pound boxes, ₱ dozen....2.25
U. S. Liquid, 8 oz cans, ₱ dozen....1.25
₱ gross....12.00
Barkeeper's Friend Metal Polish
₱ dozen....1.75
₱ gross....18.00

Polish, Stove
Black Eagle benzine paste, 5 lb cans, ₱ lb....10c
Black Eagle, liquid, 10 oz. cans, ₱ doz....75c
Black Jack paste, ¾ lb cans, ₱ gross....9.00
Black Kid paste, 5 lb can, each....65c
Ladd's Black Beauty, ₱ gross, $10.00....50%
Joseph Dixon's, ₱ gross, $5.75....10%
Dixon's Plumbago, ₱ lb....8c
Fireside, ₱ gross....2.50
Gem, ₱ gross., $4.50....10%
Japanese, ₱ gross....3.50
Jet black, per gross....3.50
Peerless iron enamel, 10 oz. cans ₱ doz....1.50
Wynn's:
Black silk, 5 lb. pail, each....70c
Black silk, ¼ lb. box, ₱ doz....1.00
Black silk, 5 oz box, ₱ doz....75c
Black silk, ¼ pint liquid, ₱ doz....1.00

Poppers, Corn
	₱ Doz	₱ Gro
Square.		$ 9.00
1 qt		11.00
1½ qt		13.50
2 qt		

Post Hole Diggers
Avery's....60%
Disston's Samson Digger, ₱ doz. $84....25%
Kohler's:
Little Giant....₱ doz., net $12.00
Hercules...." " " 9.50
Invincible...." " " 9.00
Pioneer...." " " 7.20
Universal...." " " 18.00
New Champion...." " " 5.00
Rival...." " " 5.00
Ryan's....₱ doz., $20.00....25%
Iwan's:	₱ Doz
Split handle....net	$6.75@7.00
Perfection...."	7.25@ 75.0

Rockford Tack & Nail Co.:
Rockford brand....₱ doz., " 6.50
Atlas pattern...." " " 7.50

Post Hole Augers
Iwan's Patent improved....40&5%
Vaughan's, 4 to 9 in....40&5%

Potato Hooks, Etc
Hoe Down Hooks....75&10&2%
Hop Hooks....60&10&2½%
Potato Hooks....70

Powder
See Ammunition.

Presses
See Fruit and Jelly Presses.

Primers
See Ammunition.

Pruning Hooks and Shears
Cronk's Pruning Shears, all styles....33⅓%
Disston's Combined Pruning Hook and Saw, ₱ doz., $18.00....30%
Disston's Pruning Hook, ₱ doz., $12.00..30%
Smith's:
Pruning Shears....60&10%
Rockdale Pruners....33⅓%
Standard Tree Pruners....75%
E. S. Lee & Co's. Pruning Tools....40%
P. S. & W. Co's. Shears....40%
Waters' Tree Pruners....75&10%

Pulleys
Awning....60%@60&10%
Axle....50&10%@60%
Brass screw....45&10%
Ceiling....50%@10&60%
Clothes line, Japanned....60%
Common Sense....60%
Dumb Waiter....60%@60&10%
Empire Sash Pulley....60%
Fox all steel....50%
Grand Rapids," all steel....50%
Hay Fork, swivel eve., ₱ doz., 4 in., $3.75; 6 in., $5.00....55%
Hay Fork, Hartz, 4¼ in., ₱ doz., $6.00....50&10%
Hay Fork, 5 in., solid, $5.70....50%
Hot House....50&10%@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ₱ doz., $12.00....40%
Side, Anti-Friction....60%
Shade rack....45%
Upright....50&10%@50&10&10%

Pumps
Cistern, best grades....60%@60&10%
Pitcher Spout, best grades....75%@80%
Power Pumps, Myers'....50%
Spray Pumps, Myers....50&10%
Spray Pumps, Kohler's:
Daisy, net ₱ doz....$ 7.50
Mechanical, net ₱ doz....7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 328, 3 in. Shallow Well Pump....13.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump....15.00
No. 5, Fig. 307, 3 in. Deep Well Pump....15.00
No. 6¾, Fig. 307, 3¼ in. Deep Well Pump....17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump....15.00
No. 32, Fig. 523, 3 in. Deep Well Pump....17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump....14.00
No. 59, Fig. 332, 3¼ in. Shallow Well Pump....17.00
No. 70, Fig. 333, 2¼ in. Deep Well Pump....15.00
No. 72, Fig. 333, 3 in. Deep Well Pump....15.00
No. 102, Fig. 448, 3 in. Lift Pump....9.00
No. 108, Fig. 448, 3¼ in. Lift Pump..11.00
No. 128, Fig. 510, 3 in. Lift Pump....7.00
No. 131, Fig. 510, 3¼ in. Lift Pump..8.50
No. 225, Fig. 389, Windmill Pump....12.50
No. 235, Fig. 403, Windmill Pump....16.00
No. 240, Fig. 406, Regulator Pump..28.00
No. 302, Fig. 477, Spray Pump, complete....11.50
No. 330, Fig. 547, Knapsack Spray Pump....10.00
Discount 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump, net....5.00
No. 320, Fig. 492, Bucket Spray Pump, net....2.00

Punches
Bemis & Call Co's.:
Cast Steel Drive....50%
Morrill's....50%
Niagara Hollow....45%
Niagara Solid....55%
Saddlers' or Drive, good....60%@65%
Snells' Tinners'....40&5%

Rail
Barn Door, Light, Inches...	½	⅝	¾
₱ 100 feet	$1.40	1.95	2.80

Barn Door, "None Better" No. 1, ₱ ft....3¾c
Barn Door, "None Better" No. 2, ₱ ft....4c
B. D. for N. E. Hangers:
Angular, ₱ ft., 6c....70%
Double Flange, ₱ ft., 8c....70%
Cronk's:
₱ Ft
O. N. T. style, No. 18....2½c
Double braced, No. 10....2½c
Lane's:
O. N. T. 1 in., ₱ 100 ft., net....$2.75
O. N. T. 1¼ in., net....3.00
O. N. T. 1½ in., net....4.00
Hinge Hanger, 1 in., ₱ 100 ft....3.50
" 1¼ " " " 3.98
Stowell's Wrought steel....25%
Sliding Door, Bronzed Wrought iron, ₱ ft....6½c
Sliding Door, Steel, Brass Plated, ₱ ft..5½c
Sliding Door, Wrought brass, 1¼ in ₱ lb. 35c....25@ 30%
Victor Track Rail, 7c ₱ ft....60&10&2½%

Rakes, Etc
Cronk's:
Malleable....70&10%
New Champion....$3.75, 4.00, 4.25 net
Victor....$3.00, 3.25, 3.50 net
Anti-Clog Lawn....$4.00 net
Never Break Garden....75&10%
Queen City Lawn....40%
Kohler's:
Lawn Queen, 20....Net
" " 24....$3.15
Jumbo Lawn, 36....8.25
Paragon (wood head)....5.40
Steel Garden, 10th....2.50
" " 12th....2.00
" " 14th....2.10
" " 16th....2.25
Rasps, Horse....2.40

Rasps, Horse
Disston's....75%
New Nicholson Horse Rasp....70&10%@75&5%
See also Files.

Razors
Electric....List Net
Boracic....60%
Fox....50%
J. R. Torrey Razor Co....20%
Wostenholm & Butcher, $10.00 to £....10%

Razor Hones
Belgian German and Swaty, all sizes...50%
Pike's Selling Assortments:
Assortment No. 1....$18.00 net
" No. 2....10.00 net

Registers and Ventilators
HOT AIR—
New list, July 1, 1905:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated....70%
White Porcelain....60%
Solid Brass and Bronze Metal....50%

Revolving Chimney Tops
Iwans' Volcano....55%

Rifle Cleaners
Bishops':
Small Bore Rifle Cleaner, ₱ doz....$3.00

Rings
See Bull and Hog Rings.

Rivets and Burrs
COPPER—
Belt with Burrs....50&5%
Hose with Burrs....50&5%

IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners....75@75&5&5%
Miscellaneous....75@75&5&5%

Rivet Sets
Regular list....70%

Rollers, Stay
Cronk's: Nos.	50	55	56	60	65
₱ Dozen	.90c	.80c	.75c	.75c	.75c

Rope
Cotton Rope:	₱ Lb
Best ¼ in. and larger	16½c
Medium	14½c
¼ in. and larger	
Common	10½c

Jute Rope:
A grade....6½c
C grade....5¾c
Manilla Pure:
7-16 in. and larger....12½c
⅜ in....13c
¼ and 5-16....13½c
Sisal, Pure:
7-16 in. and larger....10c
⅜ in....10½c
¼ and 5-16 in....11c

Root Cutters
Lane's....25%

Rules
Athol, Steel....33⅓%
Boxwood....60&10@60&10&10%
Ivory....35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood....35&10%
" steel....33⅓&10%
Lufkin's:
steel....50&10%
Lumber....60%
Miscellaneous, Stanley's....60%

Sad Irons
DOVER ASBESTOS—
Polishing....50%
Pressing....50%
Laundry....45%
Sleeve....50%
Tourist....50%
Toy....50%
Blacklock:
Plain black in cases, ₱ 100 lbs....$2.75
Bronze finished in cases, ₱ 100 lbs....3.15
Aluminum finish, in cases, ₱ 100 lbs. 2.95
Full nickel, in cases, ₱ 100 lbs....3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa....20&5&5%

Safety Fuse
See Fuse.

Safety Lifts
Burr Mfg. Co., steel....70&10&10%

Sand and Emery Paper and Cloth
Baeder, Adamson & Co's. list:
Emery cloth....50&10@60%
Garnet paper....25%
Flint and emery paper....50&10@60%

Sash Balances
Caldwell Mfg. Co....50%
Pullman....50&10@60%
Victor bronze....75%
Victor steel....70%

Sash Chain
Competition....50&10%
Giant....40%
Monarch B. C. Co....70%
Pullman bronze....70%
Pullman cop steel....70&10&10%
Royal metal....65&5%
Steel B. C. Co....70&10%
Steel, copperplated....70%
Victor bronze....70%
Victor steel....75%

Sash Cord & Weight Fastener
Ives....40%

Sash Cord
Cable Laid Italian, ₱ lb....16@18c
Cable Laid Russia, ₱ lb....15c
Common India, ₱ lb....10@10½c
Patent Russia, ₱ lb....14c
Patent India, ₱ lb....12½@13c
Silver Lake:
A Quality, drab, ₱ lb....40c
A Quality, white, ₱ lb....35c
B Quality, drab, ₱ lb....35c
B Quality, white, ₱ lb....30c

Sash Fasteners
Imperial....33⅓%
Sash rollers....70%
Ives casement fasteners....40%
Champion....50%
Monitor, steel....25%
Shutter sheaves....60%
Window screen sash lifts....62%

Sash Locks
Champion meeting rail....50%
Champion side....60%
Ives' patent:
Bronze and Brass....62½%
Crescent....50&10%
Iron....62½%
Window ventilating....60%
Robinson pat. ventilating sash lock....40%
Wrought bronze and brass....55%
Wrought steel....55%
Paysons Signal....80%
Pullman patent ventilating....25%

Sash Weights
Ton lots at factory (Eastern)....$27.50@$28.00

Sausage Stuffers or Fillers
Enterprise Mfg. Co....25@25&7½%
National Specialty Mfg. Co....30%

Saws
Atkins:
Band to 14 in. wide....60%
Band ½ to 3-16 in. wide....50%
Butcher....40&10%
Pruning and Compass....40%
Circular....50%
Cross Cut....35&5%
Gang....50%
Hand, Panel and rip....40%
Wood....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws....25%
Disston's:
Circular, solid and inserted tooth....50%
Band 3 in. to 16 in. wide....60%
Band ¼ in. to 1¾ in....60%
Cross cuts....45%
Narrow cross cuts....50%
Mulay, mill and drag....50%
Framed wood saws....40%
Wood saw blades....40%
Wood saw rods....25%
Hand saws, Nos. 12, 99, 9, 16, D100, D65, 120, 75, 77, 8....30%
Hand saws, Nos. 7, 107, 107½, 8, 1, 0, 00, combination....35%
Compass, keyhole, pruning, dovetail, &c....30%
Butcher saws and blades....40%
C. E. Jennings & Co's.:
Butcher....30&10%
Hand Panel, rip & other saws..20&2½&10%
Peace:
Cross cuts....50%
Hand panel and rip....30%
Richardson:
Circular and mill....50%
X cuts....50%
Hand saws....30%
Star, Butcher....25%

HACK SAWS AND FRAMES—
Chatillon....30%
Diamond Saw & Stamping Works:
Sterling Power Hack Saw Machines..10%
Sterling hack and saw blades....35%
Sterling hack saw frames....25%
Disston's:
Concave blades....30%
Keystone flex. back and mach. blades..40%
Hack saw frames....30%
Griffin's:
Complete....40&10%
Saw blades....35&5&10%
Star, saws and blades....22%

Saw Filer
Disston's D8 Clamp and Guide, $30.00 ₱ doz....30%

Saw Frames
C. E. Jennings & Co....20%
Richardson's Wood....net

Saw Sets
Atkins,
Criterion saw sets, ₱ doz....$6.00
Excelsior saw tools No. 1, ₱ doz....4.80
Disston's Monarch, Nos. 1 & 10 & Star..30%
Hart's patent lever....20%
Kohler's:
"Giant Royal," ₱ doz. net....$7.50
"Royal," ₱ doz. net....4.50
Morrill's:
Nos. 1, $15.00; 10, $15.63; 11, $15.63....50%
Cross cuts, Nos. 3 & 4, $20.63; 5, $30.60..50%
Richardson's....25%
Seymour Smith & Son, hammer, ₱ doz. $4.75
Stillman's, ₱ doz....1.00
Taintor's Positive, $18.00 ₱ doz....60%

Scales
Chatillon's:
Eureka....20%
Favorite....40%
Grocers' triple scales....40%
Family, Turnbull's....30@30&10%
Hatch:
Counter....40%
Toe....40%
Union Platform, plain....$1.80@$2.00
Striped....$2.00@$2.20
Pelouze....50%

Scale Beams
Chatillon's No. 1....25%
Chatillon's No. 2....25%

Scrapers, &c
Adj. Box scrapers (S. R. & L. Co.) $6.00....45%
Box, 1 handle, ₱ doz....$2.00
Box, 2 handle, ₱ doz....$3.00@$4.00
Fox....55&5&60&5%
Ship, Common, ₱ dos., net....$2.40
Ship, R. I. Tool Co....10%

SIDEWALK—
Kohler's steel No. 7, ₱ doz....$3.00

Screw Drivers
Brace Screw drivers....25&10&5%
Buck Bros....30%
Screw Driver Bits....27½
Champion....40%
Disston's Flat Blade, electric, telegraph and cabinet makers....70%
Electric spiral, No. 01, ₱ doz., net....$6.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet....40&10%
Fray's hollow hdle sets, No. 8, $12.00....50%
C. E. Jennings & Co., No. 285....40&10%
Jennings & Griffin....66⅔%
Sargent & Co's.:
No. 1 forged blade....50&10@50&10&5%
Nos. 20 and 40....66⅔%
Screw Driver bits (Snell's) ₱ doz....60c
Stanley R. & L. Co's.:
No. 64, varnished handles....60&10%
No. 86....70&10%
Victor....55%
Defiancio....70%
Snell's No. 5....75&5%
No. 10....75&10&10%
Nos. 20 and 30....60&10&10%
Tower & Lyon:
Champion....40%
Magazine....25%
Machinists'....40%
Belsley's patent....33⅓%

Screws
WOOD SCREWS—
List July 22, 1903.
Drive screws, diamond point....87½&10%
Iron, bright flat head....87½&10%
Iron, bright round and oval head....85&10%
Brass, flat head....85&10%
Brass, round head....80&10%
Bronze, flat head....77½&10%
Bronze, round head....75&10%
Nickel Plated, iron flat head....77½&10%
Nickel Plated, iron round head....77½&10%

MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head..50@50&10%

COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '99....75&12½%
Hand Rail....70&10@75%
Lag screws, list Oct. 1, 1880....6%
Cone Points....70&2

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BENCH, HAND, ETC—
Bench, iron, ₱ doz.....1 in., $2.50@$2.75
1¼, $3.00@$3.25; 1½, $3.50@$3.75
Bench, wood, beech.....30@30&5%
Hand, wood.....30@30&5%
Jack Screws, Miller's Falls, roller bearing.....50&10%
Jack Screws, Miller's Falls, without roller bearing.....40&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes
	₱ Doz
Cronk's	$8.00
Wadsworth's:	
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, grain; weed and bush	40%

Scythe Rifles
2-Coat, ₱ gro., $10.00 } 40%
4-Coat, ₱ gro., $12.00 }

Scythe Stones
	₱ Gro
Pike's Selling Assortments:	
Assortment "A"	$4.75 net
" "B"	$3.75 net
No. 1, Indian Pond	$ 7.00
No. 2, " "	4.50
White Mountain	9.00
Black Diamond	12.00
Lamoille	11.00
Green Mountains	6.00 } 40%
Leader Red End	4.50
Willoughby Lake	9.00
Extra Quinnebog	7.00
Pike's Corundum	18.00
" Quick Cut Emery	10.00

Seeders
Raisin, Enterprise.....25@30%

Shears
Acme (cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks
Nickel Plated.....70&10%
Japanned.....70&10%
Heinisch's:
Straight Trimmers, etc.60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....50%
Pruners.....75%
Tinners' Snips.....40%

Shears, Hedge
Wm. Wilkinson & Sons.....50%

Sheaves
SLIDING DOOR—
Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%
SLIDING SHUTTER—
Sargent's list.....70%

Shells
See Ammunition.

Ship Tools
L. & I. J. White.....25%

Shot
See Ammunition.

Shovels and Spades
Association List, Nov. 15.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....40%

Shutter Bars
Ives'.....45%

Shutter Bolts
See Bolts, Shutter.

Skate Sharpeners
Eureka.....₱ doz.. $1.75; ₱ gro., $18.00

Slaters' Tools
Plumbs.....30%

Slaw and Kraut Cutters
Disston's:
Slaw, vegetable, corn grater, turnip shredder.....40%
Kraut cutters, 24x7, 26x8, 30x9.....55%
Kraut cutters, 36x13, 40x12.....40%
Tucker & Dorsey:
1 knife, ₱ gro.....$18.00@$20.00
2 knives, ₱ gro.....$22.50@$30.00
Kraut cutters.....40%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers
See Hammers.

Slicers
Vegetable, Enterprise.....25%

Smiths' Bellows
See Bellows.

Snaps, Harness, &c
German, new list.....40@40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast strap, bkle snaps.....40%
Yankee Breast strap, bkle snaps....80&2%
Breast strap protector.....45%
Double for bits or trace carrier.....45%
Trojan snaps.....45%
High grade snaps.....45%
Jockey snaps.....35%
Derby snaps.....30&2%
Rope snaps.....40%
Yankee snaps.....30&2%

Scythe Snaths
National Snath Co.....45@50%
Grain cradles.....40&12½%

Spoke Shaves
Bailey's (Stanley R. & L. Co.).....50&10%
Razor Edge.....35%
Iron, ₱ doz.....50&10%
Miller's Falls.....15&10%
Seymour Smith & Sons, iron.....20%
Wm. Johnson's:
Wood, best.....30%
Wood, second quality.....33⅓

Spoons and Forks
Atlas Spoons:
Tea, ₱ gro. net.....45%
Table, ₱ gro. net.....30%
Boardman's:
Nickel silver, catalogue "D".....net list

SILVER PLATED FLAT WARE—
L. Boardman & Son, cat'lge "D" net list
International Silver Co.:
"1847".....40&10%
"Anchor".....60%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....40&10%
Holmes & Edwards.....50&10&10&10%
Germau silver, unplated.....60@60&5%

KNIVES AND FORKS, NO. 12—
	₱ Doz. Net
"1847"	$3.50
"Anchor"	3.25
"Eagle"	3.25
"Star"	3.25
Rogers, Smith & Co.	3.25
Rogers & Hamilton	3.25
Holmes & Edwards	2.75

Springs
See Door Springs.

Spring Balances
See Balances.

Spring Hinges
See Hinges.

Squares
Disston's Try sq're & T bevels, new list..70%
Try square and T bevel.....60&10&5@70%
Winterbottom's Try and Mitre:
Iron Handle.....40%
Wood Handle.....50%
Nickel-pl'ted, new list, Jan. 5, '00.70&10&10%
Steel and iron.....70&10&10%

Staples
Barbed blind, ⅛, ¾, & ⅞ in., ₱ lb..6@6½c
Poultry Netting.....3½@3½c

FENCE—
Same price as Barb Wire, see trade report.

Stay Rollers
Cronk's, No. 50, net ₱ doz				$1.00
"	"	55	" " "	60c
"	"	56	" " "	84c
"	"	60	" " "	84c
"	"	65	" " "	80c
Lane's, Nos. 1, 2 and 3				40%

Steels
Chatillon's "Dicks".....30%

Stocks and Dies
BICYCLE—
Holroyd & Co.....40&10%
BLACKSMITH'S—
Butterfield's.....35&40%
Gardner.....33⅓&10%
Holroyd & Co.....50&10&5%
Holroyd's R'd Adj. screw plates.....50%
Reece's new screw plates.....25%
Lightning screw plate.....25%
PIPE MAKERS—
Holroyd & Co.....80&10%@80&10%

Stones
See Oilstones.

Stops
See Bench Stops.

Store Door Handles
See Handles.

Store Ladders
Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts
See Bolts.

Stove Polish
See Polish, Stove.

Sweepers
See Carpet Sweepers.

Tackle Blocks
See Blocks.

Tacks, Brad, &c
List January 15, 1899.
American cut tacks.....90&25%
S. S. cut tacks.....90&30&5%
Carpet Tacks:
American blued.....90&25&5%
American tinned.....90&25&5%
Swedes Iron Tacks:
S. S.....90&30&10&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10&5%
Gimp Tacks:
S. S.....90&45&5%
Hungarian Nails, steel.....80&20&5%
Lace Tacks:
S. S.....90&45&10%
Looking Glass Tacks.....65&5%
Trimmers' Tacks:
S. S.....90&30&10&5
Trunk and Clout Nails:
Steel, black.....80&10%
Steel, tinned.....80&10%
Upholsterer's Tacks:
S. S.....90&40&5%

MISCELLANEOUS—
Double Point, in dozens.....90&5tens
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers
Columbia, No. 1, ₱ doz., net.....$5.00
" " 2, " " " 1.00
Little Jack, ₱ doz., net..... 1.00

Tapes, Measuring
Eddy's:
American Asses' skin.....40&10@50%
Leather Case.....25@25&10%
Star steel.....40@40&10%
Steel.....30@5@35%
Chestermans.....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin.....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic steel, lower list.....35@35&5%
Pocket.....35@35&10%
Lufkin's steel and metallic.....30@33⅓%

Tap Borers
See Borers, Tap.

Taps
American Screw Co.:
Machine screw.....70%
Holroyd & Co's.:
Blacksmiths.....60&10%
Machine screw.....75&10@80%
Machinists's Hand:
1-16 to 1¼ in. inc.....65&10%
1⅜ to 2 in.....50&10&5%
2⅛ to 3 in. inc.....33⅓&10%
3⅛ to 4 in. inc.....20%
Pipe, ⅛ to 1¼ in.....80&20%
Pipe, 2 to 3 in.....80&15%
Pipe, 3½ and 4 in.....66⅔&15%

Tap Wrench
Rollis Hdw. Co., $6.00.....50%

Thumb Latches
See Handles.

Ties, Wall and Veneer
The Metal Stamping Co., Niagara...20&10%

Tinware
Stamped, Japanned and Pieced..net prices

Tire Bolts
See Bolts.

Tobacco Cutters
National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers
See Clippers.

Trace Holders
Fernald's, ₱ doz. pairs.....net $1.25

Trammel Points
C. E. Jennings & Co., "Eureka".....25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....45%

Transom Lifters
Payson's solid grip, Nos. 643 and 644, ₱ 100, net.....$33.00
Payson's:
Balance, Iron list.....70&10&10%

Traps
FLY—
Balloon..... ₱ doz. $1.25, ₱ gro., $12.00
Globe..... " " 1.25, " " 12.00
Harper..... " " 1.40, " " 13.50
GAME—
Enterprise Mole.....15&10%
Hawley & Norton.....65%
Newhouse.....45@45&5%
Victor.....70&10&70&10&5%
MOUSE AND RAT—
Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, round wire, ₱ doz., $1.00.....10%
Mouse, wood, choker, ₱ doz. holes.....9c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ₱ doz.....$13.25
No. 2, Rat, ₱ doz., $6.50; case of 50.. 5.75
No. 3, Rat, ₱ doz., $5.25; case of 72.. 4.70
No. 4, Mouse, ₱ doz., $3.85; " " 150 3.00
No. 5, " " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₱ Doz
Superior Rat Trap.....$15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00

Trouser Hangers
Pullman No. 1, ₱ gro.....$ 9.00
" 4, " " 24.00

Trowels, Mechanics
Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden.....35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plst'rng & Moulding..25&5%

Trowels, Garden
Kohler's:
Mal. Hdl. Jap., ₱ gross, net.....$4.80
" " Tinned, ₱ gross, net..... 6.00
Wood Hdl., ₱ gross, net..... 4.80
Disston's.....35%
Avery's, net ₱ gro.....$6.00

Vegetable Slicers
Enterprise Mfg. Co.....25%

Vises
Oval slide.....60%
Solid box.....60%
Columbian Hdw. Co.:
Nos. 110 and over.....50&5%
Nos. 100 and under.....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel.....45%
Coachmakers'.....45%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40&10
Holland's.....40
Howard's.....40%
Little Giant Bench.....25&8⅓
Lowell Hand.....33⅓
Massey:
Perfect.....20%
Clincher.....35@40%
Wood-working.....15@20%
Planer.....15@20%
Comb. Pine.....40%
Millers' Falls:
Mechanics'.....10%
Oval Glide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snediker's.....30@33⅓%
Stephen's.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS
Bonney's No. 1 & 3.....40%
Wentworth's.....40&10@50%

Wads
See Ammunition.

Wagon Jacks
Covert's Auto Screw Jacks.....30&2%
Mfg. Co's. steel.....45%
Automobile.....45%
Lane's steel.....30&10%

Washer Cutters
Otis A. Smith's.....20&10&10%

Water Motors
Rosenberg's, single, F. O. B. Balto.....40%
" in Doz. Lots, Frt. Pd..40&10%

Weights, Hitching
Covert Mfg. Co.....40&2%

Well Wheels
Japanned, 8 to 14 in.....net

Weed Extractors
"Pastime," ₱ doz., net.....$1.75

Window Cleaners
Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
Bosley's X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters
Ives' new list.....35%
Taplin's "Perfection".....35%

Wire Gauges
See Guages.

Wire and Wire Goods
Brass wire.....15%
Bright Wire Goods:
New list June 24, 1903.....90&2½%
Cast steel wire.....50%
Copper wire.....20%
Annealed & Tin. on spools.....70&10&10%
Brass and Cop. on spools.....60@60&10%
Spooled wire, ass'd for retailing.70&10&10%
Market Wire, Bright or Annealed:
Nos. 0 to 9.....75&5%
Nos. 10 to 18.....75&10%
Nos. 19 to 26.....80%
Nos. 27 to 36.....80%
Galvanized:
Nos. 15 to 26.....70%
Coppered:
Nos. 6 to 14.....72½%
Nos. 15 to 18.....72½%
Tinned:
Nos. 6 to 14.....72½%
Nos. 15 to 18.....70%
Cast steel.....50%
Charcoal iron.....60%
Gun screw.....65%
Picture wire, list of Oct. 2, 1900.....85&10@85&10&10%
Stub's steel wire.....$6.00 to£ 85⅓%

Wire Clothes Lines
See Lines.

Wire Cloth, Netting, &c
Galvanized wire netting.....80&5@80&10%
Painted screen cloth, good quality, ₱ 100 sq. ft.....$1.10@$1.20

Wire Rope
Bright.....45&2⅓%
Iron, galvanized.....87½&2½%

Wire Rope Clips
Crosby.....25%

Wire Stretchers
W. C. Heller's grip, ₱ doz.....$1.50

Wrenches
Agricultural.....75&10@75&10&10%
Alligator.....70&10%
Baxter's.....70@70&10%
Machinists.....50%
Solid handle.....50&10@60%
Bemis & Call's:
Briggs pattern.....40%
Improved Pipe, bright.....65%
Patent Combination black.....40&5%
Patent Combination bright.....40%
Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....40%
Coes':
Genuine.....40&10&5&5%
"Mechanics".....40&10&10&5&5%
Coes' pattern, wrought bar.....60&5&60&10%
Donohue's engineer.....40&10%
Eagle pipe.....50&10%
Gem.....30%
Stillson pipe.....60&10%
Acme.....60@60&10%
Bull Dog.....70%
Hercules.....70%

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HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Adzes
National Cutlery Co., Detroit, Mich.

Agricultural Implements
Geneva Tool Co., Geneva, Ohio
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O.

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anti-Rust Tin Ware
Lisk Mfg. Co., Canandaigua, N. Y.
Reed Mfg. Co., Newark, N. Y.

Anvils
Alfred Field & Co., New York

Arbor Presses
Chandler & Farquhar, Boston

Ash Cans
Arrow Can Co., New York. N. Y.

Augers and Auger Bits
John H. Graham & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.

Automobiles
J. Stevens Arm & Tool Co., Chicopee Falls, Mass.

Awls
The H. H. Mayhew Co., Shelburne Falls, Mass.

Axes
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York
Snow Flake Axle Grease Co., Fitchburg, Mass.

Babbitt Metal
Magnolia Metal Co., New York

Balances, Sash (Spring)
Pullman Mfg. Co., Rochester, N. Y.

Bankers
Atlas Shear Co., Bridgeport, Conn.

Bank Railings
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Barb Wire
Fuller Bros. & Co.. New York

Barn Paints
E. E. Nice, Philadelphia, Pa.

Bath Room Fixtures
Buffalo Mfg. Co., Buffalo, N. Y.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co.. Geneva, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs
John H. Graham & Co., New York

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bent Trimmers
Atlas Shear Co., Bridgeport, Conn.

Bicycles
Gendron Wheel Co., Toledo, Ohio
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands
F. E. Meyers & Bro., Ashland, Ohio

Bicycle Step Ladders
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries
Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Boiler Feeders
N. A. Watson, Erie, Pa.

Bolt and Screw Cases
J. D. Warren Mfg. Co., Chicago

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburg, Pa

Bolts, Wrought Barrel
Griffin Mfg. Co., Erie, Pa.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Straps
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Boxes (Hardware)
J. D. Warren Mfg. Co., Chicago, Ill.

Boxes (Paper)
National Metal Edge Box Co., Philadelphia, Pa.

Braces, Carpenters
John H. Graham & Co., New York
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.

Brackets
E. E. Josef Mfg. Co., Buffalo, N. Y.

Brackets, Folding
Griffin Mfg. Co., Erie, Pa.

Brackets, Shelf
Griffin Mfg. Co., Erie, Pa.
Piqua Bracket Co., Piqua, Ohio

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Broad Axes
National Cutlery Co., Detroit, Mich.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
The Wm. Bayley Co., Springfield, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales
John Chatillon & Sons, New York
Osgood Scale Co., Binghampton, N. Y.

Butchers' Tools
John Stortz & Son, Philadelphia, Pa.

Butts, Door
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinets, Bolt
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets (Display)
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Can Openers
John H. Graham & Co., New York
A. F. Meisselbacher & Bro., Newark, N. J.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carpet Beaters
Holt-Lyon Co., Tarrytown, N. Y.

Carpet Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Heaters
Chicago Flexible Shaft Co., Chicago, Ill.

Carriage Top Dressing
Frank Miller Co., New York

Carriers, Hay
F. E. Meyers & Bro., Ashland, Ohio

Cases (Display)
J. D. Warren Mfg. Co., Chicago, Ill.

Cases (Screw & Bolt)
J. D. Warren Mfg. Co., Chicago, Ill.

Casters
Faultless Caster Co., Nebraska City, Neb.

Cast Shears
Atlas Shear Co., Bridgeport, Conn.

Catalogue Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Cement Rollers
John Stortz & Sons, Phila., Pa.

Chafing Dishes
Buffalo Mfg. Co., Buffalo, N. Y.

Chain Hoist
Jos. F. McCoy Co., New York.

Chain Pump Buckets
Henry C. Freshour, Bridgeport, Conn.

Chains
Covert Mfg. Co., Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chains, Cow
Covert Mfg. Co., Troy, N. Y.
Oneida Community, Kenwood, N. Y.

Chains, Halter
Oneida Community, Ltd., Kenwood, N. Y

Chains, Sash
Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chair Seats
Eureka Chair Seat Co., Syracuse, N. Y.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.
Goodell & Co., Antrim, N. H.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Cold
John Stortz & Son, Philadelphia, Pa.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clamps, Rug and Carpet
E. E. Josef Mfg. Co., Buffalo, N. Y.

Cleavers
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers
Coates Clipper Mfg. Co., Worcester, Mass.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Clipping Machines
Chicago Flexible Shaft Co., Chicago, Ill.

Clocks, Alarm
Western Clock Mfg. Co., La Salle, Ills.

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars
A. J. Phillips Co., Fenton, Mich.

Coach Oil
Snow Flake Axle Grease Co., Fitchburg, Mass.

Coat Hanger (Folding)
Leader Mfg. Co., Hartford, Conn.

Coat, Hat and Ceiling Hooks
John H. Graham & Co., New York

Coffee and Spice Mills
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila, Pa.
W. H. Glenny & Co., Rochester, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y.

Coil Springs (Door)
Pullman Mfg. Co., Rochester, N. Y.

Coke Forks
Geneva Tool Co., Geneva, O.

Conductor Pipe
Am'can Steel Roofing Co., Middletown, O

Contractors' Tools
John Stotz & Sons., Philadelphia, Pa.

Cooking Utensils (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Hooks
Geneva Tool Co., Geneva, O.

Corn Sheller, (Hand)
The Wm. Bayley Co., Springfield O.

Corundum Wheels
Pike Mfg. Co., Pike, N. H.

Cotton Hoes
Geneva Tool Co., Geneva, O.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Counters, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin
J. D. Warren Mfg. Co., Chicago, Ill.

Counters (Nail)
J. D. Warren Mfg. Co., Chicago, Ill.

Countersinks
C. E. Jennings & Co., New York

Cover Lifters, Stove
Fanner Mfg. Co., Cleveland, O.

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Curry Combs
John H. Graham & Co., New York

Cuspadors
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
J. Stevens Arms & Tool Co.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dairy Scales
Osgood Scale Co., Binghampton, N. Y.

Dampers
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleve., O.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Superior Spring Hinge Co., Chicago, Ill.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.
Middletown Mfg. Co., Middletown, Ohio

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Dormant Scales
Osgood Scale Co., Binghamton, N. Y.

Drain Cleaners
Iwan Bros., Streator, Ill.

Drawers, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Drawer Pulls
Griffin Mfg. Co., Erie, Pa.
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
C. E. Jennings & Co., New York
Keuffel & Esser Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Drawing Knives
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)

Dripping Pans
The Bronson Walton Co., Cleveland, O.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa

Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
L. & I. J. White Co. Buffalo, N. Y.

Egg Beaters (Dover)
Holt Lyon Co., Tarrytown, N. Y.

Electric Bells and Supplies
John H. Graham & Co., New York

Elevator Enclosures and Bars
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Elevators
Kimball Bros. Co., Council Bluffs, Iowa

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.

Enamel Ware (Ten Cent)
Baltimore Stamping Co., Baltimore, Md.

Enamel Ware (Turquoise)
Lisk Mfg. Co., Canandaigua, N. Y.
Reed Mfg. Co., Newark, N. Y.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Export Agents
John H. Graham & Co., New York

Fans (Ventilating, Ceiling)
The A. Rosenberg Co., Baltimore, Md.

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Faucets, Metal
John H. Graham & Co., New York

Faucets, Wood
John Sommer's Son, Newark, N. J.

Fences (Stel Picket)
Glen Mfg. Co., Ellwood City, Pa.

Fences (Wire)
Glen Mfg. Co., Ellwood City, Pa.

Fences, Wire and Iron
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Stewart Iron Works, Cincinnati, O.
Van Dorn Iron Works Co., Cleveland, O.

Field Hoes
Geneva Tool Co., Geneva, O.

Files
G. & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.
N. A. Watson, Erie, Pa.

Filters, Water
N. A. Watson, Erie, Pa.

Fire Arms
Alfred Field & Co. New York
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fireplace Fixtures
Rostand Mfg. Co., Milford, Conn.

Fire Pots
Clayton & Lambert Mfg. Co., Detroit, Mich.

Fishing Tackle
Clark, Horracks Co., Utica, N. Y.
The Horton Mfg. Co., Bristol, Conn.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Flintstone Enamel Steel Ware
Lisk Mfg. Co., Canandaigua, N. Y.
Reed Mfg. Co., Newark, N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila., Pa.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Forks
American Fork & Hoe Co., Cleveland, O.

Freezers (Ice Cream)
Alaska Freezer Co., Winchendon, Mass.
The Dana Mfg. Co., New York, N. Y.
John H. Graham & Co., New York, N. Y.
North Bros. Mfg. Co., Philadelphia, Pa.
White Mountain Freezer Co., Nashua, N. H.

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Frying Pan Lid
Kitchen Specialty Mfg. Co., Reading, Pa.

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Furnace Shovels ("Tropic")
Avery Stamping Co., Cleveland, Ohio.

Galvanized Hoops, Bars & Bands
Harold McCalla, Philadelphia, Pa.

Galvanized Ware
Lisk Mfg. Co., Canandaigua, N. Y.
Reed Mfg. Co., Newark, N. Y.

Galvanized Wire
Fuller Bros. & Co., New York

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garbage Cans
Arrow Can Co., New York, N. Y.

Garden Rakes--Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
W. H. Glenny & Co., Rochester, N. Y.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges
The H. H. Mayhew Co., Shelburne Falls, Mass.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.

Glass Cutters
W. L. Barrett, Bristol, Conn.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Glue
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O
Geneva Tool Co., Geneva, O.

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grates
Blacklock Foundry, South Pittsburgh, Tenn.

Grist Mills (Hand)
The Wm. Bayley Co., Springfield, O.

Gummers, Saw
Henry Disstons Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Hack Saws (Sterling)
Diamond Saw & Stamping Co., Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.
West Haven Mfg. Co., New Haven, Conn

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Halter Chains
Covert Mfg. Co., Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., Troy, N. Y.

Hammers
Henry Chenney Hammer Co., Little Falls, N. Y.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York
Franklin Specialty Co., Reading, Pa.

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Handles, Tool
Berger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.
W. H. Glenny & Co., Rochester, N. Y.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Cabinets
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York

Hardware Shelving
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties
Alfred Field & Co., New York
Enterprise Mfg. Co. of Pa., Phila.
Iwan Bros., Streator, Ill.
Robert Murray, New York
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Franklin Specialty Co., Reading, Pa.
E. E. Josef, Mfg. Co., Buffalo, N. Y.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., Troy, N. Y.

Hatchets
Franklin Specialty Co., Reading, Pa.
National Cutlery Co., Detroit, Mich.

Hasps and Staples
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Header Forks
Geneva Tool Co., Geneva, O.

Hinges
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Hoes
American Fork & Hoe Co., Cleveland, O.

Hoist (Chain)
Jos. F. McCoy Co., New York.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware
Blacklock Foundry, South Pittsburgh, Pa.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York

Horse and Cattle Ties
Covert Mfg. Co., Troy, New York
Oneida Community, Ltd., Kenwood, N. Y.

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Holders, Pillow Sham and Dust Pan
E. E. Josef Mfg. Co., Buffalo, N. Y.

Household Specialties
W. H. Glenney & Co., Rochester, N. Y.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
Alaska Freezer Co., Winchendon, Mass.
The Dana Mfg. Co., New York, N. Y.
John H. Graham & Co., New York
North Bros., Mfg. Co., Philadelphia
White Mountain Freezer Co., Nashua, N. H.

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls Mass.
Franklin Specialty Co., Reading, Pa.

Ice Tools
W. H. Glenny & Co., Rochester, N. Y.
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.
John Stortz & Son, Phila., Pa.

Injectors
N. A. Watson, Erie, Pa.

Injectors, Excelsior
N. A. Watson, Erie, Pa.

Inverted Light
Wiederhold Light Co., New York, N. Y.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron and Steel
Harold McCalla, Philadelphia, Pa.

Iron Works
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Jack Chains
Smith & Egge Mfg. Co., Bridgeport Conn.

"Japalac"
Glidden Varnish Co., Cleveland, O.

Job Lots
Chas. Weiland, New York, N. Y.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.

Knives
National Cutlery Co., Detroit, Mich.

Ladders, Folding
Udell Works, Indianapolis, Ind.
Berger Bros. Co., Philadelphia

Lamps, Bicycle
John H. Graham & Co., New York

Lanterns
R. E. Dietz & Co., New York, N. Y.

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Lawn Fences
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Rakes
Geneva Tool Co., Geneva, Ohio

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh, New York
Globe Lawn Mower Mfg. Co., Reading, Pa.
Philadelphia Lawn Mower Co., Philadelphia, Pa.

Lawn Tools
Geneva Tool Co., Geneva, Ohio

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York
John Sommer's Son, Newark, N. J.
Leader Mfg. Co., Hartford, Ct.

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Levels (Patent Aluminum)
Davis & Cook Co., Watertown, N. Y.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Light (Inverted)
Wiederhold Light Co., New York, N. Y.

Lighting Systems
American Gas Machine Co., Albert Lea, Minn.

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks and Knobs
John H. Graham & Co., New York

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lubricators
Geo. W. Cole Co., New York, N. Y.

Machinists' Tools
Barnes Tool Co., New Haven, Conn.
Henry Disston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mail Boxes
Vermont Slate Co., Zanesville, Ohio
Smith Bros. Mfg. Co., Indianapolis, Ind

Mallets
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New York

Manufacturers' Agents
John H. Graham & Co., New York
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Manure Hooks
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City, New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa., Phila.

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Measuring Tapes
Alfred Field & Co., New York
John H. Graham & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Metal Ceilings
Northrup, Coburn & Dodge Co., New York, N. Y.

Metal Side Walls
Northrup, Coburn & Dodge Co., New York, N. Y.

Mills, Coffee and Spice
The Wm. Bayley Co., Springfield, O.
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Mop Wringers
The Dana Mfg. Co., New York, N. Y.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nail Sets
John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Sawyer Tool Mfg. Co., Fitchburg, Mass.

Needles
Alfred Field & Co., New York

Nippers
Alfred Field & Co., New York
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburgh, Pa.

Office Railings
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans (Safety)
Vermont Slate Co., Zanesville, Ohio

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, O

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
E. E. Nice, Philadelphia, Pa.

Paint Specialties
Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.

Paper Boxes
National Metal Edge Box Co., Philadelphia, Pa.

Paper Clips
Cushman & Dennison, New York

Paviors' Tools
John Stortz & Sons, Phila., Pa.

Patents
Davis & Davis, New York

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Planters' Hoes
Geneva Tool Co., Geneva, O.

Plated Ware
Alfred Field & Co., New York

Plates, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
Alfred Field & Co., New York
John Chatillon & Sons, New York

Pocket Knife Tool Kit
U. J. Ulery, New York, N. Y.

Polish, Stove
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Stove Polish Co., Chicago, Ills.

Polishes, Liquid
Geo. W. Huffman, Indianapolis, Ind. and New York

Polishes, Paste
Geo. W. Huffman, Indianapolis, Ind. and New York

Postal Scales
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Augers
Iwan Bros., Streator, Ill.

Post Hole Diggers
John H. Graham & Co., New York
Iwan Bros., Streator, Ill.
F. E. Kohler & Co., Canton, Ohio

Potato Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Pressed Steel Tiling and Brick
Northrup, Coburn & Dodge Co., New York, N. Y.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting
F. E. Myers & Bro., Ashland, Ohio

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches
Chandler & Farquhar, Boston
The H. H. Mayhew Co., Shelburne Falls, Mass.

Punches, Spring
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

Railings, Wire and Iron
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Stewart Iron Works, Cincinnati, O.

Rail, Barn Door
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses
Magnolia Metal Co., New York

Railways
M. V. Richards, Land & Ind. Agt., Southern Ry., Washington, D. C.

Raisin Seeders
Enterprise Mfg. Co. of Pa., Phila.

Rakes
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York

Razors
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.
Jos. Rodgers & Sons, New York and Sheffield, England

Razor Grindstones
Pike Mfg. Co., Pike, N. H.

Razors, Safety
Gillette Sales Co., New York, N. Y.
Kampfe Brothers, New York
Gem Cutlery Co., New York
Reichard & Schneber Mfg. Co., New York, N. Y.

Reamers
C. E. Jennings & Co., New York
Wiley & Russell Mfg. Co., Greenfield, Mass.

Reels, Wood
John Sommer's Son, Newark, N. J.

Reels, Rope
Udell Works, Indianapolis, Ind.

Refrigerators (Iceless)
The Dana Mfg. Co., N. Y.

Registers, Warm Air
Berger Bros. Co. Philadelphia

Reversible Nippers
The Nettleton Mfg. Co., Middletown, Conn.

Revolvers
Harrington & Richardson Arms Co., Worcester, Mass.

Revolving Chimney-Tops
Iwan Bros., Streator, Ill.

Revolving Horse Hay Rakes
Geneva Tool Co., Geneva, O.

Rifflers
The H. H. Mayhew Co., Shelburne Falls, Mass.

Rifles
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Riveters
F. H. Smith Mfg. Co., Chicago, Ill.

Rivets
Berger Bros. Co., Philadelphia
Garland Nut & Rivet Co., Pittsburgh, Pa.
C. C. & E. P. Townsend, New Brighton, Pa.

Roasters and Bakers
The Bronson Walton Co., Cleveland, O

Roof Bolts
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies
Am. Steel Roofing Co., Middletown, O.
Berger Bros. Co., Philadelphia
National Sheet Metal Roofing Co., Jersey City, N. J.
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Metal Shingles and Tiles
National Sheet Metal Roofing Co., Jersey City, N. J.

Roof Rods
Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic
Stowell Mfg. Co.: Jersey City, N. J.

Rules
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Rules, Steel
Keuffel & Esser, New York, N. Y.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Sad Irons
Blacklock Foundry, South Pittsburgh, Tenn.
Dover Mfg. Co., Canal Dover, Ohio.
Enterprise Mfg. Co. of Pa., Phila.

Sad Iron Handles
Enterprise Mfg. Co. of Pa., Phila., Pa.
Fanner Mfg. Co., Cleveland, Ohio

Sand and Emery Paper
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Sash Balances, (Spring)
Pullman Mfg. Co., Rochester, N. Y.

Sash Chain and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sash Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners
Champion Safety Lock Co., Geneva, O.

Sash Fixtures
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Lifts
Champion Safety Lock Co., Geneva, O.

Sash Locks
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sash Locks, (Ventilating)
Pullman Mfg. Co., Rochester, N. Y.

Sash Ribbon and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sausage Stuffers
Enterprise Mfg. Co. of Pa., Phila.

Saws
Henry Disston & Sons, Phila., Pa.
C. E. Jennings & Co., New York
E. C. Atkins & Co., Cincinnati, Ohio.

Saws, Butchers'
John Chatillon & Sons, New York

Saw Gummers
Ajax Mfg. Co., Pittsburgh, Pa.

Saw Sets
Alfred Field & Co., New York
Charles Morrill, New York

Saw Tools
C. E. Jennings & Co., New York

Scales
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York
Osgood Scale Co., Binghampton, N. Y.
Pelouze Scale & Mfg. Co., Chicago

Scissors
Atlas Shear Co., Bridgeport, Conn.

Screen Doors
The Continental Co., Detroit, Mich.
A. J. Phillips Co., Fenton, Mich.

Screen Door Catches
Caldwell Mfg. Co., Rochester, N. Y.

Screen Door Pulls
Champion Safety Lock Co., Geneva, O.

Screws
Robert Murray, New York

Screw Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Screw Drivers
The Ducharmes Co., Shelburne Falls, Mass.
John H. Graham & Co., New York
C. E. Jennings & Co., New York
H. H. Mayhew Co., Shelburne Falls, Mass.
North Bros., Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Plates
Alfred Field & Co., New York
Walworth Mfg. Co., Boston Mass.
Wiley & Russell Mfg. Co., Greenfield, Mass.

Screw Wrenches
Bemis & Call, Hardware & Tool Co., Springfield, Mass.

Scythes and Grass Hooks
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.

Scythe Rifles
Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Scythe Stones
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike, N. H.

Sectional Shelving
J. D. Warren Mfg. Co., Chicago

Seals
Schwerdtle Stamp Co., Bridgeport, Conn

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Stewart Iron Works, Cincinnati, O.

Sharpening Machines
John Chatillon & Sons, New York

Sharpening Stones
Pike Mfg. Co., Pike, N. H.

Shears, Compound Portable Leverage
Chas. Swan & Co., Corry, Pa.

Shears and Scissors
Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

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Am. Shearer Mfg. Co., Nashua, N. H.

Shelving, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

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National Sheet Metal Roofing Co., Jersey City, N. J.

Ship Carpenters' Tools
L. & I. J. White Co., Buffalo, N. Y.

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Blacklock Foundry Co., South Pittsburg, Tenn.

Shoe Shiners
Piqua Bracket Co., Piqua, Ohio

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Harrington-Richardson Arms & Tool Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovels
A. J. Phillips Co., Fenton, Mich.
Geneva Tool Co., Geneva, O.

Shovels, Spades and Scoops
Avery Stamping Co., Cleveland, Ohio.

Show Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Sickle Edge Hay Knives
Iwan Bros., Streator, Ill.

Sidewalk Chisels
Geneva Tool Co., Geneva, O.
L. & I. White Co., Buffalo, N. Y.

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Geneva Tool Co., Geneva, O.

Sidewalk Cleaners ("Klondyke")
Avery Stamping Co., Cleveland, Ohio.

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The Wm. Bayley Co., Springfield, O.
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Soapstone Griddles
Pike Mfg. Co., Pike, N. H.

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Cronk & Carrier Mfg. Co., Elmira, N. Y.
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American Tube & Stamping Co., Bridgeport, Conn.

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Bommer Bros., Brooklyn, N. Y.

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Am. Steel Roofing Co., Middletown, O.

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Gibford Mfg. Co., Adrian, Mich.
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Sawyer Tool Mfg. Co., Fitchburg, Mass.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
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J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Walworth Mfg. Co., Boston, Mass.

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Arcade Mfg. Co., Freeport, Ills.

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American Tube & Stamping Co., Bridgeport, Conn.

Tubing
American Tube & Stamping Co., Bridgeport, Conn.

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Columbus Bolt Works, Columbus, O.

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Remington Typewriter Co., New York.

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Bemis & Call Hardware & Tool Co., Springfield, Mass.
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Smith & Egge Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston, Mass.

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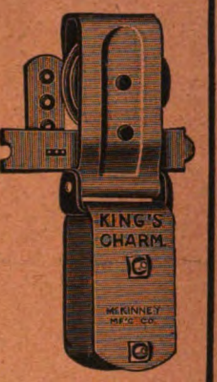
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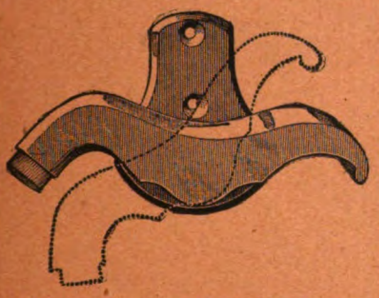
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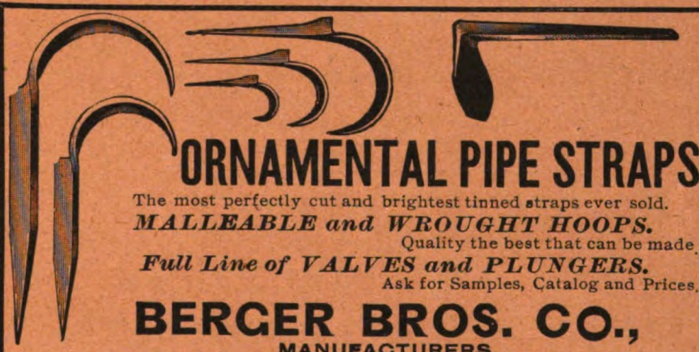
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PLAIN PATTERN CITY HEAD.

"DAN PATCH" SHOD WITH CAPEWELL HORSE NAILS WHICH ARE "THE BEST IN THE WORLD."

CORRUGATED PATTERN.

PLATE PATTERN.

ALLENTOWN, PA., Sept. 21, 1905.

THE CAPEWELL HORSE NAIL CO.,

Gentlemen: I shod **DAN PATCH** this morning, for his record breaking performance, with No. 4½ Plate nails, Capewell. He reduced the world's record on a half mile track from 2:03 to 2:01; also from 2:11 to 2:05 for wagon I have driven Capewell nails for years on the Grand Circuit. I think them the only nail in the world for race horses. With best wishes, Yours truly, J. F. HANSON.

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You can't fool Father Time. He'll expose you quicker than a wink.

Buy the ***"STERLING"***—the time-tested Hack Saw. It'll pay you twice over. Same with ***"STERLING"*** Power Hack Saw Machines.

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Are Quality Goods
But cost no more than the inferior kinds.

The springs never go Lame.



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Don't hesitate to put UNIVERSAL Hack Saws onto work that you're afraid to touch with other blades.

You'll be surprised how UNIVERSAL Blades will stand up,—under great strain and excessive heating.

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VOL. XXXII NO. 11

HARDWARE

NEW YORK MAR. 10 1906

Entered as Second Class Matter at New York, N. Y. Postoffice

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ONEIDA COMMUNITY, Oneida, N. Y.



All hardware dealers should carry this draw knife in stock.

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7 in. adjustable motor, $15

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Its merits recommend it.

Give it a trial and be convinced.

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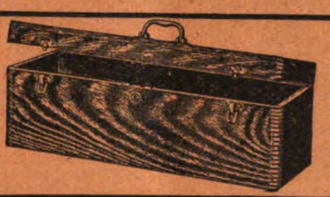
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Made in two sizes. No. 1000 is 17 x 5½ x 5 inches. No. 1001 is 21 x 6½ x 7 inches. Made of Chestnut, locked corners, filled and varnished; has lock; box hinges; brass plated elbow to support lid, when open; brass plated lifting handle and two trunk clasps, to hold lid in place, when carried by hand.



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STEEL WIRE NAILS.
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CUT NAILS.
Plain and Galvanized Wire.
BARB WIRE.
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NO. 31 TORCH
$3.00 Net.

THE BEST EVER

That is just what we claim for the No. 31 torch, as it produces a strong blue flame that is intensely hot, using but little gasoline. *Our guarantee "Your money back if you are not pleased" makes it safe for you to try.* Jobbers sell at factory price, or we will ship direct if cash accompanies your order.

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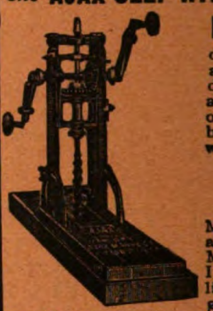
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Quick and Easy
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MANUFACTURERS
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WRITE FOR PRICES.
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does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the wholesale hardware trade.

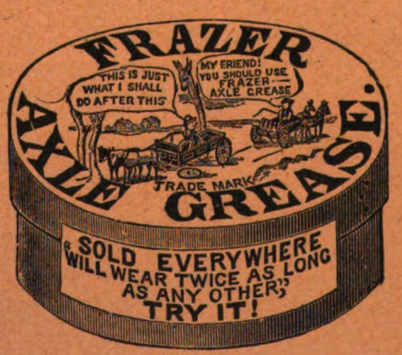
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Known Everywhere. No Talk Required to Sell It.
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OUR GUARANTY: *Best Material, Highest Grade Workmanship, Greatest Accuracy.*

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Those other stores don't—to their own detriment.

If crowded for room try the Baines Brackets. They'll change the entire appearance of your store and make it more roomy and attractive to your customers. Catalog H for Hardwaremen tells of number of brackets required; how to install them, etc. *Send for it to-day.*

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Universal Chair Seats

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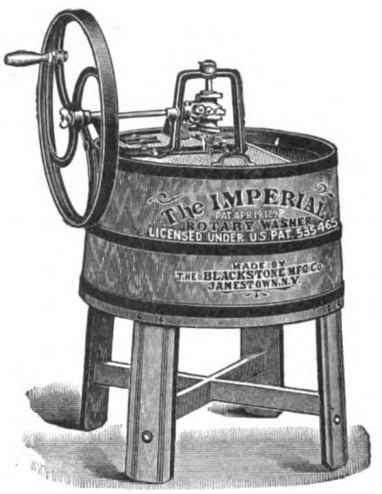
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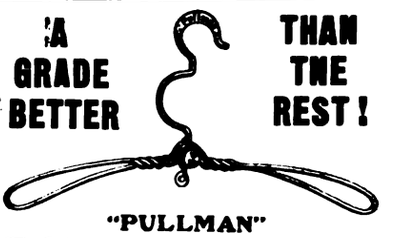
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Established 1871

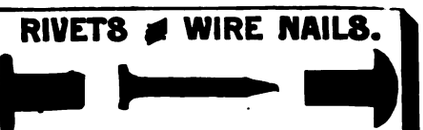
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CELEBRATED **HEINISCH** SHEARS,
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MANUFACTURERS OF
HARDWARE AND HOUSEHOLD **SPECIALTIES**

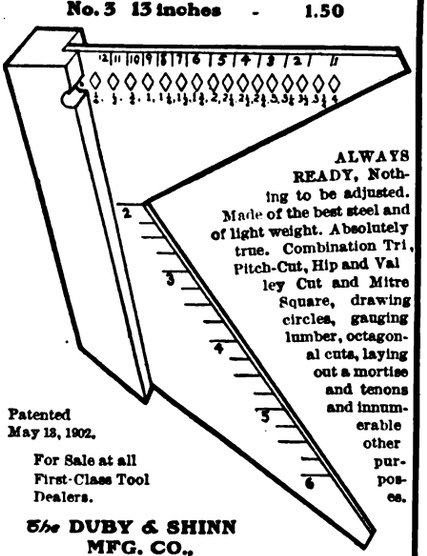
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Send for Circulars.



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New Universal Square
(NEW STYLE) Made in Three Sizes.

No. 1	6 inches	- $0.65
No. 2	10 inches	- 1.00
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ALWAYS READY. Nothing to be adjusted. Made of the best steel and of light weight. Absolutely true. Combination Tri, Pitch-Cut, Hip and Valley Cut and Mitre Square, drawing circles, gauging lumber, octagonal cuts, laying out a mortise and tenons and innumerable other purposes.

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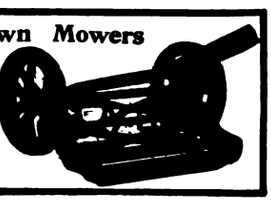
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The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

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General Hardware
Agent for Atlantic Screw Works.
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"Globe" Lawn Mowers
Our catalog tells all about them. Best mowers at any price.

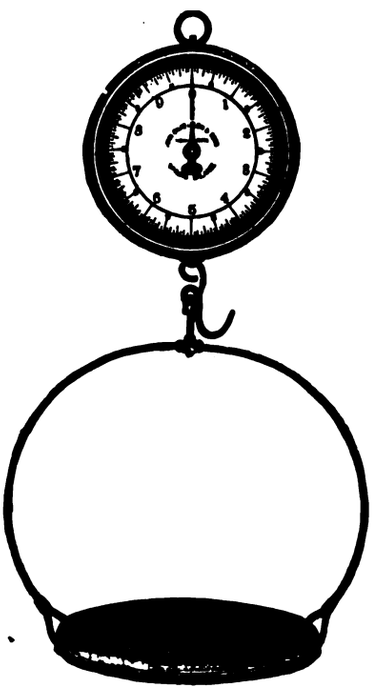


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OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chattillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us



has our name as makers plainly on the dial, thus:

John Chatillon & Sons. Makers. New York. U.S.A.

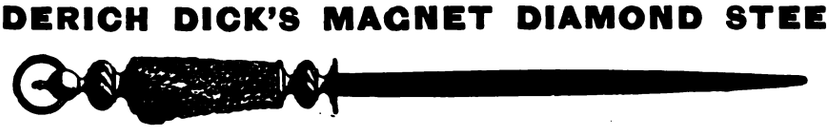
and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.

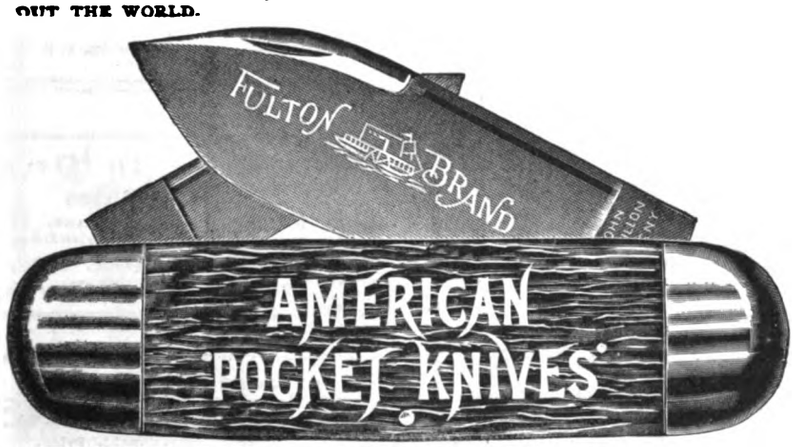


These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.



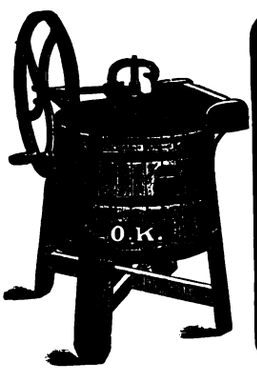
Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

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IS NOT SOLD

to *catalogue*, *mail order* or *premium houses* under the brand of O. K. or any other brand. All the leading hardware jobbers have them in stock.

The H. F. BRAMMER MFG. CO., Davenport, Ia.

1,500,000

WAYNE WASHERS SOLD Up to the Present Time

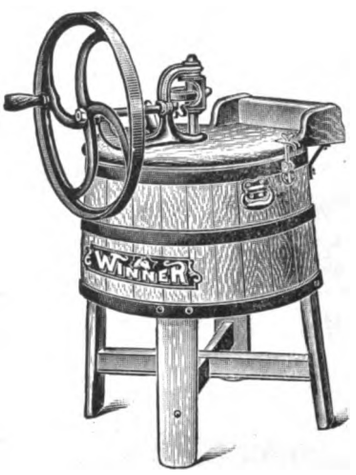
And increasing at the rate of 300 per day.—What more evidence do you want to convince you that Wayne Washers are the best to sell?

WE Know it's a "WINNER"

Because it possesses everything to make it a "WINNER"

FIRST — It has fewer parts in its construction than any other rotary, and Every one knows the fewer parts there are in the construction of any machine the easier it will work and the less liability there is to wear and get out of order.

The appearance of the "WINNER" is different than any other machine upon the market. The tub is finished in the natural wood, with green bronze hoops, green enamel hand wheel, and the gearing in gold bronze; the combination making the most beautiful appearing machine upon the market. We are also using a special preparation in connection with the finishing of our tub—which holds the varnish to the surface and retains the lustre for all time. You will not find this finish on any other washing machine made.



WAYNE WASHERS
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We also use the detachable stave leg, which does away with the necessity of throwing away the entire machine in case the leg becomes broken.

Simplicity—Quality—Appearance—Good Value for your money, are all possessions of the "WINNER." Order a sample from our jobber or direct from us, and we will leave the rest to you and the

"WINNER."

WAYNE MANUFACTURING CO., St. Louis, Mo.

Every Hardware Dealer

recognizes that an advertised article i four times easier to sell than an unadvertised one.

We have appropriated this season a good many thousand dollars for advertising our products in the large papers and magazines of national reputation. You are certain to have calls for:

The Hartmann Stockade Wire Fence
The Hartmann Steel Picket Fence
The Glen Steel Folding Mat

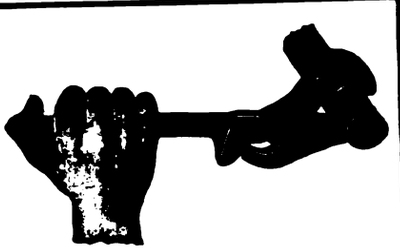
If y ur stock on these goods is low just drop us a line. You can't help selling them and run no risk in stocking up.

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Automatic Wrench

The best combination Pipe, Monkey and Ratchet Wrench. Has no flaws, or faults. Strongest where other wrenches are weakest. Does quicker and better work than similar wrenches. Sells quicker, too.



Handiest for all

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Get our "Wrench Book." It tells a convincing tale.

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THE SMILE

THAT WONT COME OFF

Is always worn by the THRIFTY HOUSEWIFE who uses a

WHITE LILY WASHING MACHINE

WRITE FOR EXCLUSIVE AGENCY

WHITE LILY WASHER CO.

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FOR CENTURIES THE WORLD RENOWNED HOUSE OF

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SHEFFIELD, ENGLAND

Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

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"Three in One" Lubricates

Prevents Rust, Cleans and Polishes

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Custom Made

FLY SCREENS

Fine Goods. Reasonable Prices. Good Profits to Dealers. No Investment. Agency Outfit Free.

Geo A. J. Phillips Co., Fenton, Mich.
23 Years Experience. 3½ Acres Floors.

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"Every Cloud Has Its Silver Lining"

If the cloud of "Dull Business" has been hovering over your store you can easily dispel it by putting in a complete line of

Flintstone Enameled Steel Ware



It is the Ware women most talk about because there is no other Three-Coated Enamel Steel Ware like The Flintstone.

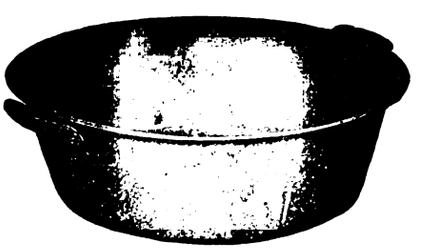
It is light in weight, and artistic in design. Its gray, silken finish is most pleasing to the eye.

Best of all: It is as durable as Flint and will not scale nor rust out.



FLINTSTONE INCOMPARABLE AS A SELLER

Our output of Flintstone has more than trebled the past year so great has been the demand for it.



The Flintstone is the best moderate priced Enamel Ware made.

"Fall in line," Mr. Dealer—this is the time to stock up with, and sell, Flintstone.

OUR TEN YEARS' GUARANTEE WITH EVERY PIECE



Send at once for "Flintstone Booklet" with prices and discounts.

Mention HARDWARE.

REED
Manufacturing Co.

NEWARK, N. Y.

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Chicago: 223 W. Twelfth St.
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The best equipped factory, the best advertised product.

We make a few articles, in large quantities, make them better than any one else does, and we tell everybody about them.

We *know* we have the right principle in our "one-motion" Peerless Iceland Freezer and we've put up a new factory adequately equipped for turning out this freezer in great numbers.

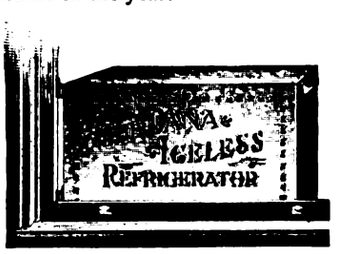
Peerless Iceland Freezer

Our advertising—covering *every bit of freezer-selling territory* in the United States—gives an impulse, as strong as it is steady, to Peerless Iceland sales.

Every woman in the country interested in her home knows about the Peerless Iceland and believes in it. It's "the freezer the cook likes"—the freezer the *housekeeper* wants when she goes into your store.

Dana Iceless Refrigerator

For the window. No ice bill. A refrigerator that takes up no floor space and is run without ice eight months in the year.



Dana Mop Wringer

wrings the mop dry in five seconds. You stand in a natural position—both feet rest firmly on the floor.

Tub is well made, very strong and extra braced with heavy, flat iron, rust proof hoops. The rollers are of solid maple and never stick. The latest, the simplest and the best mop wringer on the market.

The Dana plant is fire-proof; we can *guarantee* delivery as promised. *Everything* about it is *modern*—selling organization and all.

Both jobber and dealer make a good profit on the Dana line.

Your jobber will be around soon. *Ask him.*



10 Warren Street, New York. **The Dana Mfg. Co.** Cincinnati.



UPERIORITY

L. & I. J. White Co.'s Edge Tools have been marketed for nearly three quarters of a century.

It requires, therefore, no second glance to determine their superiority over any others on the market.

Thousands of skilled mechanics use them to-day because their fathers used them before them.

If you are not handling White's Edge Tools—is not that a good reason why you should?

Get our catalog to-day.

The L. & I. J. White Co.

BUFFALO, N. Y., U. S. A.

BRANCHES—New York, N. Y. Chicago, Ill.



Voorhees Stitched Cotton Belting

The highest grade cotton duck only is used in its manufacture.

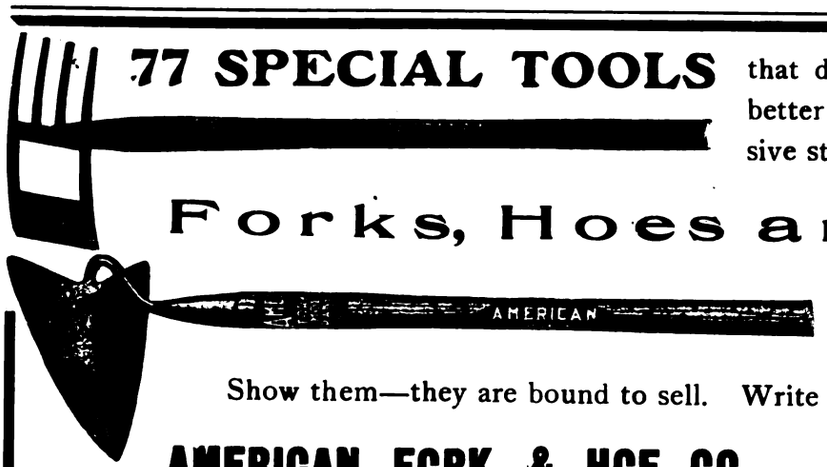
No "taking up" required as our Cotton Belting is stretched with patent hydraulic stretchers.

Our catalogue shows our complete line. Get it to-day.

Voorhees Rubber Mfg. Co.

Jersey City, N. J.

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77 SPECIAL TOOLS that do special kinds of work easier, better and cheaper, besides our extensive staple lines of

Forks, Hoes and Rakes.

Farmers and Gardeners want them.

Show them—they are bound to sell. Write for *Catalog of Special Tools.*

AMERICAN FORK & HOE CO., CLEVELAND, OHIO.

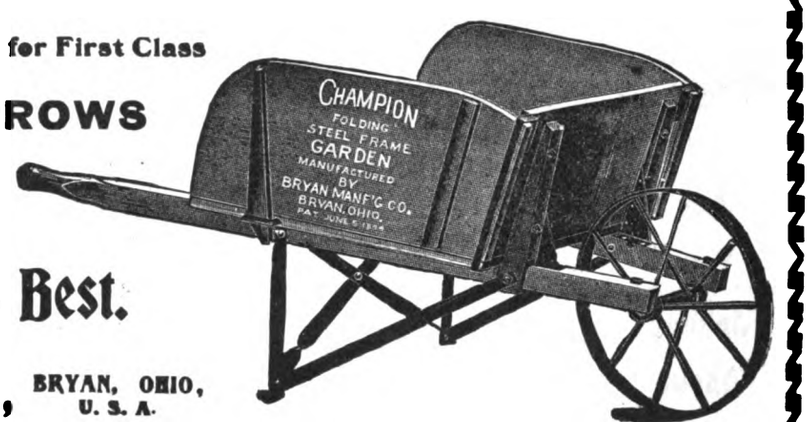
If you're Looking for First Class

UP-TO-DATE BARROWS

ORDER THE ◆ ◆ ◆

Champions, the **World's Best.**

All Kinds of Wood and Steel Barrows.



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Automobile Cycle Skate

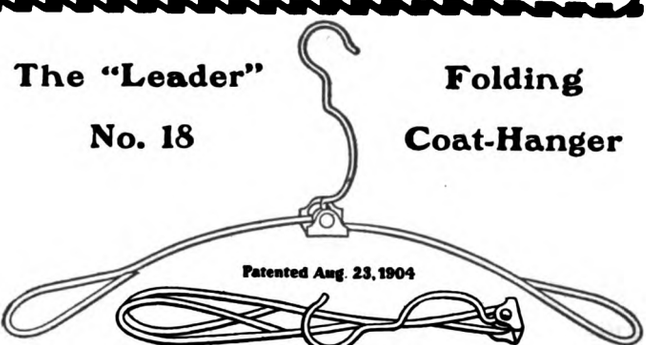


Our newest model. One size, extension 10 to 12 ins., ball bearings, 5-in. rubber tired wheels, metal parts sheet steel, finely nickel plated. Retail $10.00 per pair. With 4-in. wheel, $7.50 per pair.

Every dealer in Hardware, Sporting Goods, etc., will find it profitable to sell our line of Cycle Skates, as they appeal to both young and old, being adapted for use in Skating Rinks or on smooth sidewalks. Write for catalogue and trade discounts.

Cycle Skate and Sporting Goods Co.
37 Park Street, New York

The "Leader" No. 18 Folding Coat-Hanger



JUST the thing for persons traveling. Takes up but a small space in the grip. Nicely nickel plated. Keeps coat or ladies' jacket in perfect shape.

Great seller for agents.
Write for catalogue and prices.

THE LEADER MFG. CO., HARTFORD, CONN.

BLACKLOCK FOUNDRY · SOUTH PITTSBURG, TENN. ·

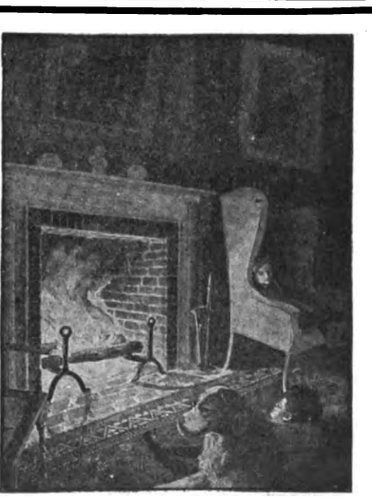


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If you have never tried to sell Blacklock Andirons try 'em this year. We make a great variety of them: plain patterns in wrought iron as well as showy and ornate models, finished in gold or aluminum bronze.

Blacklock Andirons

are all-the-year-round and allaround good sellers because they have the reputation of being the best. Don't put off sending your inquiry to us—Send it to-day.



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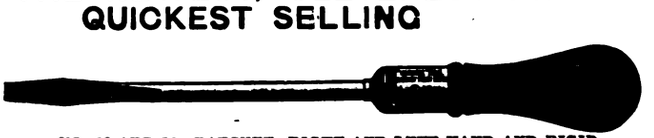
HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

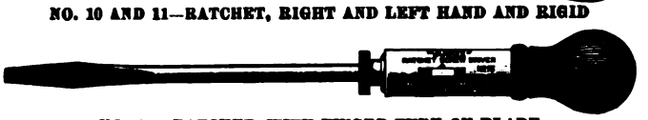
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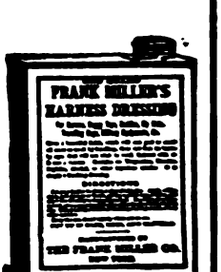
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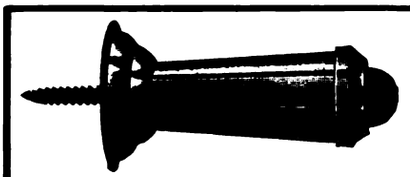


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You are sure to be right when you buy Armstrong pipe tools. They are standard the world over.

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(TRADE MARK)

Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all Finishes to match other hardware. Manufactured only by

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Required 12 Years to Perfect.
Will Work 12 Hours Every Day.
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After First 12 Months, for nothing

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Demands the Best Poke for any horse—good, bad or indifferent—or any cow, no matter how good a fence jumper.

The Best Horse Poke for any Dealer to buy and sell is

KRICK'S METALLIC ADJUSTABLE POKE

HALF A MILLION USED

Because it is ten times stronger than any wood poke.

The brail is always in front—always adjustable—always replaceable.

No neck too large nor too small for the Krick.

Weather-proof. Uninjurious to neck or mane.

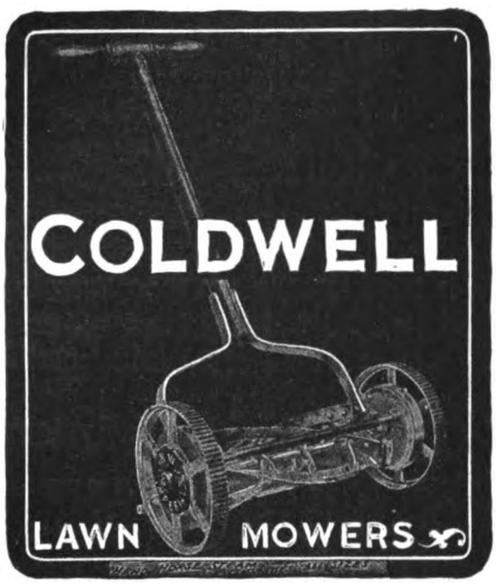
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COLDWELL LAWN MOWERS
Hand, Horse, Motor Power
1906
Catalogue Now Ready
COLDWELL LAWN MOWER CO.
NEWBURGH, N. Y.

FAULTLESS

At the turning point—where other casters refuse to turn—is *The* Point with

The Faultless Pivot Bearing Caster

It is supplied with Faultless Patent Steel Spring Sockets.

The Faultless has no weak spots—no mechanical flaws--it's Faultless in name—in action—and as a seller :-: :-:



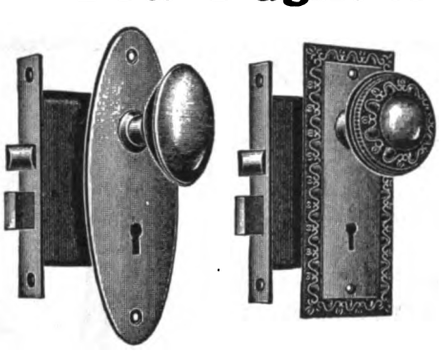
The FAULTLESS received the Highest Award at the World's Fair, 1904, over all other casters.

The Faultless is interchangeable; will fit six different sizes of wood bed sockets. :-:

If you are after a money maker, write to
The Faultless Caster Mfg. Co.,
Nebraska City, Neb.
They only manufacture the

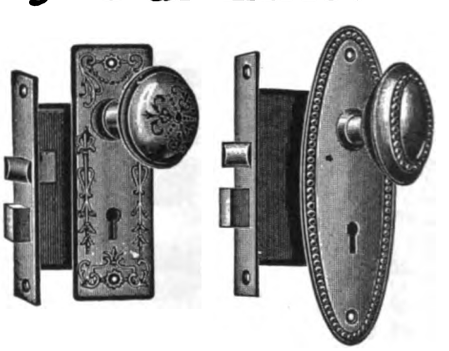
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More Than Forty-Four Screen Factories

have quit business in the last 12 or 15 years, not to mention hundreds of local mills and dozens of big sash and door concerns, whom it did not pay to continue making Screen Doors and Window Screens.

But for the organization of The Continental Co., probably not one of the four small concerns competing with that company would be making screens this year.

The factories represented by The Continental Co. prove the doctrine of "Survival of the fittest." They survived because they were the strongest. They made the best goods. They had the trade. They had the capital and the experience. From these factories have come practically every screen device of any value. It was a battle between these big concerns, and a crisis had been reached. Co-operation, so far as the law permitted, was the only salvation. Some think we are trying to save ourselves "with a vengeance," and it is indeed unfortunate that circumstances combine this year to force such an advance in prices. It is a fact, however, that prices are high only as compared with the ruinous prices of the past;—the prices that put these forty-four factories out of business. They are not high as compared with other goods made from wood.

Some Retailers have hesitated to place their orders, thinking that a lack of orders might force the Continental Co. to reduce its prices. Orders have come in as well as expected however.

They also thought that new factories, of considerable manufacturing capacity and ignorance of cost, might arise and cut prices. This has been done, but only to an extent not exceeding five per cent. of the ordinary consumption of the country. These new or rejuvenated factories are, of course, having the "time of their life." Still, most buyers, if satisfied that prices are firm, will prefer to order goods of known value and certainty of supply.

To enable Jobbers to reassure the Retail trade **The Continental Co. Guarantees Prices** against its own decline up to July 1st.

And to accommodate late buyers, the most of the **Distribution Cars will be held open till March 15th,** after which date it will be impossible to hold the cars and serve the trade in time for the season.

The recent burning of one of the largest Screen factories in the south tends toward decreasing the supply.

The Continental Co., Detroit

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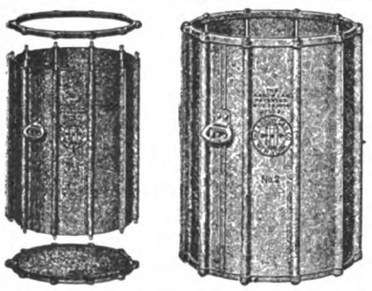
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Will stand roughest handling. Heavily reinforced. The best and best selling ash can on the market.



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Machinists' and pipe fitters' empty Tool Chests.
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EXCELSIOR INJECTOR
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2 Tools in 1
Sells for
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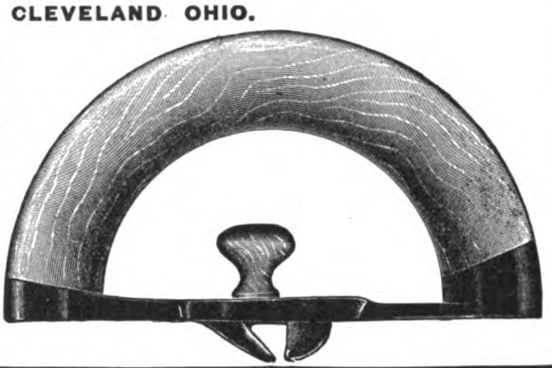
One Foot for Matting Tacks
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If you missed your share of this good business last year, start now, and catch up.
ADVERTISED EVERYWHERE
OTHER GOOD THINGS READY
Write for sample and prices of
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MADE OF FIRST-CLASS MATERIAL AND NICELY FINISHED. EITHER TINNED OR JAPANNED.

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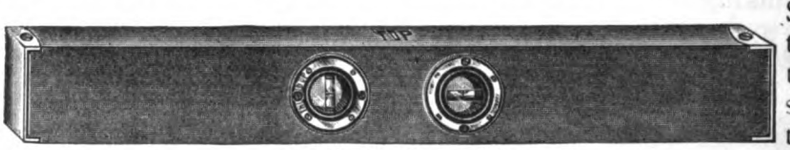
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10 inches high, 10 inches long, Weighs 64 pounds
PUNCHES 5-16 inch hole in ⅜ in. Iron plate, 2½ in. from edge. Send for Circular.
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WRITE FOR DISCOUNT—INCLUDING DELIVERY

Sells "On Sight" and Stays Sold.



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COOK'S PATENT LEVEL

Made of Wood, Iron and Aluminum Frames — Of all jobbers, or — DAVIS & COOK CO., Watertown, N. Y

"Hold up! I'll take off my hat to the MYERS."



The name **MYERS** on Pumps and Hay Tools fixes their rank, indicates their quality and "separates them from the Goats," figuratively speaking.
That's why "all Hats Come Off" when the **MYERS** come in sight and why *The Glass Valve Takes Competition Off Its Feet.*



THE MYERS PUMPS, HAY TOOLS AND STAY-ON DOOR HANGERS
MEET ALL REQUIREMENTS.
Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.
Ask your Dealer for the Best Known Hay Carriers, Forks, Stayon Door Hangers, etc.
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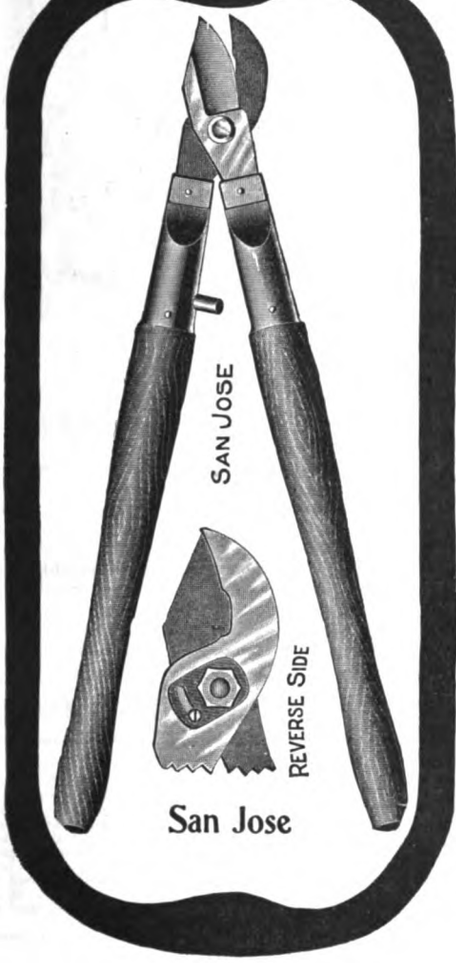


If not handled by your Jobber we will supply your order. Manufactured by
J. V. HANKINSON, FRANKLIN, O.
Successor to Thos. F. Miller, Jr.

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Pruning Shears

NEW FEATURES:
LOCK NUT
SEAMLESS FERRULES
NOTCHED HOOK
(Patented Dec. 31, 1901. Dec. 8, 1903.)

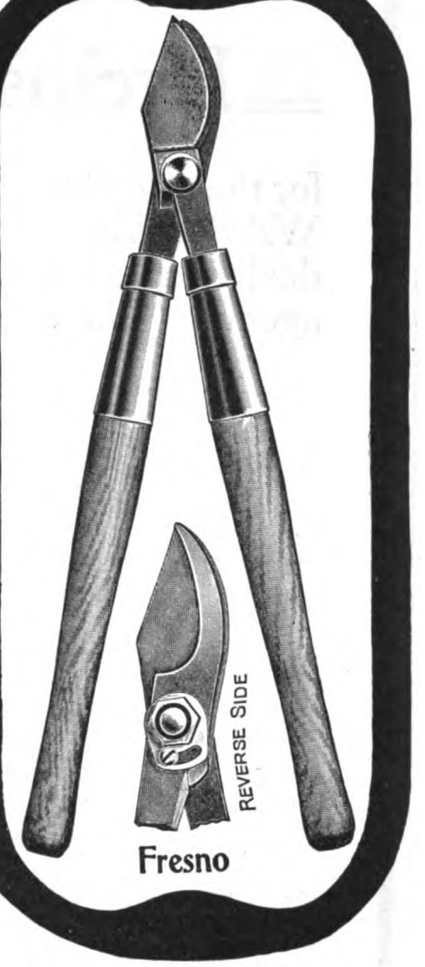


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The Cronk & Carrier Mfg. Co.
Elmira, N. Y.

Garden Rakes
Garden Mattocks
Garden Hoes

Write for
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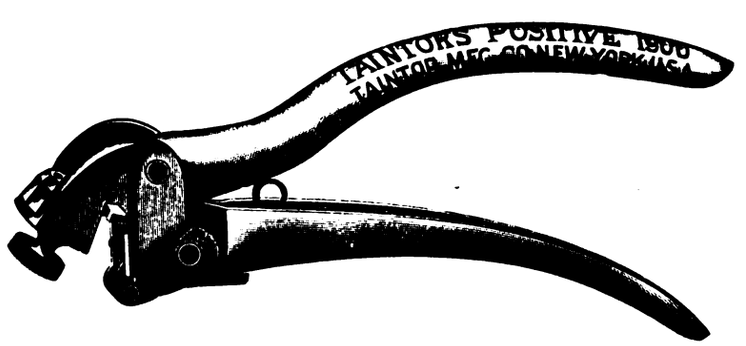
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Parts Interchangeable. **Fully Guaranteed.**

This Tool Has Many Advantages Over All Other Saw Sets.



Gauge Cannot Slip.
Has but One Gauge to Set.
Will not slip on the Finest of Teeth.
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for the sale of our IMPROVED ACME WASHER is offered to live progressive dealers in territory where we don't have agents. The details of

OUR PLAN OF SALE

will be sent you upon request. Its principal features are 1, a liberal margin of profit; 2, no competition and therefore no unfair price cutting; 3, a positive binding guarantee that the machine will do all we claim; 4, a complete plan for co-operating with our agents in making sales to the consumer; and 5, an expensive and elaborate national advertising campaign. (See below.)

(NOTE—In writing for our Plan of Sale, we shall appreciate it if you will state whether you sell any other washers, and if so, what make, and also about how many machines you may be able to dispose of per year.)

Read the Advertisement Shown Here

particularly the offer in the lower part. It is not only extremely fair and liberal to the consumer, but it also shows clearly that we are spending money to create a demand for our machine, and we shall fill this demand through the legitimate channels of trade, that is, through the store of the retail dealer. This advertisement, measuring 7 inches, is the smallest we are using. Our space runs from this size up to 19 inches in most of the higher priced magazines. In fact, we are spending upwards of

$50,000 IN ADVERTISING

At the present time we are using the February, March and April issues of the following leading publications:

Ladies' Home Journal	Delineator
McCall's Magazine	Woman's Home Companion
Ladies' World	Saturday Evening Post
Collier's Weekly	Everybody's Magazine
Harper's Bazar	Good Housekeeping

Men and Women

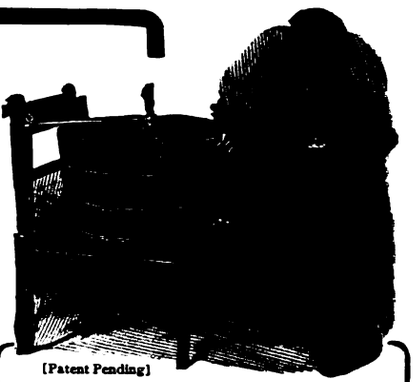
and 16 others, with a circulation of

Over 10,000,000 Copies Per Issue

WRITE TO-DAY FOR OUR PLAN

If you are not interested in Washing Machines, you can doubtless handle our line of Wringers and our Acme Wringer Mop Prices and terms on application. Write to-day.

ACME WASHING MACHINE COMPANY
COLUMBUS, OHIO



[Patent Pending]

The Improved
Acme Washer

will wash thoroughly and perfectly clean anything, from the finest piece of lace to the heaviest blanket, without tearing a thread or breaking a button. In fact, there is nothing in the way of washing which can be done by hand or with any other machine which cannot be done better, more easily and more rapidly with the **Improved Acme Washer.**

Besides being made of the very best materials, handsomely finished in natural wood, it has a number of

SPECIAL FEATURES

not found on any other machine. These consist of: **1, a Movable Wringer Stand,** which brings the wringer directly over the tub, so that all the water falls back into the tub, instead of on the floor. (The wringer need never be taken off.) **2,** the **Hinged Lid,** which is practically steam-tight, prevents the water from splashing over. This is merely raised up and leaned back against the handle, so that all the suds must drain into the tub. **3,** the **Extension Stand** holds the basket, or rinsing tub, close to and on a level with the machine, so that the clothes cannot fall on the floor, and no stooping is necessary. **4, No Iron Post** runs through the machine to rust and stain or tear the clothes.

There are many other good points about the **Acme,** all described in detail in our little booklet entitled "Wash-day Comfort." This is **free** for the asking. May we send you a copy?

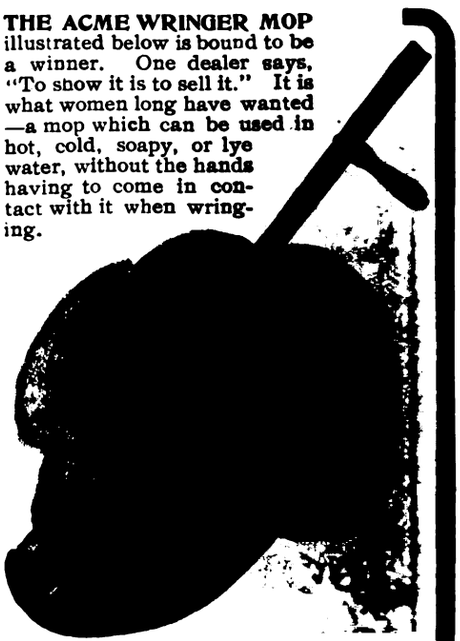
IS THIS A FAIR OFFER?

If you will write us that you are interested, we will give you the name of the dealer in your town who handles the **Improved Acme Washer.** You can see the machine at his store and learn all about it before you buy it. If you buy it, it is with the understanding that any time within 30 days, if the machine is not in every way satisfactory, he will take it away and give you back your money. He will do this cheerfully and readily, because our guarantee to him protects him against loss. You risk nothing but a two-cent postage stamp to mail us your letter.

Write To-day—even if you are not just ready to buy or even try a machine; in that case let us send the **little booklet**—remember, it's **FREE**—**write to-day!** Address

ACME WASHING MACHINE COMPANY
2511 S. High Street, Columbus, Ohio

THE ACME WRINGER MOP illustrated below is bound to be a winner. One dealer says, "To show it is to sell it." It is what women long have wanted—a mop which can be used in hot, cold, soapy, or lye water, without the hands having to come in contact with it when wringing.



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FOLLOW THE LEADER

and become a distributor of "Bristol" Steel Rods.

They are the best rods ever made, and every angler knows it. He knows the prices are right, too.

You see, we have been preaching the merits of "Bristol" Rods at him through the leading magazines, weeklies and sportsman's journals.

We're sending him to you—if you want the profits of the sale. He'll send others, for an angler never keeps a good thing to himself, and "Bristol" Rods are good things.

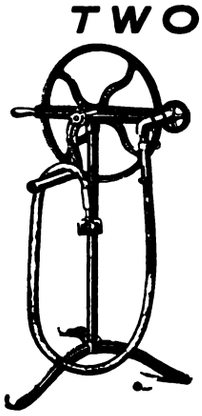
No trouble in selling them. We do all the talking.

Don't you think you had best wire an order to-day? Don't be too late. Fishing time may catch you unprepared.

¶ Our Rods are the original Steel Fishing Rods. We have been making them for over sixteen years. Look for our name and trade-mark "Bristol" on every reel seat. "Bristol" Steel Rods are absolutely guaranteed to be free from defect in material and workmanship.

The Horton Mfg. Co., Bristol, Conn., U. S. A.

TWO MACHINES THAT SELL FAST
From now to June.



1902 CHICAGO CLIPPING MACHINE.
STEWART PATENT.

This is the strongest and most efficient hand power horse clipper ever made, regardless of price. It requires no experience to operate and will clip a horse complete in 30 minutes.

Retails at $10.75

STEWART'S 1904 SHEEP SHEARING MACHINE.

Pays for itself by the extra wool it secures from the first 50 sheep shorn. Gets from ¾ pound to 2 pounds more than hand shears.

Does not cut or hack the sheep like hand shearing. Every sheep owner needs one.

Retails at $12.75



Ask your jobber about these machines and write today for particulars about how we help dealers make sales. *Ask for catalogue.* We make over 90 per cent. of all the clipping machines used.

CHICAGO FLEXIBLE SHAFT CO., 106 LA SALLE AVE., CHICAGO

S.&S. KNIVES
WARRANTED



THEY HOLD AN EDGE — NO HARD OR SOFT SPOTS

National Cutlery Co. DETROIT, MICH.

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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . . .



Sash Chains

"Giant," "Red Metal"

Cable and Jack

Chains . .



Our Chains are being constantly *imitated in appearance*, but no one has succeeded in *equaling* them in *wearing qualities*. You will find them in use in the *finest buildings*. :-: :-: :-:

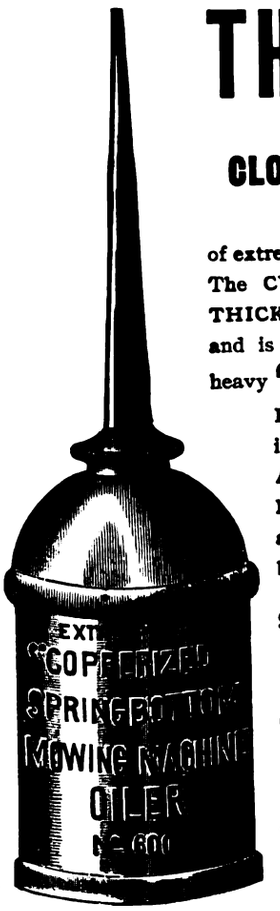
No. 40.

New York Agent: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agents: The Seidel Mfg. Co., Chemical Bldg.

THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM



of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedeh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERIOAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.

"SIMILAR"

A CERTAIN tool manufacturing company adorns the pages of the catalogues it gives to hardware buyers with a rubber stamp impression like this:

Similar to Starrett's No.....

That Starrett Tools are the standard is a fact which we have for some time, and with strenuousness and persistency, tried to impress upon mechanics and the trade, and we have been to some expense and a good deal of labor to accomplish this purpose. It is therefore gratifying to find a competitor backing up our advertising with such an unqualified endorsement. We deeply appreciate the compliment.

It is doubtless unnecessary to suggest that live hardware dealers will still prefer Starrett Tools to any whose highest claim is that they are "similar."

Send for Catalogue No. 17 T

The L. S. Starrett Co.

Athol, Mass., U. S. A.

4 BLADES In Place of 2



It is not often that by simply turning a screw you can save several dollars. But exactly this can be done with

The Nettleton REVERSIBLE NIPPERS

By merely reversing blades, you get two tools in one. Four fine cutting edges on the two blades. Each cutter held in place simply by two screws; yet the construction, as shown by cut, is such that the jaws are unusually strong.

JAWS adjustable reversible interchangeable

FIVE SIZES: 6, 8, 10, 12, 14 INCHES
FOR 1-16, 1-8, 3-16, 1-4, 5-16 WIRES
SEND FOR SAMPLE AND PRICES

THE NETTLETON MFG. CO.
MIDDLETOWN, CONN.
Jos. F. McCoy Co., 157 Chambers St., New York
SALES AGENTS

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HARDWARE

THE CLIPPER LAWN MOWER CO

The Clipper Lawn Mower Company, Dixon, Ill., manufacturer of pony and hand mowers, is building a new plant, which, when completed, will provide greatly increased manufacturing and storage capacity. The building under erection is 40 by 150 feet, three stories high, and another building already on the site is 25 by 95 feet, one story in height. The two buildings will give the company a total floor space of 18,000 square feet. In addition to manufacturing lawn mowers the company expects to produce marine gasoline engines.

REDUCTION OF RATE IN IOWA.

Implement dealers in and around Davenport have just been notified by the Iowa railroad commissioners that the freight on iron pumps will be reduced. The change comes principally through the efforts of S. B. Lafferty of the Red Jacket Manufacturnig Co., who has been one of the most enthusiastic advocates of the measure. The new ruling of the commissioners provides that after February 24, iron pumps will be reduced from first to third class, which means a corresponding reduction in the freight rate.

F. E. MYERS & BROS.' GOOD REPORT.

F. E. Myers & Bro. report that the loss of their shipping warehouse and a large amount of finished goods has not caused any delay in filling their orders. Their shipments during the months of January and February were larger than a year ago, and they have the largest business booked of their career. The increased capacity of their work by the addition of a large machine shop and nearly one-half larger capacity to their foundry, and running all night turns, has enabled them to take care of their customers in this satisfactory way. Having this increased capacity and a good supply of raw material they are in position to make all shipments promptly.

EMPLOYING A LAWYER.

A little knowledge of law may be a dangerous thing; still the business man who would depend upon his attorney to direct his every movement that had a legal bearing would be hopelessly handicapped. Some business ventures require quick decision when advice is not available; others are too trivial to warrant it. The ordinary business man can determine readily enough whether the amount involved in a contemplated action would be enough to make a "taking the chances" policy unwise. The real question is, "what else is involved." Is the action limited to the one transaction or does it possibly entail future obligations? This he should always determine before signing any contract or in any way binding himself either by his own knowledge or through legal advice.

It is a pretty safe rule to consider every contemplated act first from the standpoint of future responsibility and, having that disposed of, the question of lawyer or no lawyer may be very easily decided from the merits of the case.

CHICAGO CASH BUYERS' UNION.

A receiver was appointed to take charge of the affairs of the Cash Buyers' Union First Co-operative Society at Chicago on February 26th by Federal Judge S. H. Bethea. The concern was capitalized at $5,000,000 and sold shares among farmers and laboring people all over the country. The action was taken on the petition of three creditors, whose claims aggregate $700. These companies acted at the direct instigation of the postal authorities, who have been conducting an investigation of the company during the last six months. Criminal prosecution depends upon the examination of the books, which will be taken up under the receivership.

The postoffice inspectors say that $1,027,000 worth of common stock has been sold. Julius Kahn, formerly with Sears, Roebuck & Co., is president. Admitted liabilities are close to $300,000, and it is estimated that the merchandise on hand is not worth more than $150,000. The open bank account of the society is $00.

The court gave the receiver permission to go on with the business of the company, so far as cash sales are concerned. Sales of stock, however, will not be allowed. Payment of the employes also was allowed. This amounted to $2,770. A petition was filed by Assistant County Attorney Jones for the payment of the personal property tax of the company for 1905. This tax amounts to $1,047. Kahn had mailed a check for the amount to Treasurer Hanberg, Mr. Jones said, but the bank had refused to honor it. On a recent date the opinion was expressed by Receiver E. C. Day that the Cash Buyers' Union would find a way out of its difficulties.

THE USE OF TROUBLE.

Worry is an expensive luxury, but there is nothing like a little concern and uncertainty about the future to keep the rust from gathering. There is a lot of stimulus in occasional misfortune and the man who can sit complaisantly down and watch Dame Fortune smile at him isn't in it as a business hustler with the fellow who has to make his raids upon her cupboard when her back is turned. A bed of down is far more comfortable at the time than one of thistles, but the latter furnishes a great deal more inducement for an early business rising.

THE PERMANENT EMPLOYEE.

There is a well defined prejudice against the third-term office seeker but the wise business man will not allow that prejudice to enter into his office management, for it is not good business whether it is good politics or not. The salesman who is only pretty fair is worth a good deal more in a concern with the goods and methods and customers which he is familiar with than in any other place or than even a better salesman would be in his. It is true that a new man could soon learn the methods and he is probably familiar with the goods already, that is the small end of it. He cannot readily acquire all of the individual peculiarities of *your* customers as the man who has been selling to them for you for the past year knows them.

An old horse dealer used to say that every time two men traded horses both of them lost 25 per cent., providing neither one got cheated, because no man could get the same service out of a strange horse without injuring it, that he could out of his own and he lost that much before becoming accustomed to the new one.

The same rule applies with even greater force to the employment of office men and clerks. Don't trade; don't shift about. Life is too short to break in new men constantly. Choose carefully at the start and when you take a new man upon your force regard him as a permanent fixture. Use the energy you would expend on hunting up a better clerk in making a better clerk of him, then keep him working for you as long as he works for anyone, even if he asks more pay as he becomes worth more. If he goes from you he will naturally seek employment in a smaller line among your competitors and may, with his personal knowledge of your customers, take some of them with him. At any rate the effort spent in hunting and training new help may as a rule be more profitably employed in strengthening the old force; for that is the initiatory expense which is always the heaviest and most unprofitable part of any investment that is not of a permanent nature.

ANIMAL PECULIARITIES.

Tortoises and turtles have no teeth.

All animals which chew the cud have cloven feet.

Both mandibles of the parrot's beak are movable, but most birds are able to move only one.

The deer is furnished with supplementary breathing places in addition to the nostrils, and this would appear to be an extraordinary provision of nature giving the beast of the chase a free respiration.

The stork is partial to kittens as an article of food, and finds them an easy and wholesome prey; and the cats reciprocate by a love for young storks.

The frog, owing to its peculiar structure, cannot breathe with the mouth open, and if it were forcibly kept open the animal would die of suffocation.

Whalebone is found in the mouth of the whalebone whale, where it forms the substitute for the teeth, of which otherwise the animal is destitute.

Pigs are poor swimmers, their forelegs being set closely under them, and when they fall into the water they sometimes cut their throats with the sharp points of their cloven feet.

Fishes swallow their food hastily and without mastication, because they are obliged unceasingly to open and close the jaws for the purpose of respiration, and cannot long retain food in the mouth when quite shut.

The faculty the chamelon has of changing its color has been attributed to the protective instinct of the animal, by which it seeks to render itself less observable by enemies by assuming the color of the bed on which it lies.

The hump on the back of the dromedary is an accumulation of a peculiar species of fat, which is a store of nourishment beneficently provided against the day of want, to which the animal is often exposed. The dromedary, or camel, can exist for a long period upon this lump without any other food.

O. S. M. in *Success.*

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FORFIGN COUNTRIES $2 50

CHICAGO - - - - - 1164 Monadnock Block
C. H. GREENE, Representative

DETROIT, - - - - - 61 West Congress St.
G. T NEWKIRK, Representative

L. E. MACINTYRE, - - - President.
A. P. MITCHELL, - - - - - Secretary and Treasurer
HENRY HOPKINS, - - - Editor.
J. W. PENTZ, - - - - - Advertising Manager.

MARCH 10, 1906

Editorial Trade Review

The number of conventions of the retailers of the country is drawing toward a finality and as state after state shows an organization of 600 or 700 members each they show at least an interest which brings about an unselfish altruism that will result in more uniform profits that are proper and commendable, resulting in a greater volume of business and a more equable division of customers so as to keep the local trade well in hand. Numbers of papers have been read at the various gatherings detailing how a successful business can be done profitably, and told unselfishly by competitors in a manner that takes one into their confidence as belonging to the same guild, and entitled to the information. The relations existing between the retail dealers and the jobber are more clearly defined and can be safely depended upon, the jobber having come to the meetings and answered adverse criticism frankly and insisting with the manufacturers on his rights, telling him to keep within his own domain and leave the retailer "to his friend the jobber." The manufacturer has been wrestled with conscientiously, to let the catalogue house alone and cease to supply a class of trade that the retailer regards as his arch enemy. So that the catalogue house, to get the goods on which they founded their business, is compelled to a great extent to use some of their immense capital in manufacturing a large portion of it. Anything springing up that threatens the vitality and general usefulness of the dealer, a united organization of all concerned can be depended upon to wipe it out of existence or know the reason why.

There has been a very gratifying trade in all lines of goods for February so that when comparisons are made with previous years the fact remains that 1906 is telling a flattering tale and maybe a magnificent business is indicated by the daily activity that accompanies this sanguine view of its early wants.

So many jobbers have stocked up during the four months past and advances in every line have made this cause a good one to be guided by, that they can honestly shade the market on many good things and make dealers reap the advantages by so doing. The active demand they felt satisfied would prove the good market of the Spring trade has resulted in making it an eager one to cater to, and the volume of trade continues large and will be found to affect favorably the increasing business of the future which already is evidencing a strength both satisfactory and profitable to all concerned.

The season has been such an open one that the retailers who booked orders for what is usually considered early enough, have found a demand still earlier and have been urgently begging for shipments in advance of anticipated requirements that cannot always be responded to. This includes such staples as Nails, Wire and Fencing with which to commence the trade of the season; so that jobbers report a state of traffic thus far in the year the figures of which on the articles it includes that has never been reached before, which if continued throughout the year will be unparalleled. This feeling of sanguine eagerness in regard to all transactions indicates a growth in the customary confidence usually affecting buyers, and manufacturers are preparing by increasing facilities to be ready to fill the orders from jobbers which they know must come.

The constantly increasing population promises increasing acres of our domain that will be added to our crops annually, only to know the wealth will follow that makes our country's prosperity. We are growing marvellously, crowding over into Canada and increasing the wheat fields of that great northern domain at a rate that excites wonder and astonishment where conservatism is the rule rather than the reverse. And building operations on an extended plan permeate the West and Northwest with the scale of improvements which follow, that promises a steady consumption that will make this year present a period of growth in the Hardware trade unsurpassed in its volume and wider in its distribution.

There has been an increase made in the number of factories who can see good money in manufacturing Hardware and a number of plants have been started, making special branches of Hardware in the North and Northwest. While the factories that have been added are not in all cases large or noteworthy, they have confined themselves to making specialties that meet with a ready sale. Then again companies already prominent on the market have largely increased their capital for additions to their present works, increasing their ability to turn out goods, thus adding greatly to the general productiveness.

THE CLERK'S SPARE TIME.

If your clerks came with a demand for a one or two hour decrease in the length of their working day the chances are that the demand would not be willingly conceded; but how much more than that time are they now really serving you? After taking into account their idle time between the demands of successive customers upon them is it not true that their actual average daily service is curtailed by an hour or two? The mere fact that they are on hand prepared to work is not of itself a source of profit for their employer until he is able to utilize this readiness to his own advantage.

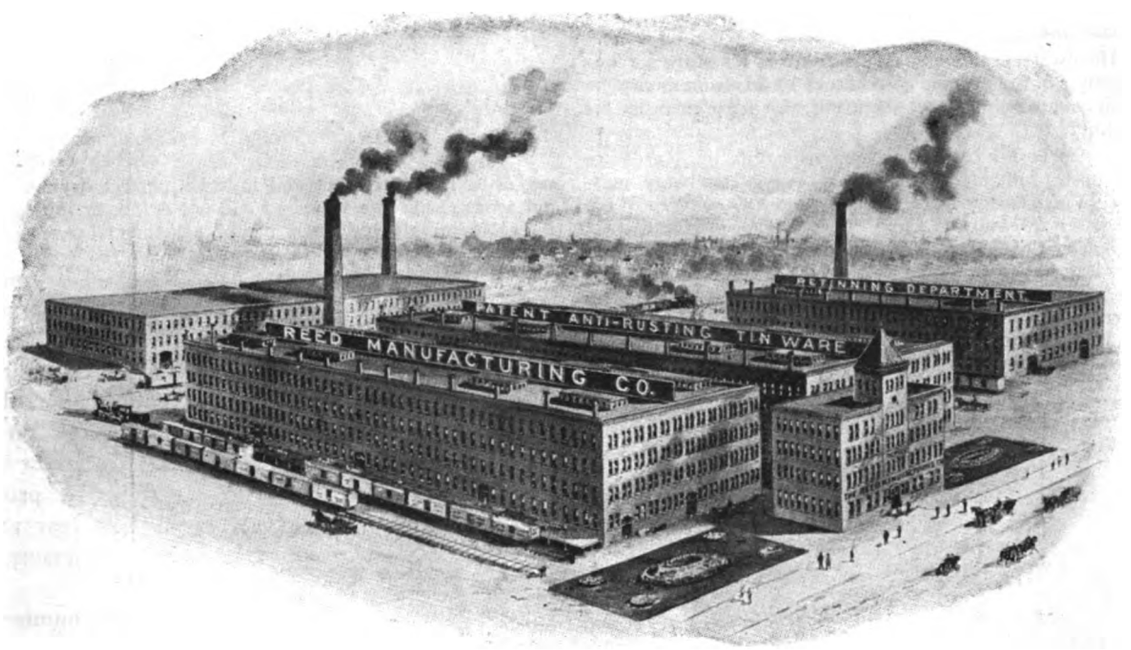
To devise between-time occupations that are evidently intended to use up their idle minutes more than for any other purpose is to secure their ill-will without obtaining their very hearty co-operation. That is the sort of thing which stirs up the spirit of "getting even." Instead some useful form of invoicing work, or labeling or arranging, for each one in some special department should be devised, something as much a relief as possible from the regular duties and that will at the same time awaken a certain interest in its completion. Then don't make the mistake of telling them that you see they have a little spare time which you wish to utilize. Tell them instead that you are anxious to get this list made out or these goods labeled as soon as it can possibly be done without interfering with their other work; "just watch your chance and get it done as soon as you can." A discreet manager will keep the between-times of his clerks profitably employed in tasks in which they will take a personal interest and will render willing assistance if worthy of their hire.

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PROFIT MAKING LINES

REED'S FLINTSTONE ENAMEL WARE.

The illustration herewith shows the present plant of the Reed Manufacturing Co., of Newark, N. Y. The rapid growth of this concern is indisputable evidence that Reed's Patent Anti-Rusting Tinware, Reed's Extra Heavy, Hand-Made Pieced Tinware; Reed's Retinned Plain Stamped Ware, and a special line of full weight Copper Nickel Plated Ware, Planished Copper Wash Boilers and Aluminum Galvanized Iron Ware, are "Profit Making Lines" for the Hardware dealer. Their complete catalogues for all these lines can be had for the asking.



PLANT OF THE REED MANUFACTURING CO., NEWARK, N. Y.

Their Three-Coated Enamel Steel Ware—*"Flintstone"*—however, has broken all records so far as sales are concerned. As soon as it was placed on the market it met with such favor everywhere that the Company had to increase its facilities. Last year they trebled their output, while the demand for Flintstone Enameled Ware is steadily on the increase.

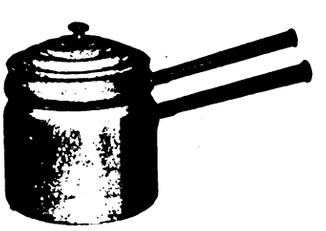


FLINTSTONE BASIN.

The reason for such popularity is not far to seek. The chemicals used in its manufacture are especially imported from Austria and Germany in the raw state, and the duty on same being insignificant when compared with the duty of the finished product, Flintstone has the advantage over imported ware. Moreover, it has stood the severest tests to which the best chemists of the United States have subjected it, who have pronounced Flintstone free from poisonous ingredients, and practically insoluble. As its name implies, it is as hard as Flint, and the manufacturers claim that Flintstone will outlast any other Enamel Ware made. A Ten Years' Guarantee is given with every piece sold by the manufacturers. Flintstone is light, artistic, cleanly, economical and durable. It is both seamless and sanitary and marks a new epoch in the history of cooking utensils. A handsomely embossed booklet, describing Flintstone is mailed to any one on application.



FLINTSTONE TEA KETTLE.



FLINTSTONE RICE BOILER.

To facilitate the handling of their wares, and especially to meet the growing demand for Flintstone Ware, the Reed Manufacturing Co. has established four branch offices: New York: Irving Bldg., Hudson & Chambers Sts.; Chicago: No. 223 W. 12th St.; Cincinnati: No. 11 East 2nd St.; St. Louis: 118 North 3rd St.



FLINTSTONE BERLIN KETTLE.

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C. A. CHAPMAN'S HOUSEHOLD SPECIALTIES.

PROFIT MAKING LINES.

Among kitchen specialties which appeals most to thrifty housewives and which each Hardware dealer ought to handle, those manufactured by C. A. Chapman, Geneva, New York, are most profitable. They are made profitable because the demonstrations by Mr. Chapman throughout the country, wherever he is called to give them, not only teach the merits of the goods, but also teach scientific cake-making in a way that is so practical and attractive that all housekeepers are sure to be interested and attend many times. These demonstrations can be made perpetual and a very profitable feature of any store, as is proved by the many that have been conducted for years past. The cakes made at these demonstrations are of superior quality and always find a ready sale, on which the dealer receives a profit as well as a profit on the sale of the specialties, thus giving the dealer two profits and many new customers.

If every Hardware dealer had in the front of his store a regular department for the women purchasers of his community he would certainly not only attract them but also keep them as his steady customers.

The specialties best adapted for demonstrations in Hardware stores and most profitable to handle by every Hardware merchant are the Van Deusen Cake Moulds, Van Deusen Egg Whip and Van Deusen Measuring Cup. They are a profitable trio. The Van Deusen Cake Moulds are made solid, will not get out of order, or leak batter as would be the case where the sides and bottom are made loose or detachable. Being made of an extra quality of charcoal tin, they are the most durable moulds on the market; and as they sell at retail prices no higher than any other make, afford a good profit to the Hardware dealer.



THE VAN DEUSEN EGG WHIP.

The *Van Deusen Egg Whip* is made of a solid piece of tin and is the strongest whip on the market. The groove feature adds to its effectiveness and durability. It is clean and convenient, is especially designed for whipping the whites of eggs, and comes in two sizes, retailing at five and ten cents.



THE VAN DEUSEN MEASURING CUP.

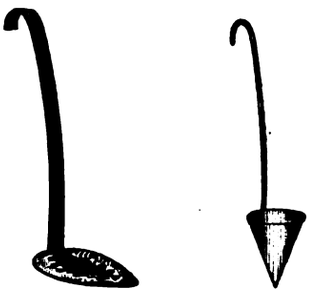
The *Van Deusen Measuring Cup* is an absolutely correct measure—as correct as a pair of scales. One side is marked in thirds and the other in fourths, thereby enabling the user to get any part of a cupful desired. The figures are plainly marked so that there is less chance for making mistakes. These are very important features and make it a good seller. It retails at five cents.



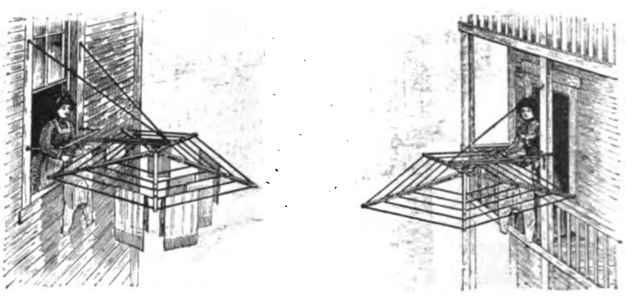
A most practical and economical Corn Popper also manufactured by C. A. Chapman is *More's Reversible*. As one side is made of wire, like the ordinary popper for dry-popped corn, and the other is made of smooth steel for corn popped in the seasoning, this corn-popper really does the work of two ordinary corn-poppers.

Kindred profitable specialties of the Chapman make are the *Superior Skimming Spoon* for removing the scum from food while boiling. It sells at sight. The *Superior Cream Dipper* for dipping cream for milk bottles is an indispensable necessity for those who use milk in bottles, and the demand for this Dipper is steadily increasing.

Another profitable article of the Chapman line is the *Superior Clothes Drier* for use at windows, on balconies and verandas. These Dryers are time and labor savers. They prevent the stealing or soiling of clothes and insure a perfect drying. They are put up as easily as a rope and will not deface or injure the building. No private residence, flat or apartment house ought to be without these Dryers as they fill every requirement.



SKIMMING SPOON. CREAM DIPPER.



SUPERIOR CLOTHES DRIER.

A postal addressed to C. A. Chapman, Geneva, N. Y., will bring all necessary information about demonstrations, catalogues and discounts.

PIKE MFG. CO.'S NEW SOUVENIR.

Pike Mfg. Co., Pike, N. H., have prepared a handy little souvenir consisting of a paper weight, blotter and sharpener, which is designed to be used in advertising the Pike Corundum Wheel. This souvenir has a small corundum wheel attached to a blotting pad, the wheel serving as a handy sharpener for pocket knife, ink eraser, etc., whereas the blotter has six blotting sheets and will be found very convenient for desk use; while the whole makes one of the most convenient paper weights that could be imagined. Those of our readers who desire to add one of these souvenirs to the desk outfit can obtain it by addressing the company as above and mentioning Hardware.



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KENTUCKY RETAIL HARDWARE ASSOCIATION

The Sixth Annual Convention of the Kentucky Retail Hardware and Stove Dealers' Association was held at Louisville, February 20, 21 and 22. Over 75 members were assembled at the Court House at the opening session, others being expected. There was also a good number of exhibitors present, and in this respect it surpassed all previous conventions of the State Hardware Association. The Convention was formally called to order on Tuesday afternoon by President J. D. Frederick of Owensboro, who extended greetings and introduced Mayor P. C. Barth, who expressed his pleasure in extending a welcome to Louisville. U. S. Shacklett of Fulton, who is also mayor of his city, responded to Mr. Barth in a graceful manner.

The increasing membership since the 1905 meeting has been about 40 per cent and the total is now over 150 members.

PRESIDENT'S ANNUAL ADDRESS.

President J. C. Frederick of Owensboro made a thoughtful address from which we make the following extracts:

My experience in association work in the past four years has convinced me that it has passed the experimental stage. The splendid associations in more than 20 States, with an aggregate membership numbering thousands, the largely attended annual State conventions, with hundreds of enthusiastic members taking part in their deliberations, are evidences of their success.

It is not only in the correction of abuses that were injuring the retail dealer; in the defining of our rights and the establishment of a better understanding between the manufacturers and jobbers and ourselves, and in the influence we are bringing to bear upon the enactment of protecting laws. These, it is true, were some of the primary ideas and objects for which these associations were founded, but they are



EX-PRESIDENT J. C. FREDERICK.

FAST BEING OVERSHADOWED BY THE BROADENING INFLUENCES

that are growing out of them.

I hold it to be an undeniable fact that greater good will come to the Hardwaremen from the uprooting of the foolish jealousies existing among competitors and from the recognition of the fact that there is more benefit for each in selling goods at a profit than in a senseless warfare of cutting prices; in friendly co-operation to run their business upon a healthy basis, than from the removal of the catalogue house.

While it cannot be denied that

THE CATALOGUE HOUSES ARE A GREAT INJURY TO OUR BUSINESS,

it is also indisputable that our associations have become great training schools and are year by year better instructed to meet the enemy. Some there are who believe that mail order houses have come to stay, and it may be that they are right. The birth of these houses may have been an accident, but their phenomenal success would indicate that they met a "long felt want" and are filling it. It should be our business to find out what that want is and fill it ourselves. Is it that we have been careless about letting the people know about the goods we have to sell? Have we been indifferent about meeting the demands of our customers for certain goods they want, but which we thought "wouldn't pay" to carry? Have we preferred to sell $100 worth at 50 per cent. profit rather than $300 worth at 25 per cent.? If our associations are waking us up to these facts

IT WILL NOT BE LONG BEFORE WE BEGIN TO FIGHT

for what should belong to us, and then the catalogue house will no longer trouble their dreams, but will be having troublous dreams itself.

Another danger and a grave one, that at present threatens the retail dealer and jobber in every line of business, is the different parcels post bills that are being introduced in various guises and backed by mysterious though powerful influences. It is imperatively necessary for every retail dealer to watch these measures, and to write to the several Representatives and Senators in Congress protesting against the enlargement of privileges now existing and urge the adoption of a 1-cent letter postage rate.

I feel highly encouraged by the growth of our association, and by the enthusiasm and spirit of hopefulness that possesses it. I fully believe that

WE HAVE PASSED THE CRITICAL STAGE

and that henceforth it will continue to increase and will take the place it should occupy in the ranks of the State associations. With a comfortable sum in our treasury left over from last year, with a profitable advertisement acccount in this year's programme and with the increasing interest among the Hardware dealers in the State, the outlook is bright indeed.

SECRETARY'S REPORT.

The report of the Secretary, John R. Sower, Frankfort, gave a review of the work of the year. We give the following brief extracts from it.

The past year has been a very busy one. I have endeavored to create an interest in our association by sending out circular letters to every Hardware dealer in the State from time to time. My efforts, while not entirely successful, have been encouraging, and I believe most of you will be satisfied with the results.

I FIND IT HARD TO CONVINCE BROTHER HARDWAREMEN

that they have time to come to our convention. Just before the convention I sent out 700 postal cards, enclosed with a circular letter, asking each dealer to write me if he could attend our convention. I find that most of those who could not attend gave as an excuse that they could not leave their business. I wish every Hardware merchant felt as I do about this association. I would come if it were only for the privilege of meeting my fellow Hardwaremen and hearing how they run their business. I learn something every time I come. A few grievances have been reported, all of which I believe



U. S. SHACKLETT, PRESIDENT.

have been properly adjusted. I sent out during the year 4,000 circular letters. I wrote about 150 letters soliciting advertisements for our programme, and from a financial standpoint I believe you will agree that it is a success.

There were 17 new members enrolled during the year.

"THE RETAILERS, THE WHOLESALERS AND THE MANUFACTURERS"

was the subject of a paper by U. S. Shacklett of Fulton, from which we make a few extracts.

There are many lines of goods that can be handled profitably direct to the trade, but while there is one line that will be successful that way there are a great many that will be very unsuccessful. I feel that the jobbers are taking on some things that they will find very disagreeable to themselves, as well as getting both the retailer and jobber into trouble. That is along the line of Stoves and Implements, and such goods as require repairs, which being changed from year to year, one line of goods and then another, are creating a great deal of trouble.

I have always been very

FRIENDLY DISPOSED TOWARD THE JOBBERS

and the manufacturers, too, from the fact that I have a great many friends among both, but I find that when you simmer it down to dollars and cents, they are all cold blooded and when the retailer thinks he has a cinch because some jobber tells him that his credit is unlimited he is badly fooled. They are looking for our business while we are prosperous and are looking for our money when crops are bad. Whenever we do not get the money they get awfully busy and never stop to think that all our money is tied up with our customers and it may be perfectly good. That is my experience. Perhaps it is yours also.

I find among the merchants of the Pennyrile District after visiting several of them that practically all jobbers in one line or another are sneaking a fine wildcat trade, notwithstanding every one of them is ready to jump on the manufacturer because he happens to sell the retailer direct and happens to get a little of his business. Then they are all ready to say the retailer should not kick.

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I find from coming in contact with a large number of manufacturers and jobbers that they are not acquainted with conditions surrounding the retail Hardware dealer. In the first place, the retailer has to stand between the jobber and the manufacturer when, the question of quality arises, and the

RETAILER NATURALLY HAS TO MAKE ANY DEFECTS GOOD.

A great many of the jobbers and manufacturers are very slow to make good these defects, however plain and simple they may be, and it forces us to either lose their business or lose the price of the goods. We realize that we can be and will be imposed on in some cases, but we feel that the other end of the line should not expect us to be devoid of common judgment in the matter. On the other hand, I find some manufacturers and jobbers quite liberal and we have never had very much trouble with their goods.

"IMPROVING SALESMANSHIP."

President Frederick called upon Frank Semple of the Simmons Hardware Co., St. Louis, to address the meeting on the subject of "Salesmanship." Mr. Semple said in part: "The way to increase profits in business is to increase the efficiency of the selling end. We all know that a salesman who understands his business will sell goods whether the customer wants them or not. If you want to increase your earning power, increase the selling power of your men. Have the salesman who sells your goods get your clerks together and explain how and tell why the particular article he is selling possesses merit. Then when a clerk gets to understand the merits and demerits of a specific class of goods give him that line and he will handle it at a profit. Cultivate affability in your clerks and a desire to please." Mr. Shacklett said he sent one of his men to the plant of the Ringen Stove Company, St. Louis, to acquire a knowledge of the construction and operation of a gasoline stove and with good results. "Where customers, particularly ladies, had formerly been prejudiced against the gasoline stove, considering it dangerous, the young man clerk in taking the stove apart is able to make its construction and operation so simple that he is now hardly missing a sale. This experience also increased his capacity for selling coal oil stoves." Mr. Shacklett thought the idea could well be adapted in many other Hardware lines to advantage.

THE IMPORTANCE OF MIXED PAINTS.

P. C. Frayer, a salesman for the Acme White Lead and Color Works, Detroit, Mich., read a paper on the subject of "Mixed Paints and Why Hardware Merchants Should Handle Them", which we intend using in the immediate future.

INDIFFERENCE IN WINDOW DRESSING.

A. Steitler, Jr., of Owensboro, read a paper on the above subject, from which we extract the following:

I believe many Hardware and Stove dealers are not keenly alive to the spirit of the times. Some of us are more or less indifferent to our best interests. We are not

MAKING THE MOST OF OUR OPPORTUNITIES.

We do not fully realize that conditions in the business world have changed and are still changing; that to conduct our business in the old fashioned way, in the face of present methods and conditions, will at the most only yield us a living; but the chances are we shall be forced out of business by our more progressive competitor.

Among the many methods that the merchant has to use for advertising, the most direct.

BEST AND ATTRACTIVE MEANS IS THE SHOW WINDOW.

The success of a tasteful window is best manifested by the interest it produces in the passer-by. One person looking and remaining before a window will invariably draw others. Show cards are a very necessary adjunct for an attractive window. They can be made by most any one, always using neat, white cardboard and making a neat letter and figure with Letterine and a brush or a good rubber marking set, for it is very important to have most goods marked with a neat price ticket and often new goods or specials with a descriptive card.

Some merchants do not favor putting prices on articles unless they have special values. Have you ever found yourself looking into a show window, and without a price you found little interest in the display, but

WHEN PRICE CARDS WERE DISPLAYED YOU WERE IMPRESSED

with the price of the article and when in need your mind drifted back to where you saw the item and the price was impressed upon you?

In building a new store or remodeling same the mistake too frequently made is that the base of the window is built too high.

The floor of the window should never be higher than 18 inches over and above the level of the sidewalk and on a line with the front. The display in the window should be brought before the eyes of the passer-by in a natural manner. For instance, a Range, Heater or Refrigerator should be on an even level, but if the same articles were seen 3 feet high in a show window the effect would be seriously diminished.

To appreciate the value of window displays you should do a little figuring. How many people pass your place in a day. If the average is five a minute in the eight busiest hours of the day 2,400 people would pass your window. This number, 2,400, represents what in newspaper parlance is called "daily circulation." Now your show windows occupy, say, 100 square feet of space, and in it you can display attractively quite a line of goods, changing the [illegible] as you wish. In a daily newspaper with an actual circulation of 2,000, five square inches (not square feet) would cost approximately $5 per day, and in this space you can put only illustrations of the articles themselves and as a rule the illustrations but imperfectly represent those articles. Now your window space presents a surface of 288 times as great as your $5 newspaper space, has depth in addition to surface, and in it can be displayed the articles themselves, true to life as to color, size, shape and everything, and furthermore they are seen at the entrance to your establishment, inside of which

A SALESMAN STANDS READY TO GIVE ADDITIONAL INFORMATION

and exercise his ability at making a sale.

This window space is yours every day and all day. It presents wonderful possibilities as an advertising medium, and it's up to you to get those possibilities out of it. If newspaper space, properly used, is worth its cost (and we are firmly convinced it is), how important it is that so

VALUABLE AN ADVERTISING MEDIUM

as show windows should not be neglected.

You no doubt realize that Hardwaremen, as a rule, devote far less attention to their show windows than they should, usually contenting themselves with the fact that their windows are merely to complete the effect of their store building and not for the purpose of selling goods; such merchants generally use show windows for a sort of catch all, for goods which cannot be conveniently displayed elsewhere.

"THE COUNTRY HARDWARE MERCHANT AND HIS STORE."

was the subject of a very interesting paper read by John W. Read of Hodgensville.

SELLING SAWS.

A paper of considerable interest was that read by G. W. Clark of E. C. Atkins & Co., Indianapolis, Ind., on the above subject.

George A. Cubbage, of Leitchfield, read a paper of more than usual interest on the subject of

HOW TO DERIVE BENEFIT FROM THE ASSOCIATION.

Mr. Cubbage pointed out some of the many advantages secured by the members especially through attendance at the annual gathering. He urged the members to put their whole being into the movement and to get competitors to join and do likewise.

It was decided to make the

COMMITTEE ON LEGISLATION

a much more active one than it has been heretofore. Some of the subjects that will receive their attention will be:

A change in the exemption laws so that they will protect the merchant in place of the dishonest debtor; changes in itinerant venders' or peddlers licenses; garnishee laws; reduction in the license in selling pistols; etc. The laws of Kentucky provide that in order to sell pistols the merchants must pay an annual license fee of $100. This law is prohibitive, not of the sale of this class of goods, but of the sale of pistols by the merchant, as the catalogue house is a direct beneficiary and is supplying the demand and reaping the harvest in this field cleared of competitors. The state itself is losing practically all revenue from this source, where a modified fee would yield considerable income.

N. A. Gladding, Vice-President of E. C. Atkins Co., Indianapolis, Ind., urged the members to pledge themselves to bring at least one new member with them to the next convention. He spoke of the great good derived from the Association work, which is bringing manufacturers, jobbers and merchants into more harmonious relations.

ELECTION OF OFFICERS.

Officers were elected for the ensuing year as follows:

PRESIDENT, U. S. Shacklett, Fulton.
FIRST VICE-PRESIDENT, Paul Wagner, Louisville.
SECOND VICE-PRESIDENT, John W. Read, Hodgensville.
SECRETARY, John R. Sower, Frankfort, (re-elected).
TREASURER, A. Steitler, Jr., Owensboro (re-elected).

The Executive Committee is composed of the officers.

The following were chosen delegate to the National Convention: J. S. Ogden, Ashland, and John R. Sower, Frankfort; alternates, A. Stietler, Jr., Owensboro, and J. W. Mahan, Lawrenceburg.

Lewisburg will be the convention city again next year, the date of meeting will be set later by the Executive Committee.

THE COMMITTEE ON RESOLUTIONS, composed of John W. Read, J. C. Kirchdorfer, Albert F. Lamb and Henry Jansen, reported the usual resolutions of thanks, which were unanimously adopted.

Following adjournment many members accepted the invitation of the Belknap Hardware and Manufacturing Co. to make an inspection of its plant.

Thursday afternoon was devoted to a banquet given at the Galt House, at which Colonel Morris B. Belknap presided as Toastmaster, and a number of appropriate speeches were made by Mayor Paul C. Barth of Louisville, J. C. Frederick, Ex-President of the Association, A. Y. Ford and J. J. Fitzgerald of Louisville, as well as a number of impromptu speeches made by several persons present.

EXHIBITS.

In the parlors and many rooms of the Galt House there were a large number of exhibits present, both of the manufacturers and jobbers, and a very handsome display of goods was shown in each and every case.

DEATH OF FREDERICK T. TOWNE.

Frederick Tallmadge Towne, General Superintendent of The Yale & Towne Manufacturing Company and younger son of Henry R. Towne, the company's president, died at his home in Stamford, Conn., Sunday morning, February 4, of Bright's disease.

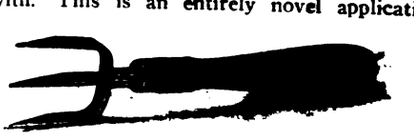
Mr. Towne was born in Stamford March 5, 1872, and after preparatory courses in Stamford schools and St. Marks' School, Southboro, Mass., entered the Massachusetts Institute of Technology. After leaving college he entered the works in Stamford and regularly worked his way up through the various departments, studying the business and methods of management, with the sole purpose of qualifying himself intelligently to make a specialty of a business then highly specialized.

At the time he had fairly qualified himself for serious work in the Yale & Towne works his father, Henry R. Towne, was still living in Stamford, and he became his father's assistant. Later, when his father transferred his residence from Stamford to New York, in order more effectively to direct the affairs of the company from its general offices, which were also transferred at about the same time to New York, he became first the assistant general superintendent and finally the general superintendent in charge of the entire management of the company's plant and responsible therefor directly to the president. He has held and ably filled the position thus implied during the past six or seven years.

In his home and social life, while possessed of a certain quiet reserve, with those whom he knew well he was cordial, sympathetic, a good companion and true friend. In the community where he was born, lived and died nearly every one in active life knew him personally and held him in high esteem. He was a member of the Suburban Club and Wee Burn Golf Club of Stamford, the Engineers' Club of New York and St. Anthony Club of Boston. He is survived by a widow and two sons.

STANDARD PRESSED STEEL ICE PICK.

The Standard Stamping Co., Albion, N. Y., are placing before the trade the Standard Pressed Steel Ice Pick which we illustrate herewith. This is an entirely novel application for the



STANDARD PRESSED STEEL ICE PICK.

purpose and one that promises to prove an effective one. It is ten inches in length, and is provided with three prongs of pressed steel heavily retinned and has handles 6 inches long, ferruled with the same metal, which makes a very substantial and useful tool that can be used either for an ice pick or garden fork.

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BICYCLES AND THE HARDWARE DEALER, No. 3

When the Nineteenth Century dies and the Twentieth Century is called upon to carve an epitaph upon its tombstone, an epitaph must be carved extolling wonderful progress in easy selling Hardware specialty lines. In no other field has such marked development been known. During this entire century, advance has been an omnipresent watchword. One side line has followed another. To-day's effort has surpassed that of yesterday, and acted only as a stepping stone to the greater effort of to-morrow. It has been an age when the greatest instinct, the keenest forethought, the highest degree of excellence has triumphed in its respective specialty field. There has been little room for loiterers. The pace has been swift and fast and only the most masterful have remained to tell by results they have achieved, the story of their exertions and triumphs.

In no field has progress been more marked than in that of bicycle making and selling. It is the king of mounts. It is adopted as the journey companion. No life is perfect unless enlivened by the delightful exercise and health it helps to create. But, to give perfect enjoyment, the wheel must be a perfect machine. It must be perfect to look upon and perfect to ride upon. It must have ease of action and be supplied with that apparent feeling of response that makes the rider and the machine almost a single being.

The present bicycle manufacturers seem to be ever conscious of one duty—one ambition—something better—something truer—something more simple, lasting and satisfying. With bicycles of distinctive design, equipped with everything helpful to comfort and pleasure, the unanimous opinion among the trade is that the bicycle has been lifted up to a plane it has never risen to before. The bicycle of to-day is not only absolutely accurate in every detail, but in construction throughout, is most simple and easily mastered. The demand for good bicycles is constantly increasing as is best shown by the flood of orders pouring in and the insistence with which the general public call for new mounts. The time has gone by when a bicycle can be considered a luxury. It is entertainment—it is an out-door exerciser—it is an investment to prolong good health and cheer. The bicycle as a means of conveyance and an economizer of time makes it especially adapted as a vehicle for either pleasure or business purposes, for the use of men and women in all classes of life.

"But how am I going to learn to ride it?" is the first question the would-be cyclist is liable to ask the dealer who wants to sell him a bicycle. Riding a modern safety is quickly and easily learned, but where the prospective rider is inclined to be nervous, perhaps the following instructions may prove of value and assistance:

Get an old wheel, if possible; if not, take your new mount, adjust the saddle low enough for the ground to be easily reached by your feet while seated in the saddle. Remove the pedals, choose a level bit of road, get astride the saddle, push the wheel along until it has headway, then raise your feet from the ground, maintaining your balance until the machine finally compels you to place one or both of your feet upon the ground. Repeat this until you have learned to balance yourself and have acquired the confidences begotten thereby.

You will find it necessary in learning to ride, to unlearn much of your previously acquired knowledge regarding the art of balancing. The whole secret of wheel balance lies in doing just the reverse from what you feel inclined to do, namely, when the machine begins to incline toward the left, turn the steering wheel to the left; if you are falling toward the right, turn to the right. Once you have learned to do this so as to do it unconsciously, you are more than half way through your cycling novitiate. Endeavor to avoid sudden and violent pulls at your handle bar at this stage of learning.

When able to balance yourself on the machine for as great a distance as the wheel will run from the momentum given it by a shove from your feet, find a smooth road with a slight down grade and gradually take the machine nearer and nearer the top, as each succeeding trial gives you confidence. Steer as straight always as you can. After awhile, practice balancing on the step. Place your left foot on the step, giving a slight shove off down the incline with your right foot, raise yourself on the step, resting all your weight on the left foot, remaining in that position s long as the motion of the wheel keeps it upright.

When you can balance yourself with some confidence both in the saddle and on the step, start down the incline on the step and while in motion, glide smoothly into the saddle. The length of time required by the beginner to learn the art of balancing varies considerably, but usually it can be fairly acquired in three or four lessons of an hour or two each, and with ordinary caution, no falls need be experienced.

Having reached this stage, replace the pedals, raise the saddle a trifle, still however not so high that your toes cannot touch the ground start down the incline as in previous practice, and while keeping your attenton chiefly on the steering and balancing, feel cautiously for the revolving pedals beneath your feet. At first, try only to follow them around, and take your feet off at the first decided symptom of wobbling. After a little practice at this, begin to press gently on each pedal as it goes down, and you will soon learn to propel yourself.

Woman should take a long time to habituate her muscles to the new exercise; and even when she is perfectly at home on the wheel, she should remember her sex is not intended by nature for violent muscular exertion, and that bicycle riding is suited to her needs only for the reason that it spares any serious effort. Every time, therefore, that a woman at home on the wheel contemplates a series of long rides, she should enter on a course of gradual training. Disdaining this precaution, she is in greater danger than a man of subjecting herself to extreme exhaustion, muscular pains, general malaise and that form of fever which characterizes the abuse of exercise by subjects who are not properly prepared. And even when a woman has cautiously prepared herself and has trained for the work, her speed should never be that of an adult man in full muscular vigor.

Women should furthermore avoid excessive speed on the wheel; not only does fast riding require too much energy but it is too great a strain on the heart. Women are more readily winded; the heart is more sensative. We know that in muscular exercises which are too rapid and continuous, the heart arrests the athlete—it is not so much the muscular effort. Indulgence in rapid riding involves the imminent danger of foregoing all possibility of salutary gentle exercise.

A very usual mistake is for the bicyclist to ride machines which are too large. The advice of good and experienced riders—never to have the legs at full stretch when riding—is amply borne out by practical experience. In choosing a bicycle, the rider should ascertain that the middle of his foot, under the instep, touches the treadle, during the whole of its revoluteion. In that case—as the ball of the great toe is the proper one to tread with when in action—the knee need never be quite straight and consequently, the hip-joint also is a little bent. This is of great consequence, as the strain upon the groin is considerable when the leg is forcibly strengthened, and there is liability to rupture.

Another reason why it is dangerous to ride a bicycle with too long a tread is that, when the legs are obliged alternately to be at full strength, the pressure of the saddle comes mainly on the front part of the fork, where it is least easily borne: in fact, it is like riding on a rail. The body ought to be supported on the broad seat, and should rest on the hinder part of the saddle, not on the narrow part of the front, and it is impossible to avoid such a mistake if the treadle be not easily within the reach of the rider during the whole of its revolution.

It may be almost impossible to invent any exercise more calculated to call into play every muscle of the body than bicycling does. The simple act of pointing the toes, as in standing on tiptoe, calls into play something like a dozen muscles of the foot and leg; then the leg cannot be moved backward or forward without using some powerful muscles which are attached to the trunk. The whole leg is at work in propelling the bicycle and every muscle of the arm and body is constantly at work in retaining the balance and guiding the machine.

Regular exercise, in some form or other, is essential to the good health of everybody. It is impossible to estimate how much biliousness, gout, indigestion, accumulation of fat, and various other maladies are engendered by giving up active exercise. The boom of being able to mount the "iron horse" and get a peep of country and a breath of fresh, pure air is immense to those who are employed all day in large towns, and who, but for this steed, could not get away far enough in the time they have to spare after work is done.

In selling bicycles, put in an attractive line of floor samples. Try to make the line appeal to your customers and if your line of wheels is kept in new, clean attractive shape, your trade will soon begin to take an interest in the line.

Get rid of the notion that there is anything complicated or impossible about selling bicycles. Believe that so far as it applies to your trade, the selling of bicycles is easily within your power. Take up the line and go at it without any feeling other than that the successful and profitable selling of bicycles is nothing more than the use of your voice and proper showing up, the same as displayed in making sale of any of your goods. Then, knowing your line and the class of people you are dealing with, the balance of the selling problem is easy.

St. Louis, Mo. G. H. DIRHOLD.

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ILLINOIS RETAIL HARDWARE ASSOCIATION

The eighth Annual Convention of the Illinois Retail Hardware Association was held at the First Regiment Armory, Chicago, on Tuesday, February 20, and the two following days. The convention was so well attended by the Hardware men of the state that at the close of the meeting it was announced that nearly 700 members were enrolled as against over 225 the year previous. This is a record for State associations never previously reached.

At the opening session on Tuesday morning the convention was crowded. The Rev. Austin D. Crite invoked the divine blessing. Mayor Edward F. Dunne of Chicago delivered the address of welcome, which was responded to by Ex-President Chas. H. Williams of Streator.

PRESIDENT'S ANNUAL ADDRESS.

President Frank B. McKenney of Rockford delivered his annual address from which we make extracts as follows:

Of course the catalogue house proposition and all those things have been taken up to some extent and at some length in all of these meetings. It has been said of General Grant that he did not have brains enough to know when he was licked and that was the reason



Frank B. McKenney, President.



Leon D. Nish, Secretary.

that he won the great civil war for his country, and I think that if the Hardware dealers and all other dealers in all the states of the United States did not have enough brains to know when they were licked and kept on fighting until they had the General Jackson (the catalogue houses of the city of Chicago) wiped out of existence it would be just as well. I hope we have got brains enough at least to keep on fighting along the lines we have been fighting on, not only fighting on our own lines but with other lines. It is my opinion that if all the grocery, dry goods, boots and shoes and other lines of industry would fight as industriously as this association and the other associations in the Hardware line that we would have them "going" some: and the most that I can say to you about the catalogue houses is to keep on fighting and you are hurting them all the time.

RAILROAD RATES.

Another thing that we have accomplished to a certain extent that has been a great deal of help has been our railroad rates, which have been materially reduced in the last year, and I expect that they will be still further reduced. We are certainly getting after the railroads through the head of our government at Washington. If we can keep him fighting and Governor Folk and a few others of his class I think in the course of five or ten years we will make a little showing.

CREDIT TO CHICAGO.

As far as this association is concerned I am pleased to state that it is through the efforts of the Chicago retail Hardware dealers of this city that we are meeting in this building and the credit is wholly due to them for this big exhibit, and this display has been one of the best things that this association or any association has ever had, and I hope that you will all appreciate it: and if there is anything that you can do to encourage these men that have been to the expense of coming here and giving us the exhibit they are giving, I sincerely hope that you will do so.

THE FIGURES.

Now we have increased this year in membership over last about 225 members, making in all a paid up full membership of 482 members, I think, or 485. That is a good showing, and the credit is wholly due practically to the insurance proposition that has been in here this year from Minneapolis. It has turned us in about 122 to 125 new members, and they are entitled to a part at least of your business. You get as good security for your investment as you can get and a rebate of from 25 to 35 per cent. each year, which is worth saving: and it is a benefit in a great many ways, not only financially, but in a great many ways helps along the association: but this next year we hope to see this association up to 1,500 people. We have, I believe, in this state about 1,800 eligible members to this association. We have about 500 here this morning and they are coming in every hour. You have got to keep going from start to finish; you have to meet the competitors not only in your own town but in all the bigger towns; you have got to sell your goods at a reasonable price and you have got to keep your expenses down; you have got to do everything you can to turn a cent you way, and there is no better place to get instructed as to how to do so than at your state conventions. I have received more good points from attending state Hardware conventions than from all the Hardware experience I have ever had. I don't care where the man comes from or how big he is or how near he is to the middle class. We believe he has got some points, if you get next to him, that he can tell you that you don't know, and you can tell him something he doesn't know. You take the good things and sift them out and take them home and you will find you have made your expenses and about a hundred per cent. added.

BE UP TO DATE.

In 1879 when I commenced in the Hardware business it required but a small stock of door knobs and a small assortment of this class of goods to meet the wants of the trade. Now to meet the wants of the trade in that class of goods you have got to have $500 to $700 invested. If you have got the goods you can sell them. If you have not got them your customer is going to send to the catalogue house. Now the best argument you can fire at the catalogue house is to have the goods and have them at a reasonable price; have your store cheerful and clean and be at it from 7 o'clock in the morning until you close your doors at night, and then you have got to be pleasant and agreeable to your customers and you have got to have the goods to show them, and if you have got the goods you can sell them. (Applause.)

CONVENTION COMMITTEES.

President McKenney then announced the following committees:

Nominations.—C. M. Hurst, Denver; D. M. Norris, Kankakee; E. B. Johnson, Kewanee; J. L. Smith, Chicago; T. C. Conners, Chicago.

Auditing.—Grant Porter, Chicago; Orion Howe, Streator; O. B. Stebbins.

Press.—M. R. Costello, Chicago; C. D. Warren, Chicago; J. P. Eckels, Decatur.

Location of Place for Holding Next Convention.—R. G. Scheurer, Vandalia; Chas. Maurer, East St. Louis; Wm. Bittell, Peoria; E. W. Howell, Dixon; Chas. Kruse, Richmond.

Resolutions.—C. A. Williams, Streator; H. G. Cormick, Centralia; Dan Holder, Centralia.

Special.—L. D. Ray, Belvidere; G. A. Engelhardt, Chicago; Wm. Gormley, Chicago.

The remainder of the Tuesday morning session was occupied by addresses of prominent Hardware jobbers and manufacturers, many of whom were present which included A. C. Bartlett, President of Hibbard, Spencer, Bartlett & Co., Geo. W. Trout of the Trout Hardware Co.; C. W. Asbury, of the Enterprise Mfg. Co., of Philadelphia, and Vice-President of the American Hardware Manufacturers Association.

Remarks were also made by Henry A. Taylor of Chicago, Sales Manager of the American Screw Company; W. H. Bennett of the Lawson Mfg. Co., Chicago; Charles Smith of the Charles Smith Co., F. F. Porter, Chicago; A. P. Reiter of Hibbard, Spencer, Bartlett & Co.; Wm. T. Gormley of Bullard and Gormley, Chicago, and Lazarus Kahn of F. & L. Kahn & Bros., Hamilton, Ohio.

The programme provides for morning sessions only, and this arrangement gives the visiting members opportunities to inspect the exhibits on the main floor of the Armory and to visit the salesrooms of manufacturers and jobbers in the city.

The Wednesday morning session was largely given over to a discussion of fire insurance. W. P. Lewis of New Albany, Ind., Treasurer of the National Mutal Fire Insurance Company, read a paper containing many valuable statistics favoring mutal companies over stock organizations. K. Nentson of the Retail Hardware Dealers' Mutual Insurance Company, Minnesota, also discussed Mutual Fire Insurance Companies, and said among other things that the lowest rate of fire belongs to the Hardware trade. He told of the great strides made by the Minnesota Company, which has saved as large a surplus since its organization as the losses amount to, and as a

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result it hopes to return in the near future instead of 40 per cent. 60 to 70 per cent.

C. A. Peck, Secretary of the Wisconsin Mutual Fire Insurance Company, told of the benefits derived by the insured from that organization.

J. D. Kenyon of the Sheldon School of Scientific Salesmanship, was present and delivered an interesting talk on "The Science of the Selling Side of Trade."

Grant Porter read an able paper prepared by Z. T. Miller, former President of the Illinois and National Associations, who was prevented from attending the convention.

On Wednesday afternoon S. R. Miles of Mason City, Iowa, gave a stereopticon talk on the catalogue house question. At this session Secretary L. D. Nish of Elgin delivered his annual report, from which we give extracts:

SECRETARY'S REPORT.

The secretary has used the influence of this association in conjunction with the Merchants' Association of Illinois for the passage of equitable laws and in the interest of the retail merchant in general.

The secretary has kept in close touch with the National Association and the Joint Committee and furnished the necessary data for Illinois.

Early in last year the Minnesota Retail Hardware Mutual Fire Insurance Company compiled with all the Illinois laws necessary to be admitted to do business in Illinois, but did not get into the field to do active work until last fall, and then they sent Mr. Neutson, and through his efforts some 140 odd new members have been added to our roll.

The association has been a gainer in actual number of new members through the efforts of the Promotion Committee, which was appointed at the last meeting of the association, and to them is due the thanks of the association; and to the knights of the grip we are certainly indebted for the long list of new members which they have sent in. They have kept the secretary posted on prospective members throughout the State and seem always willing to put in a good word for our association. The Illinois Association

WAS NEVER IN BETTER CONDITION.

than it is to-day, having added to its roll of membership during the past year and at this convention a grand total of 317 new members, making a paid-up membership of 600 or over, and all this notwithstanding the lone cry of one trade journal that the Illinois Association's affairs were on the wane. It is to be hoped that each member when he goes home from this convention will remember to get his competitor in line, for it is by members we acquire the financial wherewithal to push our claims.

I believe you can look back over the seven years of our existence and see wherein we have changed our ideas for the better. We no longer attack problems before us with an aggressive whine, but with an aggressive ring true as steel, born of the knowledge of the power of well known weapons in master hands. Advertising, systematizing, better salesmanship will nullify the effects of some of the forces that are working against us and win for us a competency in our old age.

The Report of Treasurer George Engelhardt showed the finances were in good condition.

MR. KRETSINGER'S LETTER.

A letter was read from F. S. Kretsinger, president of the American Hardware Manufacturers' Association, which was in part as follows:

It affords us pleasure to congratulate you on conducting successfully an organization composed, as it is, of active, earnest workers, whose calling is not only an ancient and honorable one but one in which intelligence and ability are marked requisites.

By an interchange of views and concert of action you have done much to correct evils and to minimize competition, as well as to improve conditions generally, and not only for your own individual members, but for the trade at large. Furthermore, you have doubtless learned that an enlarged acquaintanceship among others in your line of work and a free interchange of views on questions pertaining to the occupation brings both pleasure and profit.

We sincerely trust that the result of your deliberations will be a betterment of trade conditions among yourselves and also with those from whom you draw your supplies.

As an association and also as individual manufacturers we have your interests sincerely at heart, and it is our desire to so conduct our affairs as to merit the good will of every distributor, retail and wholesale alike.

Although a large part of our product finds a consuming market through the channels of the jobbers, yet we recognize that the retailer is an important factor, whose influence and co-operation are of value to us—he it is who displays our wares, explains their use and praises their merits to the actual user, whose influence reflects favorably or otherwise.

Our association, as perhaps you know, has a membership making so varied a line that the manner of marketing their wares naturally differs. Some rely largely on direct trade with you, and have little or no trade with the larger buyer, the jobber: some again look altogether to the wholesale trade to distribute their product, and others manufacture such articles as pass directly into the hands of the customer.

Under the circumstances it naturally follows that our association can only act in a general and advisory way in our relations with each other and with the trade at large. For most of the lines of materials and merchandise produced by our members you are the natural and proper distributors to the user of the same, and so we have interests in common to no small degree.

Rest assured, please, of a cheerful willingness and a desire on our part to co-operate with the trade in its improvement and its upbuilding, and we shall avail ourselves of every favorable opportunity so far as it is possible to do so for an organization composed, as ours, is, of industries differing in a very great degree, as ours do.

THE QUESTION BOX.

At the Thursday morning session the Question Box in charge of J. P. Eckles was taken up and the following, among other questions were discussed.

Does it pay a Hardwareman to display 5 and 10 cent articles in his store?

This was discussed by several of the members, and it was their opinion that it was unwise for retail merchants to install a 5 and 10 cent department, inasmuch as they believed that such a line of goods was out of place in the Hardware store.

Is it good policy to make concessions in prices to farmer's clubs on staple articles?

One of the members stated that he did not believe in making a reduction on regular stock. However, a granger in his district came to him and wished to have reduced prices on a large amount of Twine, Wire, Nails, &c. The orders were placed directly with the manufacturers and the commission on this business was given to this dealer. In this way the benefits were derived by the merchant himself, and the odium of making reduced prices was not known in the community as it would have been had the stock been taken from the store.

Is it more effective to handle and push one brand of goods than to carry several brands?

Mr. Eckles said that he has endeavored to put in a line of special brands only and in this way is getting away from competition entirely. He said that he has found this very profitable and intends to expand in this direction.

What is a healthy limit for the expense account as compared with total sales, or what proportion should be figured between the two?

One member carefully outlined his method of recording all expenses whereby at the end of the month he was in position to tell at a glance the expense attached to conducting his business. One of the delegates said that he figures his expense at only 10 per cent., but this was considered very low. Another stated that he always added 10 per cent. to the cost of his goods as the expense for conducting his business and then added a further per cent. for his profit. Another merchant said that he had a talk with a large Hardware retailer in Chicago who employs 60 people, who told him that his average expense was 25 per cent.

Should merchants sell at the same price to everybody or make different prices to different customers?

It was the consensus of opinion that only one price should prevail, and the merchants that had followed out this policy found that in the long run they benefited by having their store known as a trading place where only one price prevailed. Another said that he gave a discount of 5 per cent. on cash sales of stoves, &c., but does not extend this to other lines.

Should a merchant make his remittances by local check or bank draft?

Half of the merchants that discussed this question were paying by local checks and found that remittances by bank drafts were more satisfactory and that no exchange was charged, as the banks were only too glad to extend them that courtesy.

Has any good come out of your Hardware association?

This was discussed at length, and the session almost resolved itself into a testimony meeting. In towns where a number of Hardware merchants are in business and members of the association it was found that better feeling exists, and that price cutting and other unwise competition has been largely eliminated.

RESOLUTIONS.

The report of the Resolutions Committee was adopted as follows:

That we thank the officials of the National Retail Hardware Association for their untiring efforts in our behalf during the past year.

That we heartily indorse the action of the Joint Committee in its efforts to better the conditions of the trade.

That we congratulate our State officers on the splendid results obtained in the past year.

That we extend to the officers and members of the Chicago Retail Hardware Association our sincerest appreciation of the efficient work they have done for us.

That we thank the ladies of the Chicago Retail Hardware Association for the royal manner in which they have entertained our visiting ladies.

That we greatly appreciate the zeal displayed by the manufacturers and jobbers in making their displays and the universal courtesy of their representatives in charge.

That we heartily indorse the attitude of President Roosevelt in his efforts to provide a square deal for everybody in the business world, great or small.

That Governor Deneen commands our commendation for his acts and attitude toward the commercial interests of this great State of Illinois.

That the thanks of the convention be tendered to his Honor, Mayor Dunne, for his kindly welcome.

That we fully appreciate the additions to our membership through the efforts of the solicitors of the Minnesota Mutual Fire Insurance Company.

That the committee recognize the responsibility and economy of the National and all the various State mutual fire insurance companies. They are saving us 25 to 40 per cent. of all premiums paid and we have the example of long established mutuals in Rhode Island that return 82 per cent.

That we pledge ourselves to work individually and vigorously to secure new members during the ensuing year.

That we thank the loyal trade press for the many courtesies extended us.

That we adhere unflinchingly in our position to parcels post legislation.

That we believe 1-cent postage on first-class mail is due our citizens rather than that Uncle Sam should go into the express business to the detriment of the first-class mail, which is the great mainstay of all business.

NEXT CONVENTION.

The committee on places of holding the next convention reported in favor of Chicago. The report was adopted.

The Executive Committee was also instructed to confer with the National Retail Hardware Association, so as to have this body hold its convention next year in Chicago during the same week the State Association meets. In this way it is believed that the Hardware Conventions would occupy a solid week.

INCREASE IN DUES.

The report of the Legislative Committee which was adopted recommended an increase of the dues from $3.00 to $4.00, which becomes effective January 1, 1907.

FREIGHT COMMITTEE.

In the report of the special Freight Committee they reviewed the work that had been accomplished and the reduction in freights granted by the railroads on all shipments within the state so that its efforts were not in vain.

G. R. Lott, President of the Chicago Retail Hardware Association, to whose efforts the success of the meeting was largely due, was thanked in behalf of the Association by Frank B. McKenney, and in response said that the members of the Chicago Association had gained much experience which would be of benefit to them next year.

THE OFFICERS

for the ensuing year are as follows:

PRESIDENT, Frank B. McKenney, Rockford.
VICE-PRESIDENT, F. Giessing, East St. Louis.
SECRETARY, Leon D. Nish, Elgin.
TREASURER, H. E. Gnadt, Chicago.
EXECUTIVE COMMITTEE.—Three-year term: T. J. Mathews, Mt. Vernon: D. M. Norris, Kankakee. Two-year term: G. McCurdy, Bloomington.

The following standing committee were chosen:

LEGISLATIVE.—C. H. Williams, Streator: Geo. Harns, Peoria: J. L. Smith, Chicago: C. Hauss, East St. Louis: Henry Murphy, Galesburg.
INVESTIGATING.—Orrin Howe, Streator: H. A. Uehren, Aurora: F. D. Johnson, Kwanee: C. E. Maurer, East St. Louis: C. H. Albright, Newton.

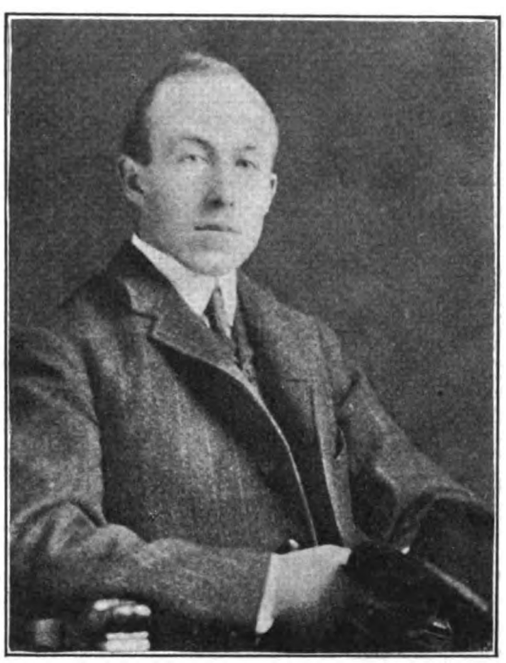
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CONNECTICUT RETAIL HARDWARE ASSOCIATION

The fourth annual convention of the Connecticut Retail Hardware Association was held in New Haven, Tuesday and Wednesday, February 27 and 28. The attendance was a very good one. It was the first time in which the Connecticut Association had ever held a two days' session, and the entire success of the result showed that it was important they should never hold a shorter meeting.

The first day's session opened at 1:30 o'clock P. M. in the Chamber of Commerce. The meeting was called to order by President Charles G. Agard. The appointment of committees by the chair was the first thing in order, as follows: On resolutions, W. A. Church, Derby; Eli C. Birdsey, Meriden; F. T. Terry, Ansonia; John M. Paige, Naugatuck. On nominations,



George J. Bassett, President.

F. L. Lightbourn, New Haven; George D. Buck, Naugatuck; F. W. Hallock, Derby; G. M. Merwin, Winsted; Frank W. Palmer, Stamford. Question Box, W. H. Burchell, New Haven; Irving C. Treat, Hartford; Charles M. Beach, New Milford; W. U. Harris, Waterbury; A. H. Abbe, New Haven. Constitution and By-Laws, L. L. Rosenberg, New Haven; W. D. Williams, Hartford; W. A. Church, Meriden.

After the reading of the minutes of the last meeting and ordinary routine business, President Charles G. Agard delivered his annual address.

THE PRESIDENT'S ANNUAL ADDRESS.

With this our fourth annual meeting permit me to congratulate you on our successful association. I am pleased to say we have made large gains in our membership, have had more interest shown in our several meetings. Representing as we do nearly three-fourths of the Hardware dealers of the State, and with our start to-day of a two days' meeting, I feel sure it will be advantageous to all of us. I know I voice the sentiments of all of you that we can have that friendly feeling that is bound to exist at least twice a year for our mutual benefit and welfare.

It has been my greatest endeavor to increase our membership as well as your interest this last year, and your secretary and myself both feel proud of our efforts so far. There should be more who ought to take advantage of the opportunities that the State Hardware Association offers them, affiliating as we do with the National.

Our Grievance Committee, only organized the latter part of July last, is doing good work. Those who are taking advantage of the Hardware insurance make savings of from 40 to 50 per cent.; it speaks for itself alone as being one reason for holding members in the Hardware Association.

The power of the National Hardware Association is already an established fact, and without it we would be as individuals and at the mercy of the manufacturers. And another thing, at our conferences you will meet and hear many of the most successful men in the Hardware business. Our association needs just such men of help, experience and backing in carrying out our plans, and your business will be improved by our conferences and protected as well.

For the past three annual meetings we have been promised faithfully that a national officer would be present with us. We have been, unfortunately so, disappointed. But to-day, gentlemen, we are fortunate to have with us, and our guest as well, the most prominent member of the National Hardware Dealers' Association, a gentleman of sterling worth, and we shall take pleasure in listening to his remarks, words full of wisdom and practical advice.

I will take this opportunity to thank you for the support given me the past year. I asked for it and insisted upon it, and, gentlemen, I got it. And I assure you I shall always look back upon this as a personal honor, representing as I did the most intelligent and most satisfactory and most sought for, either as a body or individually, that are to be found in our grand old Commonwealth.

The report of Treasurer Lewis B. Crosby, showing a remarkably prosperous financial year, was accepted, after which Secretary James De F. Phelps presented his annual report, which we give as follows:



Charles G. Agard, Ex-President.

SECRETARY'S ANNUAL REPORT.

Our present membership is 65 firms, ten new firms having been added this year, three firms resigning. I have collected for dues during the year $192, for assessments $143; balance on hand March 7, 1905, $14.94, and have turned over to treasurer $366.94. Your directors and officers have had several meetings during the year, the expense of which I believe it proper that you should know is borne by themselves. It costs the association nothing for the time of its officers and directors or for defraying expense of their meetings, of which there are anywhere from three to five each year, and it is also well to say that this is done without one word of complaint, nor do I know that it is thought of. Their only thoughts have been along the line of what can we do to better the Connecticut Hardware Association members?

I report this not simply to give you information, which doubtless you all have, but to stimulate you to a more earnest endeavor to be present by all means at our two meetings held each year. This is little for you to do for what you get in return both financially and socially. Thus you can show your appreciation of the efforts of your president and associate officers and directors. I would recommend this for your more serious consideration. Take the time. If you are too busy you can afford to secure the services of more clerks. If not you can get next to and absorb some of the inspirations that are present at our conventions and be the better fitted to be the busier when you do get back to your desk.

We have about two-thirds of the total number of the firms of the State on our rolls, and the Membership Committee and your secretary have sent, during the last few weeks, four articles, including the *Hardware Bulletin*, to every Hardware dealer, with some result, but not with the result it should, it seems to me. There should not be the feeling of apathy among the dealers who are not members.

GENERAL BUSINESS.

The Grievance Committee made its report and told the work accomplished during the year, especially in the matter of wood

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screws. This was followed by some discussion. Mr. Birdsey asked to be relieved of the chairmanship of the committee and Frank T. Terry succeeded him. Irving C. Treat of Hartford was added to the committee, Mr. Birdsey retaining his membership.

A telegram was received from the Ohio Hardware Association, the oldest in the United States, to the Connecticut Association, "assuring them of high esteem and an earnest desire to co-operate for the good of Hardware merchants." A return message of congratulation was sent to the Ohio Association in session at Canton.

THE CATALOGUE HOUSE QUESTION

came up first in the form of letters from several manufacturers, in which they spoke of their efforts to prevent the sale of their goods to these houses. These letters included the Winchester Repeating Arms Co., New Haven, the Savage Arms Co., Utica, N. Y., and the American Axe & Tool Co., Glassport, Pa.

President W. P. Bogardus of the National Retail Hardware Association read a paper on the Catalogue House Question, which embodied his views.

James De F. Phelps declined to serve again as Secretary, but the association insisted upon his continuing his valuable work and voted to create a new office, that of Financial Secretary, to take a portion of the duties of the office.

ELECTION OF OFFICERS.

The following officers were elected for the year:

PRESIDENT.—George J. Bassett, The John E. Bassett & Co., New Haven.
FIRST VICE-PRESIDENT.—Irving C. Treat, Clapp & Treat, Hartford.
SECOND VICE-PRESIDENT.—Ell C. Birdsey, Birdsey & Raven, Meriden
SECRETARY.—James De F. Phelps, F. S. Bidwell & Co., Windsor Locks.
FINANCIAL SECRETARY.—F. H. Farrar, Bilsh Hardware Company, South Manchester.
TREASURER.—Lewis B. Crosley, G. M. Williams Company, New London.
DIRECTORS.—For three years, F. W. Palmer, Lockwood & Palmer, Stamford; Frank West, Bridgeport; J. L. Carroll, Winsted; C. H. Preston, Preston Bros., Norwich.

President Bogardus read from the *Iron Age* of February 22 the article on the proposed new Postal Laws. Taking this as his text he strongly condemned any proposition for Parcels Post as a fraud on the face of it.

F. Alexander Chandler, Secretary of the New England Hardware Dealers' Association, brought up the successful effort that killed the legislation which would have made it possible to mail matter by number on rural free delivery routes.

George J. Bassett advocated one cent postage as the first-class rate, and putting each class on a basis which would make it self-supporting.

It was voted that the Secretary be delegated to represent the association at the convention of the National Retail Hardware Association at Chicago.

In the evening the members to the number of fifty attended the theatre.

On Wednesday morning the first event was a visit to Yale University, which occupied the time from nine until ten o'clock.

At the Wednesday morning session it was voted to increase the annual dues from $3.00 to $5.00. There were addresses made at this session by T. James Fernley, Secretary-Treasurer of the National Hardware Association; R. R. Williams, Hardware Editor of *The Iron Age;* W. B. Simpson, Huntingdon, Pa., Secretary of the National Hardware Dealers' Mutual Fire Insurance Association.

EXHIBITS.

There were a number of Hardware exhibits at the Hotel Davenport, which was also the headquarters for the members, the entire second floor of the building being so occupied.

CORBIN CABINET LOCK CO., New Britain, Conn., have recently published a new Catalogue and Price-List of Keys and Key Blanks, Tags, Strikes, Rings, Etc. The Catalogue is in the form of a large book of 215 pages, cloth bound, and measuring 11 by 8 inches. On the first page may be seen a view of the Company's Offices and Factories, following which is a very carefully prepared Index to the contents of the catalogue, while several pages are devoted to Price Lists of Keys and Key Blanks, Brass Key Checks, Steel Split Rings, Strikers and Name Plates and Key Assortments. The catalogue has been made very comprehensive, showing many new designs, and particular attention is called to the many additions which the Company has made to their line recently. The book is a valuable one to those interested in this line and will be useful to select from. They state as follows: "In addition to sending our new catalogue to Hardware jobbers and dealers generally, it is our intention to send a number of copies to the locksmiths trade, but with the distinct understanding that their orders will be executed through the dealer only." For further information, illustrations, prices, etc., write for this most interesting and instructive catalogue.

LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

WILL AND NO WITNESSES. BANK ACCOUNT AND NO WILL.

QUESTION.—Is a will legal if drawn on a regular printed form, such as stationers issue, and signed by the testator only, without witnesses, and will the executor have full power to carry out its provisions?

(2) A single man over 21 years of age has an account in a savings bank. If he dies intestate, who will obtain his savings, he having parents and brothers and sisters living?

REPLY: A will is not legal unless it is subscribed *at the end* by the testator and witnessed by two witnesses. The testator's signature must be made in the presence of each of the attesting witnesses or acknowledged by him to have been so made to each of the attesting witnesses. Furthermore the testator at the time he signs the will must declare in the presence of the witnesses that it is his last will and must request the witnesses to sign their names thereto as witnesses and they must sign at the end of the will. If these formalities are not complied with, the will is perfectly void, and the executors will not have power to carry out any of its provisions.

(2) Section 2732, sub-division 7 of our Code of Civil Procedure provides: "If the deceased leave a father and no child or descendant, the father shall take one-half if there be a widow, and the whole if there be no widow."

COMPOSITION WITH CREDITORS.

QUESTION.—The firm of A. B. & Company failed and made an assignment for the benefit of creditors. Afterwards several of the creditors entered into a composition agreement, agreeing to accept thirty-three cents on the dollar in full settlement of their debts. To induce one of the creditors to enter into this agreement, one of the partners without the knowledge of the other creditors, agreed to pay him sixty-six cents on the dollar for his claim. Now that the other creditors have found this out, have they any remedy?

REPLY: So scrupulous are courts in compelling creditors to observe good faith in cases of this kind that any security given to one of the creditors without the knowledge of the others better than that which is common to all is held to be void and inoperative; and no contract or security secretly given, whereby one of the creditors obtains an advantage peculiar to himself, can be enforced. Furthermore the composition agreement as to all the innocent parties becomes void and they retain their right to enforce their original claims as if they had never entered into the agreement. It follows that the innocent creditors have the right to treat the composition agreement as discharged and sue for the full amount of their original claims.

GUARANTEE—WHEN VALID THOUGH ORAL.

QUESTION.—"A" hired "B," a contractor, to build a building for him. "B's" workmen after the building was partially built refused to go ahead until their pay was guaranteed. "A" the owner of the house to prevent work being stopped, said to the workmen "Go ahead and do the work and when its through I will see you are paid." The workmen finished the building and the contractor cannot pay them. Can they sue the owner?

REPLY: This is a promise to answer for the debt of another person and the statute of frauds provides that to be valid it must be in writing. The case you state, however, comes within one of the well recognized exceptions to the general rule because the promise to pay the contractor's debts was made to subserve the owner's own purpose. The owner had an interest in the performance of the work and the completion of the house. His primary object in promising to see the workmen paid was not to guarantee the contractor's debt, but to get his own house built. Where the promise to pay is founded on a new consideration beneficial to the man making it, the promisor comes under an independent duty of payment. Such a promise can be enforced even though not in writing.

ILLINOIS RETAIL HARDWARE ASSOCIATION—Concluded.

FREIGHT.—J. L. Hudson, Springfield; L. Kahn, Petersburg; Jacob Ballet, Bloomington; C. M. Hurst, Decatur.

The following delegates to the national convention were selected: H. G. Cormick, Centralia; F. B. McKenney, Rockford; Fred Glessing, East St. Louis; Daniel Holder, Centralia.

The convention closed with the singing of "America," and the benediction was pronounced by Charles H. Williams.

EXHIBITS.

The exhibits of the manufacturers and jobbers on the main floor and balcony of the Armory had never been equalled at any state convention. Nearly 175 spaces were occupied and more than 200 been secured.

In appreciation of the value of such extensive displays, which in this instance reached the proportion of a Hardware show, it was decided to meet again in Chicago next year and the Coliseum will be procured and ample room provided for the manufacturers and jobbers to show their goods.

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NEW YORK STATE RETAIL HARDWARE ASSOCIATION

The fourth annual convention of the New York State Retail Hardware Association was held in the city of Binghamton on February 20, 21 and 22. Eighty new members were reported as added during the past year, bringing the membership up to nearly 280. The attendance at the convention was a very good percentage of the membership were present as well as many representatives of manufacturers and jobbing houses who were greatly interested in the proceedings. To the persistent efforts and thoroughly energetic labors of Secretary Foley, the growth of the association and good attendance may be attributed.

The exhibit feature of the convention was considerably more in evidence than any previous occasion, many suites of rooms at the hotel being retained by the jobbers who desired to see and entertain their customers.

The regular sessions of the convention were well attended by the assembled delegates and President Sherwood ably presided over them and conducted the business in a manner that was gratifying to all concerned. Great pleasure was expressed on every hand by the able manner in which he had handled the work appertaining to his office during the past year.

THE QUESTION BOX.

A committee headed by Second Vice-President L. G. Mattison, Newark, had charge of the Question Box and devoted much care and attention to the subject. It was presided over by Secretary Corey of the National Association, whose efforts to make it interesting were indefatigable. Several of the questions and the treatment they received, we give herewith.

Does it pay for a retailer to send a special representative among the farmers to sell Hardware and other commodities?

This question brought out what was perhaps the most interesting discussion, and developed some difference of opinion. The opinion was expressed that if one merchant in a town or section did it others would think they must, and as there would not be enough business to go around, it would be a losing proposition for all. Several merchants, however, reported that they were using this method of getting in touch with the farmer trade and were satisfied that it paid.

A BASIS FOR CORRESPONDENCE.

One explained that he had his canvasser bring in a list of all persons he ran across who wanted something. This list was made the basis of active follow up correspondence which generally resulted in getting the people addressed into the store. If he did not succeed in selling them the article wanted in the first place, he was sure to sell them something afterward. To be

AFRAID OF OFFICE EXPENSE,

he said, is a great mistake. Get a stenographer, and go after business with business like letters as well as with newspaper advertisements, circulars, etc. The rural telephones now stretching further and further into the country districts are also a boom to the merchant. Use them. The farmers must be cultivated to keep them buying at home. On the whole, it seemed to be the consensus of opinion that if a Hardware merchant had a good, prosperous country neighborhood to work on, and especially if he sold implements, it would pay him to have a canvasser out at least during certain portions of the year.

Does it pay to keep a 5 and 10 cent counter in a country Hardware store?

Many merchants who had tried were very positive in their statements that it did pay. They often bought goods with that department in view, finding it well worth while to increase the size of the department. Ten cent articles can be bought 10r from 50 cents to $1 a dozen, averaging perhaps 80 or 85 cents. Many articles in a Hardware store can easily be marked down to place on such a counter. The larger it is the more attention it attracts and the more likely people are to look it over and buy an odd thing that attracts them. Trade on this counter is of course almost entirely cash trade—a fact that makes it all the more desirable.

How can we best handle requests for donations from churches, charitable societies, etc.?

Cause for complaint seemed to arise more from appeals and schemes from out of town than from local charitable organizations with which merchants were familiar. A method referred to with favor was to refer applicants to a committee of local merchants from all trades, agreeing to support the action of this committee. This is especially feasible in towns where merchants' associations exist.

Does it pay to push a cheap quality of goods against low-priced competition?

Many argued that it does, but against this position it was urged that if an article fails to give satisfaction the purchaser will never remember what he paid for it but only where he bought it, giving that store an unfavorable impression which will never be effaced from his mind.

R. U. CONGER'S ADDRESS.

"Salesmanship" was the subject of an interesting address by R. U. Conger of the Sheldon School of Scientific Salesmanship. Although somewhat abstract in character his remarks were



C. P. SHERWOOD, EX-PRESIDENT.

of a helpful nature and were listened to with much attention.

THE POSTAL QUESTION

was discussed by Charles W. Burrows of the publishing house of Burrows Bros. Co., Cleveland, he being First Vice-President of the National Board of Trade. His figures and calculations, showing the abuse of the postal laws by a certain class of publications, were in the nature of a revelation to many present.

MUTUAL FIRE INSURANCE ASSOCIATION.

"Mutual Fire Insurance" was the subject of an able and convincing address delivered by C. H. Miller of Huntingdon, Pa., President of the National Hardware Mutual Fire Association. He gave figures to prove that Mutual Insurance would save $27,000 a year to the present members of the New York Association, and a much larger amount if participated in by all the Hardware merchants of the State.

OFFICERS FOR 1906.

The following officers and directors were elected for the ensuing year:

PRESIDENT, Louis J. Ernst, Rochester.
FIRST VICE-PRESIDENT, L. G. Mattison, Newark.
SECOND VICE-PRESIDENT, John Holley Bradish, Batavia.
SECRETARY, John B. Foley, Syracuse.
TREASURER, F. E. Pelton, Herkimer.
DIRECTORS: Charles P. Sherwood, White Plains; Charles E. Wethey and W. D. Garry.

The following delegates to the National Convention were chosen: J. B. Foley, Syracuse; F. E. Pelton, Herkimer; George W. Rockwell, Horseheads. Alternates: J. A. Andrews, Salamanca; F. G. Houk, Owego; James C. Williams, Baldwinsville.

SECRETARY'S REPORT.

The report of Secretary Foley shows an accession of 80 new members during the year, bringing the total on February 17 up to 257. After the convention opened quite a number of new applications were received, making a total list of about 280.

REPORT OF THE TREASURER.

F. E. Pelton, of Herkimer, covered receipts of $1,635.39, and disbursements of $1,113.81, leaving a balance on hand of $521.58, and showing the association to be in a very satisfactory condition financially.

CONVENTION COMMITTEES.

The following committees were appointed by the President:

RESOLUTIONS.—Thomas F. Hobbes, Utica; H. B. Koenig, North Tonawanda; George Johnston, Fulton; Charles J. Fix, Buffalo; Willard Larkin, Cobleskill.

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CREDENTIALS.—J. B. Foley, Syracuse; William R. Walton, Saranac Lake; F. F. Dorance, Camden.
RECEPTION.—J. J. Douglas, Binghamton; J. H. Callahan, Binghamton; F. G. Houk, Owego; T. W. Stevens, Oneonta; C. W. Youngs, Elmira; C. A. Hammond, Horseheads; E. Jerome Woodford, Candor; H. D. Hull, Troy; W. D. Hollowell, Penn Yan; F. D. Smith, Cortland.
FINANCE AND AUDITING.—Louis J. Ernst, Rochester; W. T. Olin, Perry; J. J. Douglas, Binghamton.
TRANSPORTATION.—F. E. Pelton, Herkimer; Charles L. Steininger, Buffalo; J. F. Shults, Coshocton.
CONSTITUTION AND BY-LAWS.—John G. Ferres, Johnstown; Geo. W. Rockwell, Horseheads; A. E. Towne, Saratoga Springs; John R. Taylor, Little Falls; John Holley Bradish, Batavia.
PRESS.—H. Jason Knapp, North Tonawanda; W. D. Britton, Ogdensburg; J. B. Foley, Syracuse.
PROGRAMME.—Louis J. Ernst, Rochester; L. G. Mattison, Newark.
QUESTION BOX.—L. G. Mattison, Newark; William Fowler, White Plains; Irving Van Voorhis, Cobleskill.

RESOLUTIONS.

The following resolution on the death of H. D. Hull was recommended by the committee and adopted by unanimous vote of the convention:

We learn with keen regret of the death of H. D. Hull, of Troy, the first president of this organization. Mr. Hull was one of the pioneers of the trade in New York State and his life was a splendid example of business integrity and high character.
We recommend that this meeting express its appreciation of his services, both to our association and to the general trade, and that the secretary be directed to spread this tribute on the records of the meeting and send a copy of same to Mr. Hull's business associates.



JOHN B. FOLEY, SECRETARY.

Resolutions were also passed expressing the sentiment of the association in favor of "the present established system of trade distribution," as opposed to centralization, which is fostered by catalogue house methods. One-cent letter postage was formally indorsed, but opposition was expressed against any legislation tending to the establishment of a parcels post.

PRESIDENT SHERWOOD'S ADDRESS.

The annual address of the president, C. P. Sherwood, of White Plains, was, in part, as follows:

The object of these annual meetings of ours is to get together and discuss such methods and plans as will improve and protect our business of retail Hardware. One of the direct benefits we offer now is mutual insurance to members, which results in a much less rate than the old line companies will give, and saving of this will be an item. Of the indirect benefits the results have proven that many have already been received, and more are to be obtained for the whole retail Hardware trade throughout the country as a result of the efforts by the former officers of our State Association, the various other State associations and largely by the National Association, and last, but not least, in getting together in these our annual meetings and becoming acquainted by exchange of ideas, by getting wider views and by opening up

THAT BROTHERHOOD OF FEELING,

broadening our lives, making new resolutions, advancing our friendship, our business, our lives and our prospects at home and throughout the country. We need to inaugurate some plan or system to create an interest between annual meetings and to enlist every retail Hardware dealer in the State to join us.

Co-operation is the keynote to-day in business of every kind. Merchants are tending to get together for the betterment of each other. Our aim as retail Hardware merchants should be to unite our efforts so that our trade shall not be diverted into other channels and the distribution of Hardware and kindred goods be confined to the retail Hardware trade.

The growth of this association has ever been on the increase, the interest to-day is greater and merchants are awakening to the fact that the New York Retail Hardware Association is a certainty. More have joined the past year than any previous year, and many more would belong to-day if we could rightly reach them. We have tried this year in a small way to solicit members and for a short time we had a solicitor. We found encouraging results, but it will be necessary to make still further efforts to show our brothers who are still outside the error of their ways and enlist them in our ranks. Much could and should be done by each and every member to reach out about them and get their next door neighbors to become members. If every member to-day had brought another, see what a throng we would have! And it could have been done. Yet we are encouraged with the prospects and with the results of our efforts, and with knowledge of the past year's work we trust our next year will double our membership and the interest and benefits derived be greater.

OUR FINANCES ARE PROSPEROUS

and with the careful management of so able a treasurer show a very satisfactory balance.

We have a large army of earnest friends going up and down the land to-day who are largely interested in our success and prosperity. They would fill the greatest hall in the State if we could get them together in one body, and we want them with us.

THEY WILL DO MORE TO INCREASE OUR MEMBERSHIP

and create a greater interest in the association than any other source, and before we adjourn arrangements should be made so that they will be invited to become members of the association in some way.

The question of

CATALOGUE HOUSE COMPETITION

is being strongly discussed and action is being taken by all lines of trade to compel these houses to sell certain lines of goods at fair prices. Manufacturers and jobbers alike are becoming awakened to the necessity of protection to the retail merchant, who, as stated last year by one of the eloquent speakers who addressed you, "pays the local tax, contributes to local enterprises, subscribes to local charities, takes produce in exchange, carries his customers when they need credit, and gives his life to local upbuilding and educational influences." The catalogue house absolutely pays no local taxes, does not contribute to local charities, does not take produce in exchange, does not carry any credit, gives no influence of any kind for the building up of the community.

The greatest thanks for the success of our meetings and work this year should be given our worthy secretary, who straightens out the tangled paths, assists and counsels the president and all the committees, performs much work for each of us, and by his kindliness and courteousness wins his way to our hearts. Our wish is that the association shall continue to have the advantage of his ability and experience many more years, that our progress may continue and larger gains result from his broad and liberal management.

THE SUCCESS OF THE ASSOCIATION

depends more on the work of the secretary than all the rest of the officers together. That officer should be made as near a permanent official as possible, and a fair recompense for his services should be made.

THE TRAVELING MEN.

"Traveling Men" was the title of an interesting paper read by A. E. Towne of Saratoga, which was greatly enjoyed. He showed a full appreciation of the serious side of a salesman's life and work, as will appear in the following extracts:

One has said: "Formerly when great fortunes were made only in war, war was business; but now when great fortunes are made only by business, business is war." In this warfare the traveling man is both the scout and the soldier of his house. Armed with prices and samples he penetrates cities, towns and villages, skirmishing for trade; he meets others of his kind; if there is a big sale to be made there is an action. Some try direct assault. Others execute flank movements through their local agents. Still others try the stratagem of friendship, of the secret society, and even of rebates that savor of frenzied finance until some one secures the order—the spoils of this merry warfare.

The chief field of action, however, is in the store of the merchant.

THEY WORK HARD TO SECURE HIS ORDERS

and harder to capture his good will. Such fights often last for years. but the traveling man is patient, courageous and indefatigable. He has built up great enterprises and splendid fortunes for others. Once their numbers were few, but railroads came bringing cheap transportation, and as the mileage increased their numbers grew—to-day they are an army.

Let us now look at traveling men as we know them. As a rule, they are a bright, energetic, substantial, clean sort. We like to do business with them; they are our friends. Their suggestions are timely;

THEIR FUND OF INFORMATION IS USEFUL,

sometimes valuable—but there are others. There is the lofty representative of a trust who condescends to take your orders. There is the pompous friend who is surprised when you decline to take up his particular good thing when your competitor is literally losing sleep in his anxiety to secure the agency, as he leads you to believe. There is the enthusiastic friend who rushes in between trains breathlessly to let us in on a good thing before it is eternally too late. The last two Hardwaremen have bought at one time or another. These men are so fertile in imagination and their word painting is so vivid that occasionally

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we forget that there are very few retail dealers who have ever had to adopt the desperate expedient of building libraries and endowing colleges to escape the terrible risk of dying rich.

The drummer to-day while hustling for new customers carefully cultivates those he already has. A nicely developed territory is desirable, for it yields results. Such a policy is developing a fine class of traveling men, who are conspicuous for fair dealing and who, recognizing a common interest, work with the merchant for a common end.

The traveling man's

VOCATION IS NOT AN EASY ONE.

The work is hard and there is constant worry. A competing house may be cutting in here, a customer may be dissatisfied. He must look out for both to the best of his ability. Besides merchants are not all saints. With their list of non-profit paying goods constantly increasing, buyers are looking for low prices and do not always scruple as to how they get them. So the salesman must know his business, and he does. He learns all the dealers' tricks of "jewing down" fully as well as the merchant knows all the salesman's tricks of "booming up." That the traveling man makes mistakes is natural, for he is human; he cannot always do as he would like, being hampered sometimes with red tape. His house may be constantly putting new things on the market and new things do not always go with the public. The merchant, wary from an expensive experience, is hard to get at; he even grows distrustful of the salesman. If he is burdened with dead stock long enough he may in time come to treat the drummer as his natural enemy. Then, too, a merchant who is looking after his collections, heading off deadbeats, bolstering up the work of the incompetent clerks, and at the same time sustaining the crossfire of half a dozen traveling men,

SOMETIMES GETS A LITTLE PEPPERY

along toward closing up time. So the drummer must have judgment and tact and use them both. On the other hand, much is due the traveling man. He is a recognized and important part of the machinery of distribution, and though he sometimes markets goods that are unsatisfactory he introduces the latest improvements and the best sellers. If something new comes up he is the first to hear of it, and his judgment is worth considering. For these reasons the merchant who wants to keep up to date will be in touch with him. Few of us can spare the time to go to market;

THE SALESMAN BRINGS THE MARKET TO US.

He is an invaluable friend, ready with suggestion and anxious to help building up his customers' business because it increases his own.

There are "little tin gods" in business who waste the salesman's time, whether they buy or not, just to gratify a notion of their own personal importance. Still others, tired, nervous or busy, as the case may be, put off the interview they dread, so wasting the salesman's time. If for any reason one does not wish to buy he can say so, and the traveling man who is a gentleman will not trouble him long.

We have named some of the peculiarities of this interesting creature and a few of his virtues. As a class he is improving The law of the survival of the fittest is at work weeding out the undesirable and leaving the intelligent, reliable, resourceful class of fellows who are splendid business men and whose co-operation is invaluable to us as merchants.

"JUST A LITTLE NONSENSE."

An entertaining address was that of H. Jason Knapp of North Tonawanda. Mr. Knapp had for his subject, "Just a Little Nonsense," and from it we give the following extracts:

We may wear a long face because some fellow does not pay up as he agreed to, but we might better laugh, for it will have a better effect upon the next customer we wait upon, for we all know that "you catch more flies with molasses than with vinegar."

If you have one of those blue days, when everything seems to go wrong, go out in the back yard and throw stones at the barn until you feel better. Don't under any circumstances venture to wait on a customer while in such a mood. Cultivate the "Sunny Jim" spirit, it will help your business, and when a customer asks to see something that is on the top shelf or upstairs bring down an assortment so they may have something to pick from, and do it cheerfully. Nine times out of ten they will buy the first one, but if you show them a variety they will go away feeling satisfied with their purchase and pleased with your treatment and obliging ways.

Nearly all other retail merchants act as if the Hardwareman

WAS MAKING A BARREL OF MONEY

on every line he handles, and consequently the department, dry goods, grocery, drug and other stores all keep adding lines that belong and have been for years sold from the Hardware store. Don't be discouraged at this. If they put in some of your lines and sell cheap just to make people dissatisfied with you and your prices, just "bob up smilingly" and put in some of their lines, a cheap line to meet their price and

A GOOD LINE FOR COMPARISON.

Then sell the cheap line right down to cost, only be sure to do the cutting on the side lines and not on staple goods. Above all things do not discontinue any line of goods just because some other store has put it in and is selling it cheap. "Keep what you get and get what you can." Add new lines and keep right up to date. Some may say it is bad policy to cut prices, and so say we all if you just cut for the sake of cutting, but where

YOU MUST FIGHT TO HOLD YOUR OWN

and you have right on your side it would be suicide to sit idly by and see the business get away from you. If you have to fight, fight for your rights.

Marshall Field said: "Cultivate a happy expression and a happy manner; feel it, mean it; the advantage is wonderful in every way." If you wish to take the drudgery out of your work do it cheerfully even if it is not congenial; do it in the spirit of an artist, not an artisan. Keep the reputation of the Hardwareman for cheerfulness, honesty, square dealing and decency up to the highest standard.

C. E. WOEPPEL'S ADDRESS.

An interesting and suggestive address was made by C. E. Woeppel of Weed & Co., Buffalo, who advocated the division of the store into departments. Mr. Woeppel pointed out the advantages of doing so, and described the methods which might be pursued and put the plan into operation.

THE BANQUET.

The Banquet was a complimentary one tendered by the manufacturers, jobbers and local Hardware dealers. It was quite an elaborate affair and was thoroughly enjoyed by every guest present, inspiring many compliments for G. G. Stewart of the Pittsburgh Steel Company, upon whom devolved all necessary arrangements in detail. Retiring President Sherwood gracefully presided, introducing the important jobbers present.

JOBBERS, MANUFACTURERS AND OTHERS PRESENT.

The jobbers of the State were largely represented at the convention as was evident from the number of representatives present.

NEW CONSTITUTION.

The report of the Committee on Constitution and By-Laws was presented by its Chairman, J. G. Ferres of Johnstown. An entire new Constitution was proposed to the session, showing in its strong, well-ordered and comprehensive articles the great amount of time and thought which the committee had devoted to the subject. One or two matters had been left open for decision by the convention, notably the selecting of a place of meeting. Only a brief discussion was necessary, however, and the report was unanimously adopted.

EXHIBITORS.

Upwards of forty manufacturers exhibited at the convention, and among the lines were a number that were shown with liberality.

HORTON'S TRANSPARENT WINDOW SIGN.

Horton Mfg. Co., Bristol, Conn., have prepared a Window Sign of attractive appearance, which is furnished to dealers selling "Bristol" Steel Fishing Rods, on application. We present herewith a reduced copy of the same, made of translucent ma-



terial showing how handsome an article it is, and mounted as it may be on glass, or framed so the light can be shown through the brilliant coloring, and made to form a pretty picture. The artistic effect gives it an attractiveness worthy of emulation.

THE REPLY COURTEOUS.

A well-known Judge was standing at the door of a ballroom, when a very beautiful woman passed him. "What a lovely woman!" said the Judge, but so loud that the lady overheard it. Turning her head, she recognized the speaker. "And what a good judge!" she said.

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MISSOURI RETAIL HARDWARE ASSOCIATION

The eighth annual convention of the Missouri Retail Hardware and Stove Dealers' Association was held at the Coates House, Kansas City, on Wednesday and Thursday, February 20 and 21, about 60 delegates being in attendance.

ANNUAL ADDRESS.

After calling the convention to order President Taylor Frier of Louisiana delivered his Annual Address.

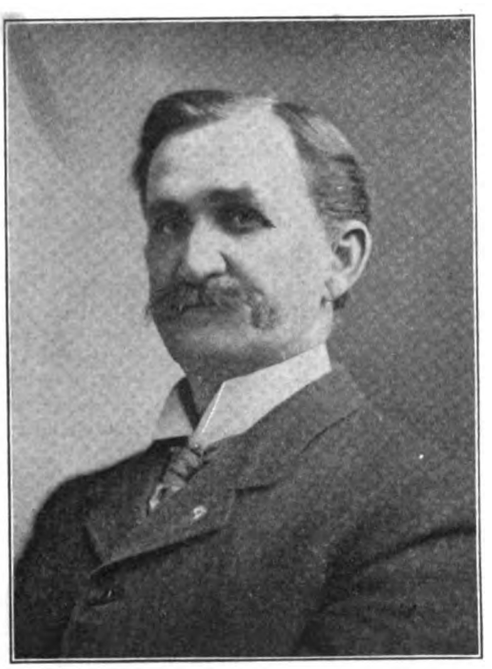
This was followed by the Secretary's Report.

SECRETARY'S REPORT.

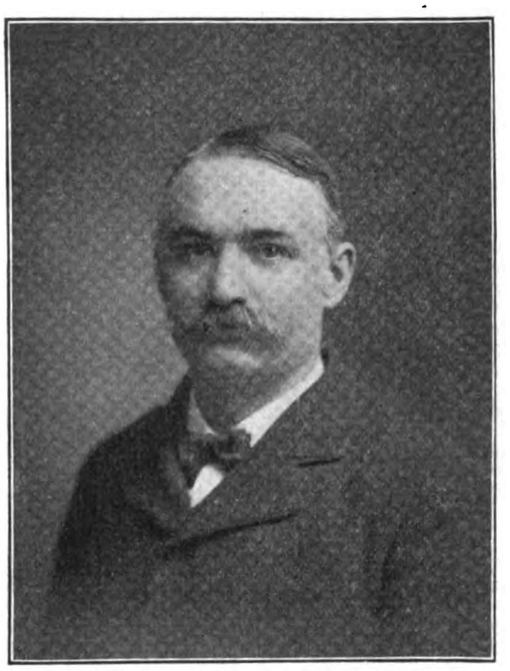
BY FRED. NEUDORFF OF ST. JOSEPH.

Mr. Neudorff's report was as follows, in part:

One of the duties incumbent on your secretary is the presentation of an annual report. I confess that my preference in the matter is to beg to be excused at this time fro mmaking or attempting to make a report. I have served the association for five terms. In and out of season I have labored assiduously, conscientiously, faithfully and withal economically to build up the association to where it is—far, far from where it should be.



TAYLOR FRIER, PRESIDENT.



FRED. NEUDORFF, SECRETARY.

We have enrolled probably one and a half tenths of the Hardware dealers of Missouri. We have had probably four-tenths in the association at different times. It is not an uncommon condition to find four-tenths to seven-tenths of the dealers in some of the States north of us in their State associations, and some of them have not received one-tenth the urging our people have had in the past four years.

There are reasons for this, and the main one, I take it, is the fact that the majority of the Hardware dealers of Missouri are more vitally interested in the Implement and Vehicle branch of their business than they are in the Hardware part, and, being members of an Implement dealers' association, they feel they cannot afford the additional $3 dues per annum to join with us.

We have strange people in Missouri; they have in every State, but the per capita of strangeness is greater in some States than in others, and Missourians take the belt, bake shop and all. I am very frequently asked by dealers in Hardware the question, "What has the association done, what can and what it aims to do." Such questions naturally are very depressing, and I often wonder how long the inquirer has been in the business and whether he reads the trade paper. It seems suffcient for myself to know that in this country there is an alert, aggressive, progressive, intelligent, honest body of my fellow tradesmen who are standing as a bulwark of strength to look after my interests, fight my battles for a fair, square chance to make a living. I know that in unity there is strength, and that the knowledge of this unity among us is a powerful deterrent force against evils that would prevent our business success. The merchant who cannot agree to these truths has not enough initiative thought in his make-up to cause much of a ripple on the sea of life.

Some people are ruled wholly by the selfish, personal viewpoint of life. To them the question is, "Where does it benefit me?" And these are so narrow that the broader viewpoint, that "which benefits my brother, also blesses me," is entirely obscured. Our association has taken a patriotic and progressive step in an attempt to personally benefit the Hardware merchants of this State in its insurance branch, and that company exemplifies the value of a little unity, which, if it had consisted of double the portion, would have netted us all fully 55 per cent. rebates on our insurance expense.

A paper on "Advertising a Retail Store," by O. W. Johnston, of Marshall, was read and appreciated, and well discussed.

ADVERTISING A RETAIL STORE.

The fundamental principle of advertising is to create in the minds of as many people as possible a desire to buy what is offered for sale. In this wonderful age of progress, these strenuous times of restlessness, of unusual activities, of new adventures and innovations in the business world, it behooves us to catch the spirit of enthusiasm, to wake up to the importance of adopting all modern methods of merchandising. This was not so necessary when our only competitor was in our own town and as slow and unprogressive as ourselves.

A different condition confronts us. We are in direct competition to-day with the large city stores, who reach our customers daily through the large city papers. We cannot find fault with our city merchant for going out in this legitimate way for business with

HIS FLAMING PAGE ADVERTISEMENT,

so well displayed and written. He rather deserves our commendation and emulation. Our competition does not stop with the city stores, but we are in direct competition with the large catalogue houses. I firmly believe that what trade they may have taken from us is due largely to their successful method of advertising. Their large catalogues full of pictures and minute descriptions of each article appeal strongly to the consumer. However, a careful study of this proposition convinces us that the enormous expense, which runs into the millions to issue the catalogues alone, compared with the low rate of expense and advertising we have to pay, places us in a position to do as well by our customers on the same quality of goods.

Yes

IT COSTS MONEY TO ADVERTISE, BUT IT PAYS.

Advertising alone will not bring the desired results; you must have a well selected stock, bought at the lowest possible price, well displayed; a clean, bright and attractive store, where your customers find prompt and courteous treatment. And you should adopt the motto of "short profits and large sales," always having the interest of your customers in view, never deceiving them, giving the article advertised and at the advertised price. Do these things and we guarantee that your sales will increase if your advertisements are well written and well displayed. Your

HOME PAPERS ARE YOUR BEST MEDIUMS;

use them freely and constantly. You cannot get the best results when you stay out of the paper three or four months at a time. Change your advertisements often.

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Do not forget to use your show windows; they will sell a great many goods if properly looked after. The demonstration or exhibit idea we believe to be a good one, including such as cooking exhibits and heating stove demonstrations.

This is an advertising age. You cannot afford not to advertise. And remember the best results come from a well written and well displayed advertisement in your home paper. Do not get the foolish idea in your head that you can write such an attractive advertisement that people will come to your store and pay you more for your goods than they can buy them for elsewhere.

Keep your prices down, advertising up. Your

PROFITS MUST COME FROM INCREASED SALES.

All large retail dealers and jobbers who have made a success will tell you that they spend a great deal more money advertising to-day than they did twenty years ago, and that they sell on a closer margin and at the same time give out the statement that their annual dividends or net profits are larger than before. The large increase of business that comes to them by diligent advertising and using all modern and up-to-date methods of merchandising more than offsets the additional expense.

In a discussion which followed Mr. Johnston's paper Secretary Neudorff, Vice-President Hahn, J. L. Boehl, Frank H. Mayer, B. E. Hickson, H. J. Brunner, U. L. Coleman, F. P. Haus and others participated.

An interesting point was made by Secretary Neudorff in explaining how the St. Joseph Local Association combined its forces in local advertising; each advertisement being composite in its character was headed with a specific guarantee of the association. Circulars and window displays, personal letters, fence advertising, were all effectively used by the speakers, and a vigorous campaign of advertising was prescribed as the best remedy for the mail order evil.

LOCAL CREDIT ASSOCIATION WORK.

During a discussion of the garnishee and lien laws W. C. Lang of Webster Grove told the success which followed the formation of a Local Credit Association, in which all but two of the merchants of the county were enrolled. The plan he adopted was described as successful in weeding out dead beats, and in making honest but improvident buyers more careful. That the people of the county were benefited quite as much as the merchants because of a better understanding of the value of credit.

An interesting discussion here followed on the topic "How Best to Sell Paints," a discussion entered into by A. H. Gruendlar, R. H. Meyers, W. C. Lang, W. H. Hahn and others. The conclusion was reached that the sale of white lead and oil to painters nearly always involved loss, while the sale of ready mixed paints for cash to painters or consumers alike was one of the most profitable adjuncts to the Hardware business.

SALE OF FURNACES.

Secretary Neudorff and Vice-President Hahn, R. H. Meyers, F. H. Mayer, J. A. Feffer and others spoke on the subject of "Furnaces and Heating," and the general sentiment was this is a highly important branch in the Hardware business and could be made very profitable because so many farmers have reached a degree of prosperity and education where they are no longer satisfied to heat their homes with stoves.

"HOW BEST TO SELL STOVES."

F. P. Haus of Iberia, for 38 years connected with the Charter Oak Stove and Range Company of St. Louis, read an instructive paper on "How Best to Sell Stoves," which was enjoyed very much, for it gave good practical information on a popular subject.

BUILDERS' HARDWARE.

A vigorous discussion of this topic finally resolved itself into an experience meeting as to the inroads of jobbers who sold direct to contractors and consumers or to racket stores.

"HARDWARE CONDITIONS; PAST, PRESENT AND FUTURE"

was discussed by W. H. Hahn, who fearlessly attacked jobbers who sold at retail and who sold Hardware to grocers, druggists, racket stores and other competing dealers. He held that any Hardware merchant made a mistake who made a feature of advertising or pushing jobbers' special brands, because in so doing they were inevitably creating competition for themselves.

A motion by O. W. Johnston to the effect that the Missouri Hardware Association request all jobbers and manufacturers of Hardware to refrain from selling any but legitimate Hardware merchants, was carried without a dissenting vote.

(Concluded on page 45.)

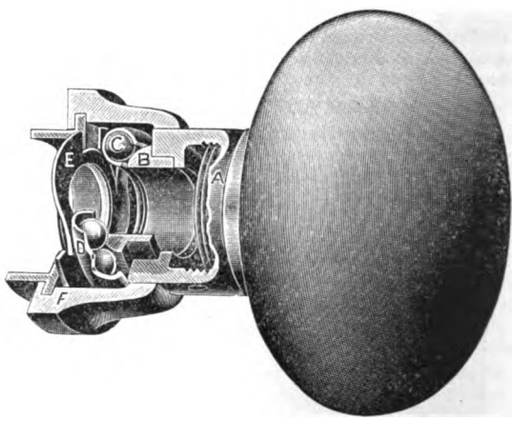
RUSSWIN BALL-BEARING KNOBS.

WITH COMPENSATING ROSE.

RUSSELL & ERWIN MFG. CO., New Britain, Conn., and 43-47 Chambers street, New York, has recently brought out an improved design of Bronze Door Knobs, which, being ball-bearing in its construction, and having a compensating rose, gives it many advantages not possessed by any similar on the market. Anyone who has applied a lock set to a door knows the difficulty of adjusting the knobs so that they will neither bind nor shuck, when, as is so often the case, the roses are not in perfect alignment. The spring has an adjustment of 1-16 inch on each knob and will compensate for a considerable variation in the application of the trim to the door, bringing the knobs in perfect alignment and the ball-bearings in even contact with the cone. The principal result obtained is perfect action of knob under conditions which would render any operation of the regular type of knob impossible.

DESCRIPTION OF PARTS.

A—Outside or connecting sleeve, cast bronze.
B—Hardened steel cone, bearing at all points on the balls.
C—Hardened steel balls.
D—Hardened steel ball race.
E—Hardened steel compensating spring.
F—Cast bronze thimble or rose.



RUSWIN BALL BEARING KNOB.

Ball-bearing shanks and compensating roses make a closer adjustment of knobs possible and make sqeezing, binding or slow action impossible.

"COLUMBIAN" FLOOR HINGE.

The Columbia Hardware Co., Cleveland, O., are manufacturers of the "Columbian" Floor Spring Hinge, which we illustrate herewith. The box containing working parts, Fig. 1 and 2, which sets into the floor, is just the depth of a double floor (1¾ in.) This shallowness is a great advantage, for if it is required to set the box over a joist or I-beam, no cutting into



FIG. 1.

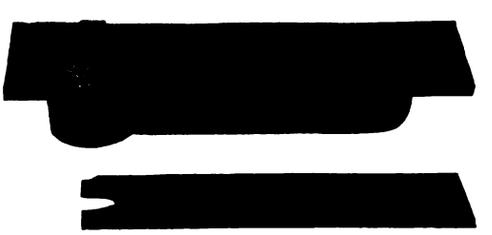


FIG. 2. FIG. 3.

same is necessary. The box, while it necessitates cutting into the floor, is just the depth of a strip of flooring, and the working parts in it are covered and protected from dirt and moisture by a neatly finished top plate, Fig. 3. The hinge operates through the action of a strong compressed spring, whose tension may be adjusted by removing top plate. No removing of hinge or door is necessary. The loose top pivot is another desirable feature of this hinge. By inserting a nail or thin tool in slot of top door part, the top pivot, Fig. 4, which is held in place by a spring, may be raised and the door released in an instant, without disturbing the hinge or its tension. The hinge is simple and compact, and the ball bearing feature contributes to its smooth, noiseless action. It also reduces the strain and jar on door to a minimum. The simplicity of the hinge is such that any person can understand its workings, or take it apart if necessary. It is easy to apply, and once applied it will give long and satisfactory service. The hinge, which is supplied plated in a variety of attractive finishes, is described in catalogue No. 18, which may be had for the asking.

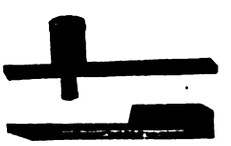


FIG. 4.

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OHIO HARDWARE ASSOCIATION

The twelfth annual convention of the Ohio Hardware Association was held at the Auditorium in Canton on Tuesday, Wednesday and Thursday, February 27 and 28, and March 1. The attendance was a record-breaking one, and it was thought that of the 600 members 250 delegates were present at the opening session on Tuesday afternoon.

TUESDAY AFTERNOON SESSION.

The convention was called to order by the President, John F. Baker of Dayton, at 2:30. Rev. O. B. Milligan of the First Presbyterian Church, Canton, was introduced and he invoked the divine blessing.

A. R. Turnbull, Mayor of Canton, was introduced by Presiden Baker, and he welcomed the delegates in a graceful speech, which was ably responded to by the President.

After calling the roll President Baker announced the following committees:

ON RESOLUTIONS.—P. E. Snyder, Blanchester; Mr. Thompson, Cambridge; M. E. Redblack, Oakwood.

ON QUESTION BOX.—N. C. Alton, Lorain; B. H. Coe, Youngstown; F. C. Massey, Osborne.

ON NOMINATIONS.—H. C. Wiseman, Springfield; F. C. Weir, Stubenville; Adam Bretch, Dayton; E. N. Baldwin, Fayette.

ON LAWS RELATIVE TO THE HARDWARE TRADE.—W. B. Martin, Mansfield; E. L. Harris, Columbus; Mr. Carl, Shreve.



C. S. JOHNSON, PRESIDENT.

MEMORIAL COMMITTEE.—James Bell, Roscoe; Mr. Meinerding, Ft. Recovery; Robert Armitage, Attica; Mr. Sparks, Wilmington.

President Baker stated that the convention would be called to order promptly on the minute the next morning at 9:30 o'clock.

The convention then adjourned for the day.

WEDNESDAY MORNING SESSION.

The morning session was called to order by President Baker promptly at 9:30. After some preliminary work, reading letters and telegrams, the President delivered his Annual Address as follows:

ADDRESS OF PRESIDENT JOHN F. BAKER.

With the beginning of the present session, the Ohio Hardware Association completes the eleventh year of its existence. From its very inception, it has had a continuous and healthful growth, ranking the foremost of all Hardware organizations in the Union, and when we reflect that it is

THE LARGEST ASSOCIATION IN THE COUNTRY

that does not include stove and implement dealers in its membership, we may safely say that it is the largest body of retail Hardware dealers in the world.

The members who attended the first meeting at Columbus in 1894 were enthusiastic in their hopes that the initial conference would be the forerunner of many successful and memorable meetings, but I doubt if the most sanguine predicted such signal success.

The last meeting which was held at Dayton, was without doubt one of the best we have had, yet the officers and executive committee in conference agreed that it was possible to eclipse all former efforts at the next convention. With this end in view, the present session has engrossed the attention of the executive committee, and our able, efficient and tireless secretary, from the adjournment of the convention at Dayton last March unto this present day, and we now sincerely hope that when we shall have closed this meeting it will go down in history as being the most successful we have had.

I take it that with very few exceptions, the year 1905 has been a prosperous one in the Hardware trade. Inquiry develops the fact that

THE ENTIRE COUNTRY WAS PROSPEROUS TO A HIGH DEGREE,

and as the year closed the opinion was universal that 1906 would surpass its predecessor.

Our membership now numbers 600. We should have at this time 1,000 members, but the Ohio dealer moves slowly. He is closely related to his eastern brother, who does things very deliberately, more so than the western dealer, and yet we must not complain, and will not, for we are having a good solid, substantial growth. To one who has seen it grow from its very inception I cannot but be greatly pleased with our association. To meet and greet the dealers of the state once a year is to me a genuine delight and a great privilege, that I am unable to express in words. I trust you may all enjoy this pleasure, as much as does your presiding officer.

Since last we met death has again invaded our ranks, and taken from us a number of our members.

I cannot tell you how greatly shocked I was to learn of the death of Mr. T. J. Morris of Lima, who was the first president of our association.

I now call to mind the first time I met him at the initial meeting at Columbus, and how I was attracted to him by his kindly, gentlemanly manner. Mr. Morris made a fine president. He was courteous and considerate, and in speech and dress was neat to a fault; notwithstanding the fact that he had not been a dealer for some years, he retained his membership with us, and was present at the meetings, that he might continue the friendship he had formed in previous years.

THE CATALOGUE HOUSE QUESTION

and the post parcels bill should and will have some attention at your hands. Regarding the former, I suggest that the discussion of this important subject be such as will inure to the benefit of the retail Hardware dealer, and as to the second subject that we take some decisive stand, and present an unbroken opposition to any plan which has for its end the enactment of the post parcels law.

You have already noticed the fact that the Hardware and kindred exhibits are now shown in one building. We were extremely fortunate



F. A. BARE, SECRETARY.

in finding a location, in which we could not only make our headquarters, but hold our daily sessions, and at the same time give abundant space for these exhibits. I doubt if a more successful and satisfactory exhibit has ever been made at an annual gathering, and trust that you may find sufficient time to compliment our friends by making an inspection of their wares.

The twelfth session is now formally opened, and we shall proceed to the consideration of business in a business manner, and as benefits business men. It will be the constant aim of your presiding officer to have every moment occupied, and it is his wish that consistent with good order and beneficent results, the fullest freedom will be granted to one and all.

To those who have never attended any of our sessions, we extend a hearty welcome and to those who have been numbered with us in former meetings, we bespeak their co-operation that the fraternal spirit which is ever predominant at these meetings shall be in evidence every moment of our stay. To this end let every man deem it his duty and call it a privilege to form the acquaintance of every other man present.

HARDWARE SALESMANSHIP.

At the completion of the address President Baker introduced W. C. Holman of Chicago, editor of *Salesmanship*, who addressed the convention on the subject of "Hardware Salesmanship." Mr Holman said in part:

The same principles of salesmanship apply in the Hardware business as in other lines of trade. What is salesmanship any way? The art of selling goods at a profit. A big word "Salesmanship," simply the art of selling goods at a profit, the ability that a man or concern had to sell goods; not merely to sell them, because that requires no ability to sell a thing at less than value, but to sell at a profit. Hardware salesmanship, of course, is selling something at a profit.

SALESMANSHIP, LIKE ALL OTHER ARTS, IS AN EVOLUTION.

It is not a thing that is fully born into being complete. It is a thing grown from a small beginning, like a tree coming from the seed.

Continuing he said: A man who has a knowledge of the principles of salesmanship is generally to be found at the head of the business.

He said that the Japanese were successful in their fight against Russia because they were scientific in their methods.

He said further: There are two things necessary to sell goods: first, you have got to have the goods; secondly, you have got to have a man who wants them. Then, you have got to supply the connecting link. You have got to make him know that you have got them, and you have got to make him come in and get them. To understand how to sell him you must know the principles of salesmanship. In addition to knowing your goods, you have got to know the public that buys the goods. You have got to know how to put it up to them.

There is a way to approach a man. There is a way to get a man's

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interest and attention, and the way to get it is to appeal to a man's selfish interest—to put it up from his point of view.

SALESMEN ARE BORN, BUT THEY CAN BE MADE BETTER

by the study of scientific principles of salesmanship—a knowledge of men. It is necessary to have a systematic method of realizing on your goods, of analyzing the customers.

He referred to the success of the late Marshall Field of Chicago, whom he said was a successful salesman, and a student of human nature.

The speaker said further: A man to succeed in business must think; he must know his business; he must reason. He cannot go along haphazard; he must have strong beliefs and enthusiasm; he must make his salesmen believe in his concern and in his product.

QUESTION BOX.

The Question Box was then opened and was participated in to a considerable extent. A few of the questions, which some of the members desired to know how to settle, were the following:

"Is it a good thing to have an understanding between the dealers of a city or town on the prices of staple articles?"

"Which is the most beneficial, to cater to the commercial traveler and pay his salary and expenses, or purchase direct from the wholesaler and get the benefit of their experience and visit his establishment?"

"What per cent. profit must a Hardware man have in Ohio to make the business profitable?"

"Should a Hardware merchant speculate on future orders, or take the chances on the markets at the times he is in need of goods?"

"What clerks pay the largest dividends to the merchants, married or unmarried men?"

"Is it to the welfare and interest of the general Hardware dealers to abandon the old established custom of list and discounts, and establish net prices on such goods as Stanley Rule and Level Co., on rules, planes, and other goods, bolts, screws, etc.?"

"Does a tinshop, roofing and spouting in connection with a Hardware store help Hardware trade? Does it not belong to the Hardware trade?"

"What is the best way to mark selling price on goods, in plain figures or characters?"

"Will it be profitable to a small Hardware store to carry goods at prices to meet the catalogue house goods? Would it be best for a country Hardware man to sell strictly for cash, so he can meet the catalogue house price?"

At this interesting work the rest of the afternoon was spent.

THURSDAY MORNING SESSION.

Nearly the entire morning was devoted to Fire Insurance. The convention was called to order promptly by President Baker at 9:30, and it was moved and carried that the Association immediately go into a committee of the whole to consider the report of the OHIO HARDWARE DEALERS' INSURANCE COMPANY. C. W. Jewell of Utica was selected as Secretary. George M. Gray, Secretary and Treasurer of the Ohio Hardware Dealers' Mutual Insurance Company, read his report which was an interesting one.

NATIONAL DELEGATE REPORTS.

The regular business of the convention was resumed with President Baker in the chair. The report of the delegate to the meeting of the National Retail Hardware Association being called for, C. S. Johnson of that committee made his report, which concluded as follows:

We urge you one and all to carefully read the National Bulletin and

KEEP IN TOUCH WITH THE MANUFACTURERS

and jobbers, who are our friends. We all know firms who are loyal to the retail Hardware dealers, and we in turn should be loyal to such concerns, and as members of our different state organizations and especially as individual members of the Ohio association, the first of its kind.

WE MUST NOT LAG OR GROW WEARY,

but must be up and doing and keep our secretary well posted at all times. Be not afraid to write him a few lines, if only such once a month. The 24 cents spent thus during the year will more than repay you when you meet in convention assembled. Likewise, we would like to impress upon you the importance of keeping in touch with the national secretary, as he needs the ammunition and encouragement of all.

Write to him, and if you have any kicks coming, any words of cheer, and if you have anything in the way of a news item be sure and pass them up to him, as it takes work to produce a bulletin such as we have to-day.

In conclusion I wish to urge that we back up our secretary in the attendance at these annual meetings and see that he has sufficient help that he may realize during the year upon all the good features that will be presented at the secretaries' meetings during the annual conventions of the national association.

THE QNESTION BOX

was then resumed with more question.

THURSDAY AFTERNOON.

The convention was called to order promptly at 2 P. M. The Treasurer, L. F. Stahler, made his annual report, which showed that the total receipts for the year, including the balance originally on hand, was $2,625.00 and the total disbursements were $2,197.43; leaving a balance on hand of $427.57.

Secretary F. A. Bare, of Mansfield, then presented his annual report.

ANNUAL REPORT OF SECRETARY.

To my mind one of the highest compliments that can be paid to the Ohio Hardware Association is the fact that every man of the original thirteen organizers has stayed with it so long as he was in business, has been an ardent and an enthusiastic supporter of the organization without cessation.

The makers of our constitution showed their wisdom when they said in Article 1, "The object of this association shall be the mutual benefit of the retail Hardware merchants of Ohio by promoting their interests and securing their

FRIENDLY CO-OPERATION."

This, gentlemen, puts the responsibility of this organization upon the individual members.

You will agree with me that in every city or town in our state there is almost without exception a Hardware merchant who is a prominent and influential citizen, who takes an interest in the welfare of the state as well as in the development of his own town. Now, suppose we could have in this organization every such representative man in the state, and carry it further—suppose the leading Hardware merchant in every town in the United States were an active worker in his own state association, and through it affiliated with the National. Suppose the National secretary were to notify every state secretary of the proposed pending dangerous legislation, the state secretary in turn notify an active, influential, wide-awake citizen of every town and hamlet in his state, every one of these gentlemen so notified, telegraph or write his representative in Congress and both of his United States senators.

We had a practical demonstration of this thing last fall when the Fourth Assistant Postmaster General, McGraw, issued an order to all postmasters in the United States: First, number consecutively all rural mail boxes; second, deliver mail to them when addressed merely to box number. This order was surely meant for the good of catalogue houses. The national secretary notified the state secretaries, the state secretaries in turn entered protest at Washington and wired association members all over their states to do likewise. What was the result? The Fourth Assistant Postmaster General's desk was buried under protesting telegrams and postmasters over the United States were at once notified to suspend the order until further notice.

Look at the long list of prominent and representative jobbers and manufacturers of the United States, who refuse to sell catalogue houses. Now, gentlemen, I understand that some of these manufacturers and jobbers still do furnish catalogue house trade in an underground manner, but the majority of them stand fairly and squarely for the retail Hardware merchants of the United States.

It is the opinion of the secretary that every loyal association member is under obligations to do all in his power to increase our membership. If for one year one man in each of the eighty-eight counties of our great state would take an active and determined interest in our organization we could easily double our membership.

THE EXHIBIT FEATURE,

as you know, has been added this year. The special exhibit committee appointed by President Baker, consists of W. L. Jacobs, Youngstown, chairman; C. S. Johnson, Barberton, treasurer; W. M. Crumrine, Salem, secretary. This committee has worked faithfully. It must be remembered that they had no precedent to govern them. No retail Hardware association of the United States has rented space before this year. Our organization has been one of the pioneers and this committee helped to blaze the way. This entire auditorium building was rented. The committee took a great deal of time and used the utmost care in estimating the cost of conducting the exhibit. After reaching the conclusion they proceeded to name prices for space. There has been no desire on the part of committees or officers of the association to make this a money making scheme. It has been done only for the purpose of broadening the sphere of our association by giving Hardware merchants an opportunity to study new and up-to-date Hardware and to get better acquainted with manufacturers, jobbers and salesmen.

When prices were first announced some exhibitors thought them high, but after seeing the quarters and learning of all the privileges and advantages the objections were promptly withdrawn.

During the past year the secretary visited a few towns for the purpose of securing new members. Almost without exception he was received with the most courteous treatment and succeeded in getting the desired applications. I believe this is the most practical way to increase the membership.

Members have joined us since the Dayton convention. Great credit is due to the Canton Hardware Co. and its representatives for the splendid way in which they have secured new members. They kept at it all the year.

The matter of securing an accurate list of Hardware merchants is very important and perplexing. If every member would report promptly to the secretary any changes or new stores it would enable him to compile and keep a true list.

The nominating committee made the following report:

REPORT OF THE COMMITTEE ON NOMINATIONS.

PRESIDENT.—C. S. Johnson, Barberton, O.
VICE-PRESIDENT.—F. W. Ingalls, Bryan, O.
SECRETARY.—F. A. Bare, Mansfield, O.
TREASURER.—C. C. Fouts, Middletown, O.
FINANCIAL SECRETARY.—A. L. Shearer, Dayton, O.
EXECUTIVE COMMITTEE.—N. C. Alton, Lorain; Adam Bretch, Dayton; J. V. Osborne, Bellefountaine, O.; John Dixon, Columbus, O.
DELEGATES TO THE NATIONAL CONVENTION.—F. W. Ingalls, Bryan; F. A. Bare, Mansfield.

which were all subsequently elected for the ensuing year.

RESOLUTIONS.

The committee on Resolutions submitted their report which reaffirmed the resolution adopted at the fourth annual session, also at Columbus, Ohio, February 26, 1903.

The committee on "Memorial" presented their report.

REPORT OF COMMITTEE ON MEMORIAL.

Your committee on memorial note with sorrow that during the past year five of our members have been called from us by death—

G. H. Kroft, Ashville, O.
C. A. Weatherford, Chicago Junction, O.
Thomas J. Morris, Lima, O.
J. H. McCune, Newark, O.
Evart Bogardus, Mt. Vernon, O.

As we look over these names pleasant recollections of the memories of past conventions come to the mind, and with these recollections comes the fond hope that those whom they have left behind shall be reconciled to their loss, knowing of a surety that it was the will of the Great Father that they should be called from these scenes of action to the great beyond.

Resolved, That a copy of this memorial be sent to the friends of our deceased members.

Mr. Johnson, the President-elect, was called upon to address the convention, and made a few brief remarks.

The selection of a place for the next meeting was the next thing in order. The citizens of Columbus extended a cordial invitation to the Association to meet there, and no other cities being put in nomination, the question of meeting in Columbus was put to vote and unanimously carried. The convention then adjourned *sine die*.

THE ORIGINAL HACKMAN.

"Say," queried little George, addressing his historical cherry tree, "why don't you branch out?"

"I would leave this place," answered the tree, "if I had some way to move my trunk."

"If that's all that holds you," said the embryo daddy of his country, "I'll see that you get a hack."

Whereupon he hurried over to the woodshed in search of his little hatchet.—*Cincinnati Enquirer.*

"I know, old chappie," said Dobbs, "she has her faults, and a temper, and all that; but I—I love her, and can't live without her."

"Just so," calmly replied his friend; "but the question isn't that. Can you live with her? That's it, old fellow—can you live with her?"

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RECENT TRADE PUBLICATIONS.

Kelsey Heating Co., Syracuse, N. Y., have favored us with a copy of an exceedingly attractive pamphlet entitled "All About the Kelsey Warm Air Generator," Book No. 5. They state in regard to these Generators: "The selection of a heating apparatus should not depend on the mere question of cost only. Economy of fuel, health and comfort are of far greater importance than the saving of a few dollars on the first cost of a heater. Comparing with furnaces, a Kelsey Generator warms air by a much better method, has much greater weight and heating surfaces, and utilizes all of the heat to better advantage. In our booklet we have detailed information about Kelsey weights and heating surfaces; this kind of information is not printed about furnaces, and comparisons are difficult. A Kelsey Generator, however, has an average of 65 square feet of heating surfaces to each square foot of grate surface—a furnace has an average of about 25 square feet. These great heating surfaces mean that a Kelsey Generator will warm more air than any furnace with the same size grate, or will warm as much air as any furnace, with a saving of 20 to 40 per cent. in fuel." Accompanying this very instructive and helpful book is another entitled, "What the Users Say," which contains a large number of letters from satisfied purchasers of the Kelsey Generators, also photographs of the residences of these customers. Either or both of these valuable books will be gladly sent upon request.

The Atlas Shear Co., Bridgeport, Conn., manufacturers of Hardware Specialties, Cast Shears and Scissors of every description for domestic and export trade, are placing in the hands of the trade their Catalogue No. 16, which describes and illustrates the Atlas Brand of Shears and Scissors. Among those shown are the Bent Trimmers, Straight Trimmers, Jointed Steel Screw Shear, Crown Pattern Cushion Bearing Shear, German Pattern Shear, Red Star Pattern Shear, Barber Shear, Ladies' Scissors' Pattern Shears, Carbonized Steel Trimmers' Snips and Victoria Shears. Descriptions are given of the blades and handles of each article and the prices of the various styles and sizes are also given. Send for catalogue for further information, and one will be gladly sent free of charge.

Iwan Bros., Streator, Ill., have sent us an envelope sized pamphlet which describes the Iwan Patent Improved Post Hole and Well Auger. They state that the many purposes for which the Post Hole Auger can be used on the farm makes it a highly prized tool, it being an economizer of labor and time. They claim one can save both strength and time by using this Auger, which makes a hole quickly and smoothly, empties easily and is very durable. The little book treats in an interesting manner of the uses, Construction and Operation of these very valuable tools, and contains a Price List showing the various sizes and their respective prices singly and by the dozen. One page is devoted to a number of interesting verses in praise of the Iwan Augers, and the book closes with two pages of testimonials from some of the numerous satisfied users of this valuable little tool. If you have not received one of these pamphlets write to the manufacturers and they will gladly send a copy.

The Osborn Manufacturing Co., Cleveland, Ohio, makers of Brushes and Brooms, Foundry Supplies and Hardware Specialties, have favored us with a copy of their Catalogue No. 101. They state in introducing the book: "We have issued many catalogues but none have afforded the gratification which we feel in presenting this edition to our customers, and to those whom we hope will be. Many new lines of goods have been introduced and former ones improved, making this catalogue very complete." They state that their plant has been greatly enlarged, new machines introduced, and improved methods of manufacture adopted, which improvements place them in a position to ship promptly those goods for which there is a general demand and of which they keep a large stock, also their specialties, many of which are made only to order. They also call attention to the fact that their long experience and diligent attention to the production of odd and special brushes, etc., have given them a practical knowledge, which, coupled with the new and improved machinery, give them unusual advantage in aiding customers to secure just the goods which will best meet their requirements. The book contains 100 pages, but measures only 5 by 7½ inches, which makes it a convenient size to handle and a ready reference book. Catalogue may be had upon application.

The American Beauty Gas Stove Works, Ltd., Erie Pa., have presented us with a copy of their latest catalogue of Heaters, Ranges and Hot Plates. They state that all their stoves are the best on the market; are well made and of the best material, and are all thoroughly tested and well crated before shipping. The catalogue is well printed on excellent paper and contains a large number of very fine illustrations of the company's product; each cut is carefully described and the dimensions and weight of the respective Heater or Range is plainly given. The company will be glad to supply their catalogue to those not already in possession of one.

Potter Mfg. Co., Geneva, Ohio, has favored us with a very artistic and interesting Catalogue and Price List of Flesh Forks, Spoons, Cake Turners, Mincing Knives, Carpet Stretchers, Wall Scrapers, Ice Picks and Hatchets, Ice Chisels, Tack Hammers, etc., in regard to which they state in part as follows: "In presenting this Catalogue to the trade, we feel that the items shown herein are ones of merit, and that they cannot fail to make money for the dealer. Our aim has been to improve the quality, instead of sacrificing quality for the sake of price. We shall continue to produce the best goods possible, and at the lowest prices consistent with a straight-forward, legitimate business policy." The book will be found a handy and useful one to those interested in these lines and a copy will be gladly sent upon request.

Colt's Patent Fire Arms Manufacturing Co., Hartford, Conn., have recently issued a catalogue descriptive of Colt's Revolvers, representing New Service, New Service Target, New Army, New Navy, Marine Corps' Model, Officers' Model, New Police Target, Police Positive and New Pocket Double Action Revolvers, all with jointless solid frame, simultaneous ejection; Double Action Revolvers, .38 and .41 caliber, with and without ejector; Single Action Army, Bisley Model and Bisley Model Target, Single Action Revolvers, Automatic Colt Pistols, &c. The company's arms are guaranteed for the use of standard factory loaded ammunition, either black or smokeless powder. The little book is a valuable one to those interested in this line and will be found very useful to select from. A copy will be gladly sent upon request.

Stover Manufacturing Co., Freeport, Ill., have recently issued their 1906 catalogue of "Ideal" Hardware specialties, in which it will be seen that a number of new, up to date lines have been added, and also that the standard lines have been increased so as to meet the new conditions and requirements of the trade. They state that in addition to their regular Hardware they are well equipped to do job work in gray iron, brass, bronze and aluminum castings, also galvanizing, tinning, japanning, bronzing, and nickel, bronze, copper or brass plating. Among the articles described and illustrated in the catalogue are the following: Spring and Screw Mops, Mop and Brush Holders Combined, Tinned Steel Mops, Steel Brush Attachments, Lamp Brackets, Bird Cage Hooks, Lemon Squeezers, Cork Pullers, Tack Hammers, Shingling Hatchets, Ice Shaves, Waffle Irons, House Numbers, Soldering Sets, Screen Lifts, Door Pulls, Etc. The book is well illustrated and is attractive in appearance, and to those interested in these lines will prove very useful to select from. Send for a copy.

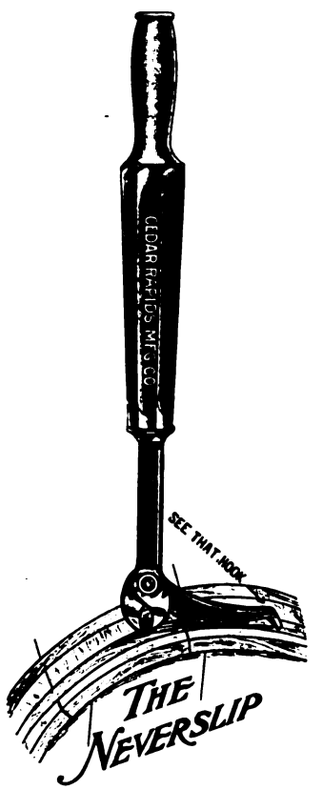
The Sun Mfg. Co., Columbus, Ohio, have made us the recipients of two very interesting and attractive pamphlets, which are their Catalogues Nos. 26 and 27. Catalogue No. 26 numbers 40 pages, measures 7 x 5¼ inches, and thoroughly describes and illustrates numerous styles of Show Cases, Coffee Mills, Money Drawers, Lawn Furniture, Rat Traps and Store Fixtures. Catalogue No. 27 is an envelope sized pamphlet of 32 pages, containing illustrations and very complete descriptions of the Company's Coffee Mills, Money Drawers, Poultry Be-Headers and Rat Traps. They state in introducing the last published of these little books: "We have, in the last three months, installed a lot of new machinery of our own invention, in our coffee mill factory. This machinery is the result of twenty years of manufacturing coffee mills, and is not possessed by any other factory. We are now entirely out of the old-style coffee mills, and the coffee mills that we are supplying on your orders are not excelled by those of any other manufacturer in this or any other country in workmanship, material and finish." They also state that electrotypes of anything they manufacture will be furnished free to jobbers for use in special advertising. Send for catalogues.

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NEW GOODS AND SPECIALTIES.

NEVERSLIP NAIL PULLER.

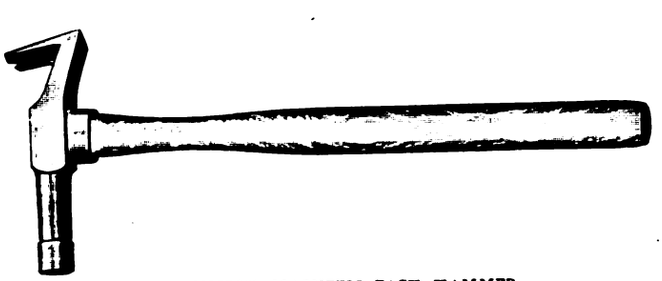
Cedar Rapids Mfg. Co., Cedar Rapids, Iowa, are placing on the market an Improved Nail Puller, which possesses so many special advantages as to make it a good proposition. The hook, which is one of the principal features to which the manufacturer calls attention, and for which he claims among other advantages: that where the hook is set it sticks, and the greater the pressure the harder it sticks; this is referred to as of vital importance in drawing nails from the extreme edges of boxes or the chines of barrels; that the hook acts as a raised fulcrum and



results in pulling nails straight from flat surfaces; that it permits the curve of a curved surface in packages as small as a nail keg to enter between it and the jaws of the puller, thus making it easier to pull nails from barrels and kegs than with the ordinary puller, as it never slips; that the hook makes it possible to pull nails from difficult corners and other odd places. It has one desirable improvement in the rammer with an anti-pinching lip, which serves to push the fleshy part of the hand away instead of permitting it to be pinched. The manufacturer states that in the jaws and shank a strictly high grade of tool steel is used invariably. The rammers are finished with a brilliant aluminum enamel, and the tool is a full size nail puller measuring eighteen inches when closed and weighing five pounds.

THE LONGDON MAGNETIC TACK HAMMER.

The Arcade Mfg. Co., Freeport, Ill., have made a popular addition to the number of specialties which they are now manufacturing, by recently purchasing the tools and equipment for the manufacture of the Longdon Magnetic Tack Hammer, which



THE LONGDON MAGNETIC TACK HAMMER.

is of novel construction, and has many ingenious improvements upon the ordinary type. The construction of the Claw brings the fulcrum close to the tack and in pulling it the handle becomes a powerful lever. The claw is formed so that it makes an excellent screw driver. The tempered head retains its magnetism permanently. Its strength and many uses make it a valuable household tool.

THE VANDERGRIFT WOOD HANDLE WRENCH.

The Vandergrift Mfg. Co., Shelbyville, Ind., for whom the Smith & Hemingway Co., 296 Broadway, New York, are sales agents, are the manufacturers of the Wood Handle Wrench shown in the accompanying illustration. It is substantially made



THE VANDERGRIFT WOOD HANDLE WRENCH.

of malleable iron and machine steel, and is brought out as a companion tool to their well known Screw Wrench. It is made in two sizes, 8 and 10 inches and in the following styles: Polished head, japanned body; polished head, plain body; plain head and plain body.

"NEVERSLIP" FILE HANDLE.

The McKinnon Dash Co., Buffalo, N. Y., are the makers of the "Neverslip" File Handle which we illustrate herewith. Being provided with a pressed steel ferrule the full length of the tang, which possesses a special shape, it is claimed to have five times the binding power of any similar handle. By the use of this handle, the tang does not work loose so quickly, requiring less



"NEVERSLIP" FILE HANDLE.

frequent driving into the handle, which has a tendency to prolong the life of the handle. The ferrule is indestructible as far as the material is concerned, and the wood if necessary can be renewed when desired. It is made in five lengths running from 4½ to 6½ inches.

A BOON TO TRAVELING MEN.

A compact, serviceable case which includes the entire shaving outfit has long been desired by traveling men. The Gillette Safety Razor Company, Boston, Mass., have conceived the perfect idea for such an outfit, and have placed upon the market The



GILLETTE SAFETY RAZOR COMBINATION SET.

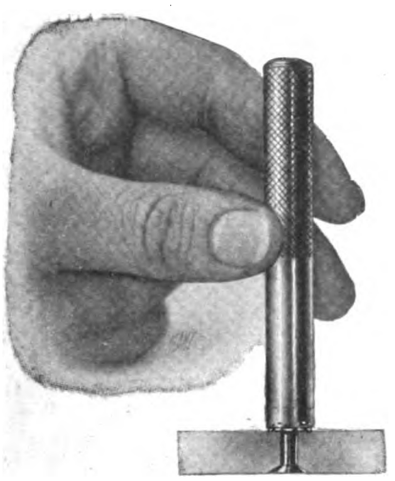
Gillette Safety Razor Combination Set. There is no doubt but this outfit will prove a boon to every traveling man, and to men generally on hunting or fishing excursions as it will answer the

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first requisite of a man's comfort and convenience. The combination set consists of a razor, one dozen blades neatly arranged in the package, together with a silver holder containing one of the finest badger hair brushes made, also a silver holder containing a shaving stick of one of the best known shaving soaps. The entire package is a sample of excellent workmanship, durability and utility. Furthermore, this outfit assures to the traveling man the possession of a hygienic device which frees his face from the unclean results often coming from the unsanitary conditions of shaving appliances. If every man would consider the personal advantage that comes from the use of "The Gillette," he would discard all his old ways and habits of shaving. A man's face is the index of his character. The unclean face indicates a careless and thoughtless mind. There is moral excellence in the cleanly habit through the independent act of self-shaving. It adds capital to a man's appearance, impression and address.

THE "SIMPLEX" RIVETER.

F. H. SMITH MFG. CO., Chicago, Ill., are placing before the Hardware trade the "Simplex" Riveter, manufactured by them, and which is claimed to possess advantages over other appliances,

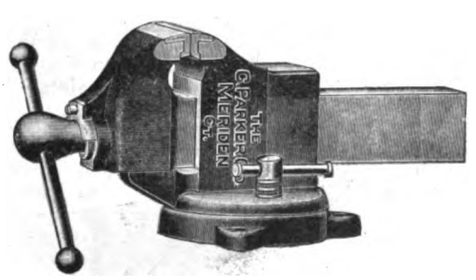


THE "SIMPLEX" RIVETER.

that make it a very popular article. We give here an illustration showing the "Simplex" Riveter and manner of using it. It is the simplest possible form of tool for setting tubular and split rivets now before the trade, having a wagon tire or other convenient hard substance at hand to rest the head of Rivet against, and a hammer or wrench to drive with. Made with a view of being sold at 25 cents, including a box of 50 Rivets, it meets with a ready sale.

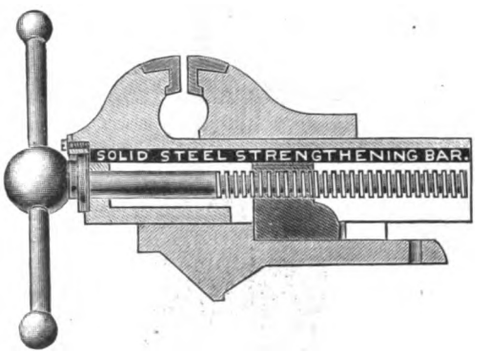
STEEL BAR STRENGTHENER VISE.

THE CHARLES PARKER CO., Meriden, Conn., and 22 Warren Street, New York, have recently patented their latest Vise, which they call their Steel Bar Strengthener Vise and which we illus-



STEEL BAR STRENGTHENER VISE.

trate herewith. It is provided with a solid steel bar running entirely the length of the slide, which adds a very material element of strength to the Vise, making the slide or front jaw, usually the weakest part of a Vise, in this tool, the strongest. The Steel Bar is cast solid into the slide so that there is no possibility of its getting loose. Another important feature in these Vises is the composition of cast iron and steel of which the castings are made. This important improvement has been attained only after a long season of experiments. They also call attention to the thickness of the castings composing the front jaw, as being placed at point of greatest strain. With all these advantages and improvements

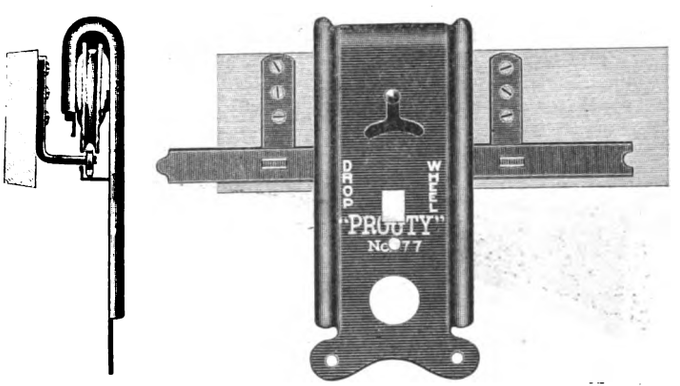


SECTIONAL VIEW OF VISE.

these Vises are sold at the same price as ordinary Cast Vises. Mechanics will readily see the value of such a tool. It is made in six sizes, both stationery and swivel, from 3¼ to 6¼-inch jaw. This Vise also contains all the former "Parker" improvements. The steel faces of these Vises are milled and fitted to the jaws and are renewable.

PROUTY BARN DOOR HANGER NO. 77.

T. C. PROUTY CO., LTD., Albion, Mich., are the manufacturers of the Prouty Barn Door Hanger No. 77, an illustration of which



PROUTY BARN DOOR HANGER, NO. 77.

accompanies this. The combination of the safety hook and drop wheel prevents the Hanger from having any tendency to leave the track when in use. This safety hook also acts as a gauge for attaching Hangers to doors as it permits setting the Hanger on the door down to the gauge, and does not make it necessary to take any measurements; at the same time enables one to be sure that both are being hung at the proper distance. The rollers in this Hanger are equipped with a double row of roller bearings which give uniform wear and insures a true running roller at all times, which is claimed to be very desirable in an article of this kind. The Hanger is made for 3-16 x 1 and 1¼ bran door rail.

MOLLY STARK MOP WRINGER.

The Bennington Mop Wringer Company, Bennington, Vt., C. E. Peabody & Co., 155 Chambers Street, New York, selling agents, are introducing to the Hardware and house furnishing goods trade the patented Molly Stark Mop Wringer, of which we give an illustration. It is made of malleable iron, japan finished. The outer dimensions are approximately 7 by 7 inches at the top, 10 inches top to bottom, with a lever handle 14 inches long. The strong point of the Wringer is the automatic adjustment it affords to unequal thicknesses of the body of mop, the pressure being equalized and entire mop squeezed an equal condition of dryness. The handle is coupled to a movable jaw hinged at lowest point with slotted back and bottom in one casting, which in use is pushed forward against another jaw, 5½ by 6⅓ inches, which is hung on an axis. Thus in the process of squeezing the frame coupled to handle is forced forward against a swinging grate like section that from its very nature adjusts itself to inequalities. Both squeezing jaws have V-shaped verticle bars, one group of which is directly

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opposite the open spaces of the other jaw. The Wringer may be instantly secured to wood or metal pails by beams of two eccentric clamps that adjust themselves readily to varying



MOLLY STARK MOP WRINGER.

thicknesses of pails. There is an absence of wood and screws in the construction, while a pull on the lever handle accomplishes the entire operation at one stroke, the water from mop falling by gravity into the pail, not squirted outside. The wringers are packed in crates of twelve, weighing complete 90 pounds.

SAVAGE SINGLE SHOT RIFLE.

THE SAVAGE ARMS CO., Utica, N. Y., are the manufacturers of the Single Shot Rifle of a new pattern which they will have ready for the trade during the present month as their Model

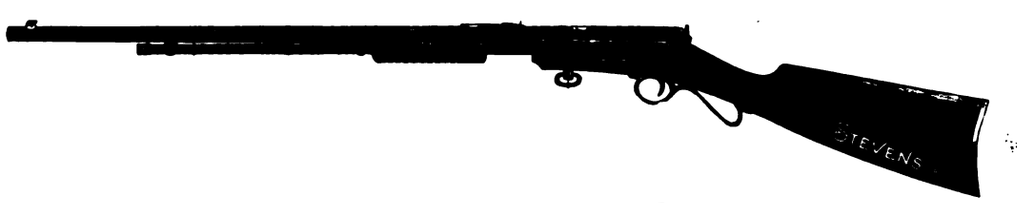


SAVAGE SINGLE SHOT RIFLE.

1905, Style C, of which we present an illustration. This rifle possesses the same features as the regular Target Rifle—in fact, its entire mechanism is the same. As many people prefer shot gun butt, they have fitted this Rifle with an "English Model" shot gun butt stock, length of stock 14 inches. The Rifle is also equipped with an adjustable rear sight and metal bead front sight, which are the same sights as used on 1903 Model Repeater. Length of barrel, 22 inches; the Rifle weighs 4¾ pounds. They are distributed to the dealers singly packed each in a cardboard box, and packed ten in a case. Weight of case, 63 pounds.

STEVEN'S NEW GALLERY RIFLE, NO. 80.

THE J. STEVENS ARMS & TOOL COMPANY, Chicopee Falls, Massachusetts, will place a new rifle on the market, July 1st, for use in shooting galleries. It has many new features never before



STEVENS NEW GALLERY RIFLE, NO. 80.

embodied in a rifle of this class, as follows: The action in principal is of the bolt type. The breech block in action works the bolt lever first upward, then back, extracting and ejecting the empty shell—its forward motion forcing a fresh cartridge into the barrel. The construction of the breech block is such that when the action is closed it presents a solid top, preventing dirt or any obstruction entering to clog it. The manipulation of this bolt makes it impossible to discharge a cartridge until the action is locked. The feeding of the cartridge from the magazine into the carrier is done horizontally, thereby avoiding any chances of scraping the lubricant, or the bullet, or the clogging of the action. It has coil steel springs; the barrel can be cleaned by drawing a rod through without taking the mechanism apart; the take-down feature is unique; it is made to take 22 short rim fire cartridges only, and the magazine holds 16; it is fitted witht bead front and sporting rear sights, walnut stock, blued trigger-guard and aluminum butt plate. The travel of the forearm in operating is only 1¼ inches, or less than any other repeating rifle, a feature appreciated by rifle experts. Especial pains have been taken with this new rifle to assure accuracy, thus sustaining the Stevens hard-earned reputation. This rifle is in a class by itself, not a mere toy or a light, boy's rifle, but has a 24-inch barrel (40 inches over all,) a heavy solid gallery rifle intended for men and youth who desire a serviceable repeating rifle of simple construction that is dependable.

THE NEW BRANDT SPRAYER.

THE HEATH-QUIMBY CO., Minneapolis, Minn., are putting on the market the New Brandt Sprayer which can be used with a single as well as a double nozzle, as illustrated herewith. As this Sprayer is a radical departure from other types of Knapsack Sprayers, it has attracted considerable attention. It is designed for distributing Paris green, Bordeaux mixture, Paris green and Bordeaux compound, Spanish pink, etc. It can be used for spraying potatoes, tomatoes, tobacco, and pineapples; gooseberry, currant and rose bushes; cabbage, celery, cucumbers, squash, cauliflower, etc. It is explained that two rows of potatoes can be sprayed at a time as fast as a man walks, and that a row a mile long can be sprayed with one filling of three gallons; also that 15 to 25 hills of potatoes can be sprayed with each stroke of the pump. The chief points of excellence of the sprayer are referred to as follows: That it combines all the advantages of the tank sprayer with those of the hand sprayer and many others; that it is ready for use immediately, as the first stroke of the pump discharges spray from the nozzle at standard pressure; that a uniform spray is emitted from the nozzle at all times, as the equalizing reservoir at the end of the pump so distributes the air between the nozzle tip and the tank as to maintain a uniform pressure at the nozzle tip at all times; that the nozzle is so constructed as to emit spray of exactly the proper density, not too light, not too heavy, a result obtained after long experimenting in actual use on the farm of the inventor of the Sprayer; and that it is substantially constructed braces, and reinforcements being used wherever there is any advantage to be gained by so doing.



THE NEW BRANDT SPRAYER.

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NEW ENGLAND HARDWARE DEALERS' ASSOCIATION

The annual convention of the New England Hardware Dealers' Association was held at the Hotel Vendome, Boston, Thursday and Friday, March 1 and 2. The meeting was a very notable affair, abundantly justifying the change to a two days' session instead of one. As is the custom in all the conventions of Eastern trade the programme alternated very pleasantly between business and sociability. President W. P. Bogardus of the National Retail Hardware Association made his first visit to New England, a fact which was very much appreciated.

The opening session on Thursday afternoon was followed by a smoker to which the manufacturers of Hardware present were made welcome. After a stag supper the party attended the theatre.

Friday morning was devoted to business. In the afternoon the members and guests made a tour of Boston and Harvard University in special electric observation cars. The convention closed with a reception and banquet at which, as usual with Eastern folks, many ladies participated.

The business session, at which President John B. Hunter presided, was given over to the private discussion of important trade topics, including the Parcels Post Bill, Hardware Mutual Fire Insurance, the rescinding of the rule by which the manufacturers of builders' Hardware made an additional charge of 10% on the orders figured and made up at the works, and various other matters of general importance. On a general showing the association was found to be in an exceedingly prosperous condition.



F. ALEXANDER CHANDLER, SECRETARY.

Secretary F. Alexander Chandler made an informal report in which he stated that the membership had doubled during the past year. Mr. Chandler was interested in launching a plan for the establishment of a Hardware Dining Club for Boston, which would occupy commodious quarters.

ELECTION OF OFFICERS.

A committee on nominations was elected from the floor, consisting of A. H. Abbe, New Britain, Conn.; F. Alexander Chandler, Boston; and E. L. Davis, Boston, which committee brought in the names of a large Executive Committee, the association having voted to add two members. The officers elected were according to the committee's recommendations, as follows:

PRESIDENT, John B. Hunter, J. B. Hunter & Co., Boston.
FIRST VICE-PRESIDENT, S. H. Thompson, Thompson Hardware Company, Lowell, Mass.
SECOND VICE-PRESIDENT, F. E. Pierson, Pierson Hardware Company, Pittsfield, Mass.
SECRETARY, F. Alexander Chandler, Chandler & Farquhar Company, Boston.
TREASURER, Henry M. Sanders, H. M. Sanders & Co., Boston.
DIRECTORS.—D. Fletcher Barber, Chandler & Barber, Boston; Charles E. Adams, Adams Hardware & Paint Company, Lowell, Mass.; Bion C. Pierce, Pierce Hardware Company, Taunton, Mass.; Calvin M. Nichols, the Hoyt Hardware Company, Boston; E. L. Davis, S. H. Davis Company, Boston; John A. Manson, John A. Manson & Co., Burlington, Vt.; W. H. Underwood, Manchester Hardware Company, Manchester, N. H.

To the Executive Committee was left the matter of sending delegates to the convention of the National Association at Chicago.

At the Smoker on Thursday afternoon the presence of President Bogardus, Samuel A. Bigelow, former President of the National Hardware Association, T. James Fernley, Secretary-Treasurer of the National Hardware Association, and J. B. Sargent of Sargent Co., New Haven, Conn., added importance to the occasion. An address was delivered during the convention proceedings by Mr. W. P. Bogardus on the proposed changes in the postal laws, in the course of which he said.

Last year about 70,000,000 pounds of letters and postal cards went through the mails, and the income was about $70,000,000, or about $1 per pound. In the second class there was distributed 365,000,000 pounds, and the income was about $3,000,000, or a little over 1 cent per pound.

THE LOSS

on carrying that amount of second-class matter was over $40,000,000. First-class matter furnished 80 per cent. of the postal income and used only four per cent. of the tonnage. Second-class matter furnished a little over 4 per cent. of the income and took 65½ per cent. of the tonnage. And third and fourth class matter almost paid their way.

OTHER ADDRESSES.

T. James Fernley brought the greetings of the National Hardware Association and told the work of the Association. He was followed by J. B. Sargent, who was given a hearty reception, indicating the high appreciation in which he is held. Mr. Sargent made an interesting and able address, in which he made reference to some of the questions connected with the distribution of Hardware and alluded to the desirability of marketing goods through the retail merchants.

Friday evening was devoted entirely to the banquet which was provided for the occasion. Over 200 ladies and gentlemen were present. At the guest table were President J. B. Hunter, who acted as toast master; President Bogardus, Secretary Fernley, J. B. Sargent, Samuel A. Bigelow of the Bigelow & Dowse Co., Boston; R. R. Williams, Hardware Editor of *Iron Age;* Charles E. Adams of Lowell, President of the Massachusetts State Board of Trade; William H. Sayward, secretary and treasurer of the Master Builders' Association of Boston; William A. Barrett, president of the Boston Common Council, who represented Mayor Fitzgerald; Rev. Eugene R. Shippen, Dorchester, and F. Alexander Chandler. President Barrett responded to the toast "Boston;" President Bogardus, "The National Retail Hardware Association;" Charles E. Adams, "The Ladies;" Mrs. S. H. Thompson, Lowell, "For the Ladies," a graceful and pleasing feature of the occasion; J. B. Sargent, "The Manufacturers;" R. R. Williams, "The Trade Press;" Rev. Mr. Shippen, "The New Man;" Mr. Fernley, "The National Hardware Association." It was a most delightful evening, a fitting ending to a gathering of New England Hardware merchants which was full of promise of good work to come as well as a demonstration of good work done.

MANUFACTURERS' EXHIBITS.

There was a large representation of manufacturers, and the exhibits were of an interesting character. They more largely participated in that department than on any previous occasion held in New England.

A VALUABLE OFFICE BOY.

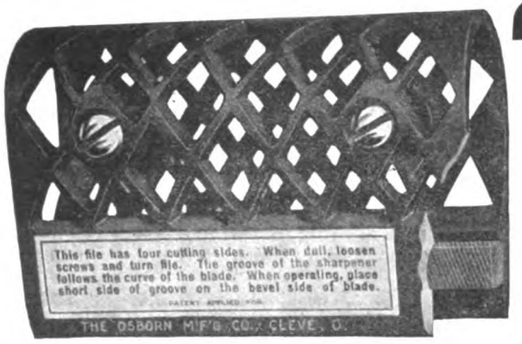
The employer was bending over a table, looking at the directory. The new office boy slipped up quietly and poked a note into his hand. The surprised employer opened it, and read:

"Honored Sir—Yer pants is ripped."

♣

Real friendship is a slow grower; and never thrives unless engrafted upon a stock of known and reciprocal merit.—*Chesterfield.*

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OSBORN

LAWN MOWER SHARPENER

The only practical and easy one

Does the work quickly. Keeps lawn mowers in perfect cutting condition. Fits any blade. The sharpener follows the curve of the knife and gives the proper bevel. The iron holder has a neat and durable "Tucker," bronze finish; the file has four cutting sides, which, when worn, can be turned by simply loosening the screws in holder.

SIMPLE IN CONSTRUCTION

ALWAYS READY FOR USE

Sharpeners are packed one dozen in compartment box, having hinged cover, with neat two color label, making an attractive display package.

Size of box, 11 x 9¼ inches.

RETAIL PRICE.....25 cents each



WRITE FOR PRICE.

THE OSBORN MANUFACTURING CO.

5403 Hamilton Ave., N. E. Cleveland, O.

MINNESOTA RETAIL HARDWARE ASSOCIATION

The tenth annual convention of the Minnesota Retail Hardware Association was held at the Nicollet Hotel, Minneapolis, on Wednesday, Thursday and Friday, February 28, March 1 and 2. At the sessions there was always a large number of delegates. As there were probably 700 members and others present the spacious hall was crowded on each occasion.

At the Wednesday afternoon session the delegates were called to order by President Stebbins at two o'clock, and an address of welcome was delivered by Mayor D. P. Jones of Minneapolis, which was responded to by E. H. Loyhed with a well delivered address.

PRESIDENT'S ANNUAL ADDRESS.

President Stebbins then delivered his annual address, in part as follows:

We must realize that the business methods of yesterday are not the methods of to-day. A constant change is taking place, and as the individual tries to keep pace with this evolution and the conditions that follow mammoth combinations of capital and brains he must of necessity realize that the situation demands constant and determined effort aided by progressive thought. Do I hear some one ask, What can this association do as against these combinations, intrenched as they are behind untold wealth? My answer is to keep digging and improve our opportunities as best we may and results will follow.

I once heard a minister say that the greatest thing in life is opportunity. If we improve the opportunity of to-day, while the pendulum seems to be swinging farther and farther away, who knows but what something said or done during this meeting may hit a responsive chord throughout the length and breadth of this land that will cause the pendulum to swing to the other extreme and we may receive a lasting benefit thereby?

When we organized ten years ago those of us who were there little dreamed of the progress that would be made in a decade. We had no National Association, as we were among the first to organize. Now more than half the States in the Union have Hardware associations and are affiliated with the National. And right here let me say that while Minnesota is now in the lead in point of numbers, we must look well to our laurels, as we are being closely pressed. Within another decade I expect to see a Hardware organization in every State, when by co-operating with other similar bodies we can easily make our influence felt. Ten years ago the jobbers were not with us. To-day the jobbers and retailers are working hand in hand. Within the next ten years, instead of having about 400 manufacturers friendly with us, I expect they will all be our friends.

We occasionally hear criticism from Hardware merchants to the effect that our organization has accomplished nothing; that we meet annually, pass resolutions, go home and forget them, and thus end our efforts. My heart ever goes out in sympathy for such a deluded merchant, and I sometimes wonder if his digestive organs are in good working order or if his appendix needs attention. I never go home from a convention without a feeling that some good has been accomplished and a feeling that I could make good use of some suggestion or brother merchant's experience, and thus to some extent, at least, be the more competent to sell Hardware at a profit. If there be such a pessimist here I would like to ask him, What have you done to help along the work? Have you offered any solution for the ills that beset us? Have you ever taken any part in the discussions? Have you even as much as dropped a question in the Question Box? Do you continue to buy goods that are quoted in catalogues at ruinous prices? Whose fault is it that we have not accomplished all we could have hoped for? Is it not your fault and mine? Have any of us been as loyal to our association as we ought?

Loyalty to ourselves, our neighbors and our country is a God given virtue, the practice of which makes the true type of American citizenship.

What are some of the objects of our association? Allow me to suggest:

1. To better the condition of the retail merchant.
2. To correct the evils that now exist.
3. To bring about better trade conditions.
4. To weed out dead beats.
5. To stop wholesalers selling consumers.

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6. To encourage co-operation of manufacturers, jobbers and retailers.
7. To eliminate price cutting.
8. To restore confidence between dealers, where petty jealousy now exists.
9. To become honest with one another.
10. To encourage a more general reading of trade papers.
11. To affiliate with State and National associations.

SECRETARY'S REPORT.

This was followed by Secretary M. S. Mathews' Annual Report. The report was as follows, in part:

With the constantly increasing numerical strength of this organization the grievances, or at least the reports of them to reach this office, appear to be falling off in an inverse ratio to the lengthening of the membership roll. Two of the complaints were caused by a misunderstanding of facts, and on an explanation of the same were dropped. At the present time there is only one case undisposed of and this awaits further information from the aggrieved party.

These improved conditions come, doubtless, from a clearer understanding between manufacturers, jobbers and retailers. Another feature of the movement is the broadening of the work through the efficient methods of the National Association and the Joint Catalogue House Committee, whose efforts are accomplishing much toward securing more desirable conditions for the retailer. The improving trade conditions through organized effort are so well understood in this State that in Hardware circles the association non-member is now the exception instead of the rule. While it is probably true that many remain members for the insurance benefits it is equally true that a large percentage are members from a love of the cause and a belief that only through organization can trade conditions be permanently improved. As showing that this position is correct, it only need be stated that barely 65 per cent. of this association's members carry insurance with the Minnesota Retail Hardware Insurance Company.

At the last annual meeting a paid membership list of 644 was presented. While the increase the past year has not been so marked the growth has been steady and continuous, the printed list showing 688 names. These, with later additions since the book was given to the printer, enable Minnesota to retain first place among Hardware associations with a following of 702 members in good standing.

Mr. Mathews furnished the figures concerning receipts and disbursements during the year, showing that the balance in the hands of the treasurer was $653.04.

THINGS TO THINK ABOUT.

An entertaining address was that by J. F. McGuire of St. Paul, whose topic was "Things to Think About." Mr. McGuire referred to a number of matters worthy of attention at the hands of those present, both individually and as an association.

SMOKER.

Preceding a smoker held Wednesday evening S. R. Miles of Mason City, Iowa, gave an illustrated lecture on the catalogue house question, and he was followed by Conway McMillan on "Factors of Modern Advertising." Leon C. Warner, president of the Minneapolis Retail Hardware Association, presided.

QUESTION BOX.

The Question Box, conducted by Secretary Corey of the National Retail Hardware Association, came next in order.

MR. MILES' LECTURE.

In the evening S. P. Miles officiated at a meeting held under the auspices of the Joint Catalogue House Committee, at which he gave his well-known lecture on "Trade Problems" and punctuated his points with characteristic illustrations.

Mr. Conway McMillan delivered an address on "The Factors of Modern Advertising," which was under the auspices of the National School of Salesmanship of Minneapolis.

THURSDAY SESSION

9 A. M., a meeting was held of the Retail Mutual Fire Insurance Company, at which the attendance of all policy holders was requested. President Charles F. Ladner of St. Cloud made his annual address.

SECRETARY'S ADDRESS.

This was followed by the reading of his report in which the Secretary of the Company M. S. Mathews reviewed the work of the year. A statement of the condition of the company December 31 was presented, following which Mr. Mathews said:

The season of severe cold weather has been passed through with moderate losses of but 25 per cent., thus giving a much better start than in the corresponding period of 1905. The success of this company has been so marked that students of the insurance problem have carefully noted its growth and many inquiries are received as to its methods. Were this the only company making so favorable a showing its record would cause more extended comment, but, as a matter of fact, similar companies in neighboring states are making equally good progress, all of which tends to show that for a Hardware merchant the solution of the insurance problem lies through the "Hardware Mutuals." One question arises, with an insurance company of your own a demonstrated success and making such remarkable savings why is it only favored with insurace business from 65 per cent. of the members of the Minnesota Retail Hardware Association and with a total amount of Minnesota insurance in force December 31 of but $1,359,000?

We would ask you to study the figures as presented by this company and consider that with an increased volume of business comes lower cost of insurance. Forty per cent. of your insurance expense is a large saving, but the seven years' experience of this company points to still better results in the future.

Hon. T. D. O'Brien, Insurance Commissioner of Minnesota, delivered an address on "Insurance Methods."

REGULAR BUSINESS.

The meeting was called to order at 10:30 by the President, A. T. Stebbins, when the manufacturers, jobbers and traveling men had the floor. F. W. Hurty of Hurty-Simmons Co., delivered an address on

"SUCCESSFUL RETAIL HARDWARE MERCHANTS FROM THE JOBBER'S POINT OF VIEW."

which was in part as follows:

These highly successful ones present a combination of ability and morality that would make them successful, and highly so, at anything they might attempt, for they are all good buyers, good sellers and good collectors. It is the combination that wins.

In a wholesale house the man that buys is not supposed to have any ability as a seller, and the man in charge of the selling would be expected to make a mess of it if he tried to do both the buying and the selling, and the credit man is like the villian in the play—he has the unthankful part, both with the house and with the trade. If he is not a good collector he loses standing with the house. If he is an extremely close collector in a short time he is unpopular with the trade. But the retail merchant who is compelled to be his own buyer, seller and collector necessitates qualifications of a much higher order than in most any other branch of business.

In analyzing the successful merchants of Minnesota with whom I have been in intimate contact for many years I find them to be strong in selling and strong in collecting, and while they are not weak in buying by any means they give the selling and collecting end of their business the greatest part of their attention and in buying they avoid speculation—that is, they seldom overbuy, but they order frequently, and in such quantities as they really need.

The jobber should do all in his power to assist the retail merchant, not to be satisfied with simply selling him goods and collecting his money, but help the merchant dispose of his goods, which can be done by supplying him with printed matter, set advertisements, electros, hangers, price cards, and in many other ways. Here is where the intelligent salesman makes himself of service to his customer. Much good advertising matter is relegated to the ash heap for lack of interest or understanding on the part of the merchant.

The jobber who depends principally on financial favors to hold trade shows a lack of confidence in his goods, service and prices. The retail merchant who is entirely dependent on a jobber for financial accommodations is not likely to be on an equal footing with his neighbor, to say nothing of attempting to compete with our arch enemy, the catalogue house, which buys and sells for cash.

Alex. W. Crozier of the National School of Salesmanship, Minneapolis, delivered an address on "The Practice of Salesmanship."

THURSDAY AFTERNOON SESSION,

2 P. M., meeting was called to order by the President.

The Convention Committees reported.

A. C. Hatch was heard from on "The Present Steel Age." A. F. Rock, Secretary of Superior (Wisconsin) Merchants' Association, delivered an address on "Credits."

Hon. John A. Johnson, Governor of Minnesota, delivered an address.

S. P. Miles read a paper on "Practical Paint Salesmanship," a subject that was well considered, which in part was as follows:

HANDLING PAINTS.

In my opinion every Hardwareman should handle Paint for the simple reason that Paint in reality is a part of the business. Anything that can be classed in with Builders' Supplies belongs to the Hardware store, and surely all kinds of Paint products come under that head.

Paint is bought and used by the kind of people that the Hardwareman is in touch with. Besides, contractors and carpenters are in our stores after other material. They influence the sale of a great deal of Paint, and surely it is just as easy for the painter and the property owner to go to the Hardware merchant as anywhere else.

In addition to this, the Hardware merchant usually knows when an old house is going to be repaired or a new house going to be built. This information can be of value to him in selling a bill of Paint.

It is to the interest of the Hardware merchant to sell Paint, because in these days of strenuous competition everything must be made to count. If the Paint business is handled correctly it will afford the merchant a satisfactory profit; but that is not all. I have found by experience that a line of Paint has some peculiarities that are attractive in themselves.

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A man may sell a bill of Hardware, a Stove or a Corn Planter without making much noise, but when he sells a bill of Paint he cannot help making noise, and if he is handling a good Paint, a Paint that will give his customer satisfaction, this bill of Paint will be a monument, a standing advertisement in his locality. Every neighbor will see it, notice it and will be almost certain to ask the buyer what kind of Paint he used on his house and where it was bought. I am of the opinion that it is well worth the Hardware merchant's while to sell a line of Paint, if it were only for the advertising he will get from it.

Mixed paint to be good must be just as pure and just as honestly made as Hand Mixed Lead and Oil. It should be composed of Lead, Zinc, Linseed Oil, a little Turpentine and Dryer and the necessary coloring pigments to make the different shades, and in my opinion a dealer will make a great mistake in putting in any line of Paint unless he is absolutely certain that his Paint is pure, for you must bear in mind that your principal competition will be strictly pure, Hand Mixed White Lead, and in order to successfully displace Hand Mixed White Lead you must give your customer a Paint that is just as pure, just as honestly made, and superior in other respects.

It is not enough to have the manufacturer agree to sell no one else direct; he should make provision to see that none of his goods reach your community through any mail order or catalogue house, or through any other source, for if you work hard to build up a business on the line you control you ought to spare no pains to safeguard your interests and keep that line out of the hand of every one else.

To sum the whole matter up, we have the following:

1. It is to the interest of every Hardware merchant to carry Paint.
2. He should carry nothing but the best.
3. He should carry a line that is effectively advertised.
4. He should have the exclusive sale of the full line manufactured by the firm he does business with.

ST. PAUL NEXT YEAR.

J. Gregg of St. Paul, representing the commercial associations of that city, extended an invitation to the association to meet there next year. The invitation was accepted by unanimous vote.

NEW OFFICERS.

The report of the Nominating Committee was adopted and resulted in the election of the following officers:

President, Julius Schmidt, Wabasha.

Vice-President, Amos Marckel, Perhan.

Executive Committee—Three years: C. H. Casey, Jordan; A. T. Stebbins, Rochester; Elmore Houghtaling, Fairmont.

The Executive Committee reappointed M. S. Mathews, Minneapolis, and G. F. Duerre, Plain View, secretary and treasurer, respectively.

Delegates to the national convention were appointed as follows: M. S. Mathews, Minneapolis; Julius Schmidt, Wabasha; H. M. Clark, Lakefield; C. H. Casey, Jordan; F. W. Lucas, Litchfield; J. F. McGuire, St. Paul; W. H. Tomlinson, LeSueur; Elmore Houghtaling, Fairmont.

Directors of the Mutual Fire Insurance Company were elected as follows for a term of three years: Julius Schmidt, Wabasha; C. H. Casey, Jordan; J. F. McGuire, St. Paul; Amos Marckel, Perhan.

FRIDAY'S SESSION.

At 9 A. M. there was an Executive Session to members only followed by the report of delegates to the National Convention.

D. H. Evans delivered an address on "Decadence of Inland Towns."

R. A. Kirk of Farwell, Ozmun, Kirk & Co., St. Paul, read an able paper on the "Catalogue House Question."

RESOLUTIONS.

The usual resolutions were adopted.

ENTERTAINMENT.

On Thursday evening the members of the association attended the Orpheum Theatre in a body. On Friday afternoon they visited the new building of Farwell, Ozmun, Kirk & Co., in St. Paul, and a thorough inspection of the plant of the Minnesota Linseed Oil & Paint Company was made. Special cars were provided for conveying the members to St. Paul, where the establishments of both concerns are located. The new building of Farwell, Ozmun, Kirk & Co. is nine stories high and is one of the best equipped Hardware jobbing warehouses in the country. Cars conveyed the party after an inspection of this building to the State capitol. Governor John A. Johnson, however, was unable to be present, owing to the late hour at which the party arrived, and he delegated Frank R. Day, his private secretary, to receive them. Several guides were also in attendance and a thorough inspection of this handsome building was made.

♣

Mary's father was making the experiment of raising chickens with an incubator in his barn. The neighbors were much interested in this experiment, and, meeting Mary, one of them asked: "Mary, have you any little chickens at your house yet?"

"No, but we're makin' some," replied the little maiden.

REVIEW OF THE MARKETS

WIRE NAILS: New business is arriving at the mills in a satisfactory ratio. Specifications on contracts already booked supply them with the greatest volume. The mills running behind on shipments on account of the urgent deliveries that are solicited. Quotations are as follows: f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

Carloads to jobbers	$1.85
Carload lots to retail merchants	1.90

New York.—The advanced price agreed upon by jobbers is making deliveries satisfactory, although the demand for small lots from store is about the average. We quote on small lots from store a basis of $2.15 per keg.

CUT NAILS: At the recent meeting of the Cut Nail Association prevailing prices were reaffirmed. The demand is ordinarily moderate and prices firm. Quotations are as follows: f.o.b. Pittsburgh, for carload lots, $1.80, base; for less than carload lots, $1.85. For carload lots on dock New York, $1.95; for less than carload lots, $2. Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 5 to 10 cents advance on Steel Cut Nails.

New York.—Trade in the local market is not noticeably active, although prices are well maintained at the advance made by jobbers. Quotations on small lots from store are on the basis of $2.05 per keg.

BARB WIRE: For present business the orders are not especially heavy. Shipment by the mills for last month showed excellent activity. Prices are held firmly and prospect good for heavy deliveries on old orders. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$2.00	$2.30
Retailers, carload lots	2.05	2.35
Retailers, less than carload lots	2.15	2.45

SMOOTH FENCE WIRE: Specifications on contracts placed last year for the Spring trade are unusually heavy, making it difficult for the mills to avoid running behind on shipments. There is less trouble on any new business, it being quite moderate. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.70
Retailers, carloads	1.75

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

ROPE: The following prices may be said to represent the market:

	Cents per Pound.
Pure Manila, 7-16 and larger	12½ @ 13
B Quality Manila	11½ @ 12
Pure Sisal, 7-16 and larger	9½ @ 10
No. 2 Sisal, 7-16 and larger	8 @ 8¼

BINDER TWINE: General market quotations f.o.b. Eastern factories may be given as follows:

White Sisal (500 feet to the pound)	9 @ 9½
Standard (500 feet to the pound)	9 @ 9½
Standard Manila (550 feet to the pound)	10 @ 10½
Manila (600 feet to the pound)	11¼ @ 11¾
Pure Manila (650 feet to the pound)	12¼ @ 12¾

Less than car lots ¼ cent advance.

LINSEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....43 cents per gallon.
In lots of 5 barrels or more.....42 cents per gallon.

The "American" brand for respective quantities, 2 cents per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Double Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Regular Boiled Linseed Oil, 1 cent per gallon higher than Raw.
Calcutta Oil .....65 cents per gallon.

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FILES

Nicholson
Arcade
American



Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASPS

Kearney
& Foot
Eagle



J. B. Smith
"X-F"
Gold Medal

MANUFACTURED — BY — NICHOLSON FILE CO., - Providence, R. I.

THE PHILADELPHIA TRADE.

It is commonly said that some people can always find fault, but he would be exceedingly ingenious who could find fault with the present volume of trade, as we do not recall a year in which February has recorded such an enormous volume of business, as this new year of 1906. Last year the month of February was a record breaker, but 1906 has far exceeded 1905. A new record has been established which makes a high mark for the endeavor of future years. No doubt the open Winter has partly been the cause of this abnormal trade, as building operations have been greatly forwarded by the open winter—not only are building operations in our own city going forward on an enormous scale, but these conditions are by no means confined to Philadelphia. In almost all parts of the country we hear of similar reports of active operations.

It would seem that the unusually high prices of lumber, steel and other building materials, as well as the high wages paid for labor, might cause a suspension of building activities, but this is far from being the case. The general conditions of trade and widespread prosperity seem to justify the work that is being done. The mild Winter is, also, responsible for the unusual and early demand for Spring goods of all kinds. Much outdoor work forbidden at this season of the year has been possible for a long while and farmers and mechanics are not slow in taking advantage of the situation, so that the demand for Spring goods is of such a character that in many lines manufacturers now complain of being swamped with orders.

It is hardly fair, however, to give the Weather Bureau credit for all this development of business. No doubt, a large part of it is due to the blessing bestowed on our country by a bountiful Providence in the large crops which have been marketed at high prices. It is comparatively rare that large crops and high prices go hand in hand, but the wedding of these two factors has resulted in bringing to the farmer and community unusual surplus means, so that not only have old debts been cancelled, but luxuries hitherto unattainable have been brought within the means of thousands, and as a man's desires are boundless, he is very ready to employ his surplus means in satisfying his cravings.

The conservatism of our manufacturers—or rather Hardware manufacturers—under such circumstances calls for a few words of praise, as they have shown commendable slowness in yielding to the temptation of advancing prices unreasonably. It is true, that many complaints are heard of high prices but these criticisms are more rife in other lines of business than in ours. The great increase in the cost of materials, notably brass, copper and tin, has compelled some advance on special lines, but on the whole the advances have been quite moderate, and some goods can still be mentioned which are sold at practically old prices, and if the higher cost of materials is taken into consideration, apparently sell on a lower margin than was paid for them several years ago.

We earnestly hope, in times like these, prudence may keep pace with ambition. The new forces, which of late have entered the mercantile world in the guise of mammoth trusts and corporations have perhaps modified the old laws which appeared to regulate business and which we considered infallible. He would be rash, however, who ventured to say that these laws have become obsolete. It seems to us the part of wisdom to recognize the fact that experience is still a valuable teacher, and that the old lessons of the dangers of undue expansion may be a warning not to let our zeal outrun discretion. It is hardly to be expected that prosperity will always be with us, and as has been said by the wise man of old: "The prudent man forseeth the evil and hideth himself."

Biddle Hardware Co.,
James H. Ritter.

THE ALBANY TRADE.

We have just worried through what is the dullest month in the year as far as the selling of goods is concerned for immediate shipment, but for future business it is quite as good as any of the early Spring months. The weather conditions in this section have been unfavorable for business. The long continued mild weather has kept the river open; no ice has been made and consequently the large amount of money which is usually disbursed along the river front between this city and Poughkeepsie has not been in circulation. Possibly it may surprise many readers to learn that this sum, covering the expense of harvesting, storing, reshipping and delivering to New York City, involves the large amount of $2,500,000 in one season and by taking this out of circulation of necessity means a large loss of business to the local dealers along the Hudson river. The sales for future delivery on general Hardware and metal business, have been as large as usual and the report from our customers indicates a hopeful condition of business throughout the Spring season. The market is well maintained. There are but few instances where any sagging in price is noticed. A slight reduction in the price of lead and goods made of this material is observed and is very satisfactory to the plumbing and other branches of trade that uses this line as the prices have been higher than conditions seemed to warrant. The staples, including wire nails and fencing are well maintained in price and, in fact, no instances of weakness in this branch of business seem to have been noticed. A month hence undoubtedly the country trade will have started up and the wheels of commerce will attain a greater speed, all the merchants probably be just clamoring for shipments of orders which have been dragging along the road. This is quite a serious complaint—the

IMPROVED CARPENTERS' TOOLS

STANLEY RULE & LEVEL CO

A TOOL THAT'S STAMPED STANLEY IS THE BEST OF ITS KIND

SOLD BY ALL HARDWARE DEALERS

NEW BRITAIN, CONN., U.S.A.

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slowness with which goods reach destination when shipped from distant points. We have heard for a long time of the famine in cars and the lack of capacity for handling freight and while it is true and, perhaps, excusable, yet it is difficult to convince our customers that it is unavoidable and the merchants have to bear the blame. We predict a trade of equal volume to last season and shall be greatly disappointed if this prophecy is not verified.

Albany Hardware & Iron Co.,
Chas. H. Turner, *Pres.*

THE CLEVELAND TRADE.

A little lull in purchasing has caused anxiety in some quarters lest depression in the iron and steel trade was approaching, but those familiar with conditions have no fear of radical decline. The large manufacturers have orders on their books for larger amounts than ever before, and in some lines are declining to accept more. The increased use of steel and iron is increasing the value of ore in the mines as an asset, and the steel magnates can leave it there if it is not wanted. In the meantime, the building of boats, bridges, buildings, cars and fences that were until recently built of wood will continue, and increase of population will affect the problem. What becomes of all that is being sold, is the query now; where we are to get all that is wanted, is likely to be that of the future. Fifty million tons annually which will soon be used, will exhaust the supply, and the present holders are alive to these conditions. The estimated value of $1.00 per ton in the mine made a few years ago, does not seem as extravagant now as it did then, and higher estimates will be justified soon. We shall not always likely be on the topmost wave, but if the gold production continues to increase, the general price level will probably be higher. Iron and steel are taken out of the pauper class by the immensely increased use of them, and the perception that the supply is not unlimited. Notwithstanding that our estimate that wealth is the highest product of civilization, has been shocked by the action of some of our millionaires, the country has a fairly solid foundation. The people are not all involved in frenzied finance and lots of us are not likely to become millionaires; but people in business have a chance to make a living. February, as a trade month, exceeded the most sanguine expectations. The Lockwood-Taylor Hardware Co.,
C. B. Lockwood, *Pres.*

THE PITTSBURGH TRADE.

There has been no let down in the good business that has been doing since January 1st. The first two months of the year show considerable gain in amount of sales over the same time last year. A large proportion of early Spring sales are, however, of goods bearing such a small margin of profit that it is a question whether the jobber does not do this part of the year's work purely as an accommodation. The probable coal strike is a serious menace to business all through this section. Manufacturers are storing coal and much anxiety is felt as to the outcome of negotiations now in progress between the operators and miners. Unorganized mines would, of course, profit by a strike but as they are not able to supply but a part of the demand, great loss and inconvenience may result if the strike is begun.

Logan-Gregg Hardware Co.

THE DAVENPORT TRADE.

After several months of the most delightful winter weather, made up of clear skies and bright sunshine, Prof. Moore has just sent us a case assortment containing seventeen kinds of weather for one day. Some one may ask what weather has to do with a trade report. It may have nothing of interest in the report, but it figures largely in trade. We have never known of an overstock of orders when roads were impassible and it was raining.

We do not like to report light trade and slow collections and will not do so now, hence must defer sending in our usual trade letter until your next issue. In the meantime we hope to see the clouds roll by. Sickels, Preston & Nutting Co.

THE GRAPHITE TRADE.

Business for January and February, 1906, is ahead of that of January and February, 1905. There does not seem to be any one locality that is sending in more business proportionately than any other locality. Orders generally throughout the United States are coming in in a most satisfactory way, even beyond our capacity to fill. Furthermore, export orders are also coming in and business from Cuba and Mexico is on the increase. Things generally seem to be up and doing and people who send us orders get the goods as promptly as we are able to fill the orders.

Joseph Dixon Crucible Co.

THE CHICAGO TRADE.

Being in the midst of a very busy season, we will drop some of our work, and take time to write you, regarding our condition of trade. In this connection, we are pleased to state—beginning January 1st, our business increased largely, was still on the increase in February, and shows a still greater increase in March. This state of affairs is practically brought about by our new catalogue, which is a beautifully illustrated—1200-paged book, and which we are just sending out to our customers, and the trade generally. The work is, in every way, satisfactory to us, and we pride ourselves in having gotten out one of the most valuable Hardware and Supply Catalogues that can be produced. Much of the work is shown in colors; made up in bond-paper, and finished in the most modern binding. The work throughout is very plain and finished in a manner to suit the general Hardware trade. Any one not familiar with the Hardware line can use it to advantage, as it is so arranged that it facilitates the finding of any particular article appertaining to the line; besides showing up large numbers of goods that have been carried in stock and which the trade was not familiar with. We shall be pleased to have a request from any of our customers who have traded with us, or from prospective customers (with whom we should like to trade) for a copy of this catalogue. The outlook of trade, in general, was never more promising, or more healthy than at the present time. Prices are not high, and the manufactured goods, in all lines are scarce and stocks in the general merchants' hands are light, which is an indication of a continuation of this favorable condition of trade throughout the year. The tendency of manufacturers, in general, is to keep prices on their present level, and when prices will advance it will be brought about by the increased demand and the light supply. Unless something unforseen shall happen, we predict this healthy condition of trade to remain with us for the balance of this year.

Wells & Nellegar Co.

THE SAN FRANCISCO TRADE.

In the trade situation there has been no change for a fortnight. Notwithstanding the visible cross currents and contradictory elements we read of in Eastern news, noticeable particularly in the iron and steel industry wherein we see unprecedented production and continued weakness of scrap and efforts of speculative holders to liquidate resulting in lower prices with less disposition on the part of consumers to place future contracts; that in some districts stocks of furnaces have increased, but others still report brisk operations, with urgent calls for prompt delivery. It is significant that except in a few cases the lower prices have not appreciably stimulated the demand and there is no longer a general and widespread boom in the iron and steel industry. We hear from New York that "the situation is mixed," and this phrase explains the current condition of trade. One thing is certain, however, that the Pacific Coast is doing as well as at any time during the past eight years, excepting perhaps the boom era of the Spanish war, and with the current copious rains, which almost assure abundant crops for this year, the outlook in California and the two northern States could not well be better. Fine umbrella weather has been the feature of the week, but this is seasonable and Hardwaremen are well pleased. The rain caused a partial suspension of farm work and orange picking and in some sections retarded the growth of crops, but in other respects it was beneficial. Grain is in good condition and making fair growth, but would be improved by less cloudy and warmer weather. With continued favorable conditions it is probable the wheat, oat and barley crops will be fully up to average and in some sections the yield will be the best for several years. One night last week prominent Hardwaremen of this city had a gay time at Delmonico's. The occasion was a complimentary banquet given by the Palace Hardware Company to Robert J. Wisnom, who has been prominently connected with the company sixteen years, but who is now retiring to open a Hardware store for his own account in San Matro, on the west side of the bay, twenty-one miles from San Francisco. Oscar F. Sites, vice-president and manager of the company, was toastmaster at the banquet and proved not lacking in doing his share that made the walls ring with the fun of the evening. Among those present were past members of the company, present members, prominent Hardwaremen of the city and interior of the State, and a party of ladies. F. H. Ellis, president of the Palace Hardware Company, presented Mr. Wisnom with a fob, and Mr. Sites presented a silver pitcher. The gifts represented good will on the part of the company, and the employes. The speeches of the evening were informal and some verses were read indicative of the difficulties encountered by the "Hardwareman," and the instrumental and vocal music was furnished by the Hawaiian band. The California Promotion Committee, consisting largely ofHardware men, is desirous that all trade paper correspondents lend all the Assistance possible to promoting the Balboan Exposition in this city, which is planned to take place in celebration of the discovery of the Pacific Ocean by Balboa and also the opening of the Panama Canel. Last week our Washington representative, Congressman Kahn, introduced a bill in Congress to appropriate $5,000,000 conditionally upon the raising of a like amount by California for this exposition purpose.

Industrial Press Association.

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STAR SAFETY RAZORS

Used for a quarter of a century by men of all nations.

Move all the time and invariably satisfies the customer.

The secret is in

THE 3 STAR BLADE ☞



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Goods well displayed are half sold.

This display case FREE with an assortment of

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Highest award wherever exhibited

PARIS 1900, BUFFALO 1901, ST. LOUIS 1904, PORTLAND 1905.

We protect the Dealers' Profit. *Write for Quotations*

KAMPFE BROTHERS, MFRS.

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HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

PATENTS EXPIRED FEBRUARY 12, 1906.

397,498. Device for Opening and Closing Doors. C. F. Hemenway, Lowell, Mass.
397,591. Wash Board. H. C. Hall, Canton, Ohio.
397,618. Pipe Wrench. J. H. Vinton, Boston, Mass.
397,625. Tubular Lantern. L. F. Betts, New York, N. Y.
397,769. Drill Head. W. R. Wright, Port Huron, Mich.
397,794. Manufacture of Wrenches. A. D. Gates, Cleveland, Ohio.
397,843. Edge Trimmer for Grass Borders. C. Everding, Branford, Conn.
397,847. Cooking Utensil. J. F. Fredericks, Lock Haven, Pa.
397,869. Baking and Roasting Pan. J. R. Munson, Scranton, Pa.
397,883. Coffee or Tea Pot. L. S. Wright, Groton, N. Y.

PATENTS ISSUED FEBRUARY 13, 1906.

812,190. Churn. J. W. Dowden, Pearl, La.
812,198. Bit Brace. J. Gessert, Buffalo, N. Y.
812,225. Bolt Clipper and Punch. J. L. Painter, Bellevue, Ohio.
812,229. Sash Lock. J. Power, Methuen, Mass.
812,242. Shade Fixture. S. L. Skinner, Ottawa, Ill.

PATENTS EXPIRED FEBRUARY 19, 1906.

397,893. Combination Lock. H. C. Brown, Jr., Brooklyn, N. Y.
397,913. Step Ladder. G. W. Hatcher and S. D. Hatcher, Cleveland, Ohio.
397,921. Churn. J. C. Kerns, Maitland, Pa.
397,954. Wrench. W. C. Worthen and G. Pendleton, Jr., Boston, Mass.
397,964. H. Brand, Ilion, N. Y.
398,016. Sash Holder. H. A. Flatman and J. Seed, Southbrook, New Zealand.
398,118. Pipe Wrench. M. V. Barton, Bath, N. Y.
398,137. Extension Strip for Window Shade Rollers. A. B. Dunkle, Steelton, Pa.
396,170. Washing Machine. E. B. Loverich, New York, N. Y.
398,187. Weather Strip. J. C. Reid and J. Reid, Leeds, County of York, England.
398,247. Plane. H. Fry, Eugene City, Oreg.
398,297. Ironing Board and Step Ladder. J. H. Whistler, Broadway, Va.
398,302. Saw. W. T. Wilson, Marshfield, Oreg.

PATENTS ISSUED FEBRUARY 20, 1906.

812,808. Window Sash Adjuster. H. Bowers, Wichita, Kans.
812,828. Lock and Latch Mechanism. N. W. Crandall, New Britain, Conn.
812,829. Door Check and Closer. N. W. Crandall, New Britain, Conn.
812,850. Window Screen. D. W. Keith, Keithville, La.
812,871. Lock and Latch. P. Papenfoth, New Britain, Conn.
812,884. Clothes Drainer. F. P. Sager, Maplewood, Ohio.
812,904. Lock and Latch Mechanism. H. C. Voight, New Britain, Conn.
812,905. Lock and Latch Mechanism. H. C. Voight, New Britain, Conn.
812,947. Combination Tool of the Hammer Type. H. E. E. Molkenthin, Coeur d'Alene, Idaho.
812,990. Wheel Barrow. W. Gossett, Falls City, Nebr.
813,031. Nut Lock. A. B. Allen, Pueblo. Colo.
813036. Saw Clamp. C. A. Cardwell, Jamaica, N. Y.
813,070. Attachment for Wood Boring Braces. D. B. Yoder, Guthrie, Okla.
813,111. Door Check. C. I. Parker and P. Papenfoth, New Britain, Conn.
813,168. Nut Lock. J. Peters, Bothwell, Canada.
813,179. Mop Wringer. F. B. Smith, Palmyra, N. Y.
813,180. Quick Acting Monkey Wrench. J. L. Smith, Piru, Cal.
813,237. Attachment for Coffee Pots. R. F. Randall and E. V. Peirson, Newark, N. J.
813,260. Vise. T. W. Vare, Philadelphia, Pa.
813,271. Combined Storm and Screen Door. J. Abrim, Joliet, Ill.
813,325. Butter Churn. C. M. Runyan, Elyria, Ohio.
813,342. Combination Tool. J. D. Barry, Daco, Tex.
813,374. Soldering Iron. P. Gilbert, Newport, R. I.
813,376. Latch. J L. Greenwood, Hoboken, N. J.

MISSOURI RETAIL HARDWARE DEALERS' ASSOCIATION.

(CONTINUED FROM PAGE 34.)

INSURANCE ASSOCIATION.

The Wednesday afternoon session was largely devoted to the Missouri Hardware Mutual Association. After a lengthy discussion it was decided to continue the present "note plan" which limits the liability of each policy holder until policies in force reach the aggregate of $500,000.

RESOLUTIONS.

A number of Resolutions were offered by the Committee on Resolutions, which were unanimously approved.

"HOW TO SELL WASHING MACHINES."

An interesting paper entitled, "How to Sell Washing Machines" was read by C. W. Magill, representing the Boss Washing Machine Company, Cincinnati, Ohio, which was listened to attentively by the delegates present.

ELECTION OF OFFICERS.

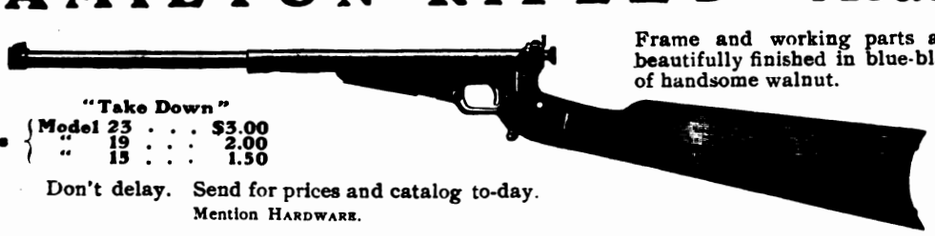
The following officers and committees were chosen for the ensuing year:

President.—W. H. Hahn, St. Louis.
Vice-President.—M. A. Wengert, Kansas City.
Secretary-Treasurer.—Frederick Neudorff, St. Joseph.
Executive Committee.—Taylor Frier, Louisiana, three years; O. W. Johnston, Marshall, two years; W. T. Shoop, Richmond, one year.
Trade Abuse Committee.—H. J. Brunner, Kansas City; J. L. Boehl, St. Louis; A. R. Bondurant, Galt.
Auditing Committee (re-appointed).—J. G. Weber, Clayton; A. Steinmeler, St. Louis; G. L. Phillips, Bethany.

The place and time of the meeting of the next convention was left to the decision of the Executive Committee.

A local organization of the Hardware merchants of Kansas City and surrounding towns was effected as a result of the missionary work done by the State Association. Geo. W. Simms was elected President; James L. Burnett, Vice-President, and Milton A. Wingert, Secretary-Treasurer.

HAMILTON RIFLES — Model 19



Frame and working parts are of steel, beautifully finished in blue-black. Stock of handsome walnut.

"Take Down"
Prices { Model 23 . . . $3.00
" 19 . . . 2.00
" 15 . . . 1.50

Chambered for .22 caliber short or long Rim Fire Cartridges

Don't delay. Send for prices and catalog to-day.
Mention Hardware.

HAMILTON RIFLE CO., Plymouth, Mich.

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OUR BRITISH LETTER.

(By Our Special Correspondent.)

London, February 28th, 1906.

THE PRESENT DAY SALE OF GAS AND OIL ENGINES.

The present day widespread use of oil and gas engines has diverted the source of power from the engineers, as associated with those engaged in the erection of heavy plant and the manufacture of steam engines, and make it possible for the Hardwaremen, many of whom are well able to undertake the work, to handle contracts for the erection of motors and power for driving machinery. Many ironmongers have introduced machinery into their own workshops, and use small oil and gas engines for providing power, running dynamos, etc. This has taught ironmongers' workmen, by experience, something of their use and afforded them practical knowledge of such engines, especially of the smaller sizes. Quite a number of comparatively small wheelwrights and builders now make these little engines and find them useful. There are many makes on the market, among which the "Jack of all Trades," handled in this country by Fairbanks, Morse & Co., of London, is very popular and is sold largely as well as engines of English make.

IRONMONGERS AND THE SEED TRADE.

Many years ago the greater part of the business in farm seeds was conducted through the ironmongers, and farmers regularly drew their supply of cereals and root crops from that source. The seed grower in time developed into a seed merchant and many of the leading firms became catalogue houses dealing direct with the farmer. When the implement man became an independent trader he sold implements and machines only, but in time he added seeds, oil cakes, and food stuffs; so the business drifted away from the country ironmonger and, with only a few rare exceptions, seeds and artificial manures were banished from the Hardwareman's store. During recent years, however, many ironmongers have combined the implement trade with that of Hardware, and, finding it pays, have made a separate branch of this section; thus, in a great number of instances seeds, now sold in packets and bags conveniently handled, as well as food stuffs and oil cakes, are again being distributed through the old channels. Garden and flower seeds and various sundries are gradually being looked upon as a part of the horticultural branch of the Hardware business and many ironmongers have now built up really good turnovers in that direction. The springtime, when the trade will be at its height, is coming on, and considerable activity is already visible among country ironmongers in consequence.

EARLY SPRING GARDEN TOOLS.

Already some ironmongers have filled their windows with lawnmowers and rollers, spades and forks—the first requirements of spring gardening operations. Window-dressing is an art, and the results a successful window dresser may achieve, far-reaching. Indeed it is difficult to estimate the extent efforts of salesmen are influenced by it, and to how great an extent their best sales may be traced to window dressing. Considering the advantages of good, smart, effective and frequently-changed windows, fully believed in by drapers and other retailers, it is hard to understand why Hardwaremen do not give more attention to this important matter. True, the windows of British ironmongers are now far advanced from those lukewarm efforts remembered by Hardwaremen who are now far advanced in age; still, it is no use disguising the fact that a great sameness is noticeable in ironmongers' windows and, as an ironmonger remarked to me a few days ago, "even the special displays and artistic windows of American Hardwaremen, sometimes held up as bright examples for English ironmongers to copy, have lost some of their shine and originality."

STEEL GIRDERS VS. WOODEN BEAMS.

Although here and there buildings are being run up in London bearing strong resemblance to American sky-scrapers, the "lofty" example is not closely followed in our great city; nevertheless, steel girders are fast taking the place of old English wooden beams. Indeed, the transition is almost as complete as that change which has abolished "the wooden walls of England" and substituted the great steel structures of which the "Dreadnaught," launched a few days ago by His Majesty, the King, at Portsmouth, is a magnificent example. Steel girders are, of course, largely contracted for direct from the manufacturer, still, a very fair business is now done by builders' ironmongers in these commodities. The use of expanded steel is also another growing feature which has to be reckoned with. Instead of lath and plaster walls and divisions, expanded steel, not only for interior work but as the groundwork of exterior walls, is being used more and more. So, right along the line, metal largely enters into building materials and enterprising builders' ironmongers have many opportunities for the expansion of their trade; and, it is pleasing to know, they are taking those opportunities, and much of the building materials hitherto handled by so-called builders' merchants now go through the books of Hardwaremen.

THE GREAT DISTRICT SHOWS.

The fixtures of local agricultural shows for 1906 season are now mostly made and full programmes of the leading district migratory shows have been issued. There are three Great Shows which stand out prominently and which are regarded as events not lightly to be overlooked by implement makers. These are the Royal, which is now migratory and will be held this year at Derby; the Bath and West, a society covering the Southern and Western counties of England, to be held at Swindon (a great railway town, although in the middle of a wide agricultural district); and the Highland, a show visited by all Scotch and North of England farmers, to be held at Peebles. At all these shows American harvester firms attend year after year, their salesmen pointing out the merits of the light, attractive and reliable products of the land across the water—now but a comparatively short trip from the old country.

WHAT ARE IRONMONGERS DOING?

Is a question which may arise in the minds of some of your readers. It is a natural one, easily answered. Retailers of Hardware hold a prominent place among tradesmen in every town in the United Kingdom. They sell goods for which there is a steady demand in every home, in every workshop, and even in every retail establishment. It is well to remember the backbone of the trade although we are apt sometimes to think more of the side lines and outlying branches which are given prominence in discussions on how to increase trade and are brought forward at trade conferences, than of the groundwork of every Hardwareman's stock. During the past month stocktaking has been going on, and in some instances "sales" have been conducted in order to reduce surplus stock, to get rid of damaged articles, and to clear out unsalable lines so that room may be made for new goods. It is especially desirable to reduce out of season goods and to mark down lamps and such like at the close of the season, and ironmongers are doing this more than ever. During the past few weeks several of the larger associations have held their annual dinners, among the rest being the London Association, which has the largest membership of any.

ABOUT OLD CLOCKS.

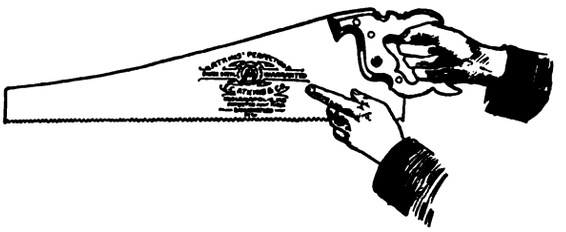
In an article on "Old-Fashioned Timepieces" in a recent *Delineator*, N. Hudson Moore gives some facts of interest, among them being the following:

"The origin of the earliest time-keeping device is lost in antiquity, but among the first clocks composed of an assemblage of wheels, of which there is no doubt as to age, is the clock in St. Paul's Cathedral, London, which was put up in 1286. By 1600 there were clocks made for a moderate price and for the use of the average householder. These clocks were known by the names 'bird cage,' 'lantern,' or 'bedpost' clocks. They were put on shelves or brackets attached to the wall, and were wound by pulling down the opposite ends of ropes on which the weights were hung. Some of these were striking clocks; others were furnished with an alarm, and none of them was expected to run more than thirty hours. 'The pendulum, which was introduced about 1661, superceded the balance. The first form was known as the 'bob pendulum,' which by 1680 was followed by the 'royal' or long pendulum. America has contributed many valuable inventions to the science of clockmaking, the most important being steel springs, which could be produced at a low price, and thus enable the manufacture of cheap clocks. Another invention was the pendulum covered with gold leaf, which is a necessary part of a regulator clock, and which was made by Silas B. Terry, a son of Eli Terry, of Windsor, Conn., who was one of the early makers of American clocks."

A man has no more right to say an uncivil thing than to act one; no more right to say a rude thing to another than to knock him down.—*Johnson.*

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THIS IS THE SAW



that pays—It pays you to sell them—pays your customer to buy them THE SAW OF QUALITY—Made on honor. Every detail perfect.

ATKINS High Grade Silver Steel **SAWS**

"Finest on Earth"—Send for 1906 Catalogue full of value from cover to cover.

E. C. ATKINS & CO., Inc., HOME OFFICE AND FACTORY **Indianapolis, U. S. A.**

BRANCHES: Atlanta, Chicago, Memphis, Minneapolis, New Orleans, New York City, Portland, San Francisco, Seattle and Toronto, Canada

FROM SECRETARY NEUDORFF. "A REMARKABLE SHOWING."

The following is self- explanatory. We feel the association is now on the up grade and will grow rapidly—due to the personal interest results like the following demonstrate.

To Whom It May Concern:

This is to certify that I hold policy No. 80 in the Retail Hardware Dealers' Fire Insurance Company issued February 26, 1905, and expiring February 26, 1906. Amount of policy, two thousand dollars, premium paid, $28.00, upon which I received a settlement which netted the cost of this insurance to be but $2.80, or ten per cent. of the amount paid the company. This is a remarkable showing and I can recommend the company as having a thoroughly safe proposition. Yours very truly,

J. P. Hamilton,
Bethany, Mo.

♣

Daughter—I thought I saw the duke come in. Where is he?

Father—He has just had an interview with me, and at present he is in the library trying to figure out whether he loves you or not.



The **"IDEAL"** **Folding Lunch Box**



Insect--Dust--Water Proof

Fits any pocket---fit for any lunch.

Two Grades: 25c. and 10c.

2 sizes: 8x5x4¾ and 7½x4¼x4½

Send for free samples and prices; window cards furnished.

Rochester Lunch Box Mfg. Co.,

Rochester. N. Y.



READY FOR USE

BUY OF THE MAKER

We are EXCLUSIVE MANUFACTURERS of the

Auxiliary Ironing Board



TURNED BACK OUT OF THE WAY

THIS is a new and substantial Ironing Board for quickly and perfectly ironing sleeves, shirt waists, baby clothes and other small articles. The full length of sleeve may be ironed without wrinkling. **The Board is made of hardwood, with nicely rounded edges, and tapering in shape.** The iron parts are **nickeled white,** and made strong, but light in weight. It may be quickly fastened to the table and **swung up out of the way,** if desired, for quick use of table for other purposes.

The Turn-Back Feature Is Its Greatest Convenience

Store Display Cards, in two Colors, Furnished with Every Shipment

Length of No. 1 Board, 25 inches; width, 5 and 2 inches. Packed 1 dozen in crate.
" " " 3 Board, 20 inches; width 5 and 2¼ inches and covered with a thick piece of felt.

The Best Selling 25-cent Article on the Market. **Samples and Prices on Request.**

AUXILIARY IRONING BOARD CO.

84-86 Flint St., ROCHESTER, N. Y.

REPRESENTED BY

H. S. AYER	F. H. TAYLOR	E. J. HALL CO.	BRIDGEPORT WIRE GOODS CO.
104 Reade St., New York	202 N. 2d St., Philadelphia	202 Battery St., San Francisco	85 West Broadway, New York.

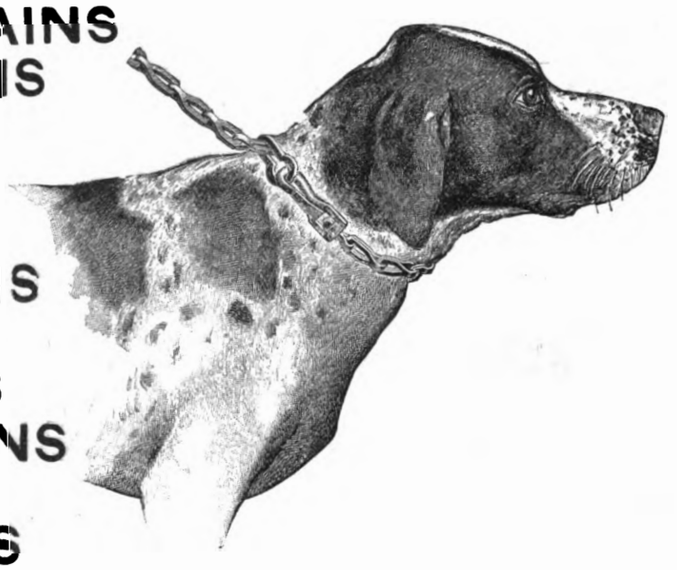
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CHAIN



HALTER CHAINS
COIL CHAINS
DOG CHAINS
KENNEL CHAINS
COW CHAINS
PICKET CHAINS
JOCKEY CHAINS
BREAST CHAINS
BIT CHAINS
SASH CHAIN
WELL CHAIN
HYDRANT CHAINS
STAKE CHAINS
TRACE CHAINS
WAGON CHAINS
SPREADER CHAINS
FURNACE CHAIN
PADLOCK CHAINS
RAILROAD CHAINS
LOG B.NDER CHAINS
AG'R. IMPLEMENT CHAINS
HOIST CHAINS
TRANSOM CHAINS
BOILER DOOR CHAINS
FENDER CHAINS
ETC., ETC.

"AMERICAN" DOG CHAIN



"EUREKA" HYDRANT CHAIN



MANUFACTURED BY

ONEIDA COMMUNITY, LTD.

ONEIDA, NEW YORK

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The "Heart and Soul"

of this Wrench

Is in the Name of the Maker



"COES"



COES NEW "Hammer Handle" MODEL

Is every bit as strong as the "Steel Handle."

Size for size it is

30 PER CENT. STRONGER
Than any other Wrench Made

IF You are looking for quality in a Wrench, have the name COES with you.

You can't get away from the name COES. It's inseparably wrought into every part of the best "Steel Handle," "Knife Handle" and "Hammer Handle" Wrenches in the world.

Why? Because it belongs to the Coes Wrench Family. It fills the hand so that no gripping power is lost. Even in the large sizes the handle is not too large for one hand.

The handle is of hard wood—the heaviest on any wrench. Inserted at both ends—held by an extra large rivet in centre—double extra heavy riveted tip—it can't be taken off without breaking the rivets.

Best balanced—smoothest—best finished. 15-in., 18-in., 21-in. sizes.
No advance in price over other styles. The question remains:

How Many Do You Need For Spring Trade?

COES WRENCH CO., Worcester, Mass.

Sole Agents: J. C. McCarthy & Co., 10 Warren St., New York.
John H. Graham & Co., 113 Chambers St., New York.

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Gillette Safety Razor



It Pleases Every User.

It Saves $52. and 15 Days of Time Each Year



"THE GILLETTE" gives a **CLOSE SHAVE** without discomfort, without roughening the skin, without irritation, without creating rash, without cuts, and without loss of time.

"THE GILLETTE" is the way to escape from barber shop waiting, wasting and torture.

12 BLADES, 24 SHARP EDGES,

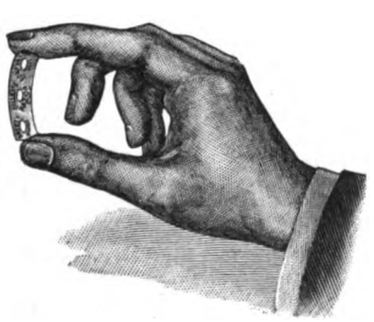
Every blade will give from 20 to 40 close, smooth, comfortable shaves.

Triple silver plated set, with 12 blades,
Quadruple gold plated set with monogram, } **In Velvet-Lined Cases**
Special combination set with brush and soap in silver holders.

10 EXTRA BLADES 50 Cents.

At this new, low price, no blades exchanged.





Science has reached the acme of skill in the fusion, tempering, hardening and sharpening of these blades. The process is one of the wonders of the 20th century. The steel is of a quality as fine as a Damascus sword.

The most simple and durable shaving device in the world. NO HINGES, NO CLASPS, NO SPRINGS, and nothing to learn or adjust. Simply lather and shave in four minutes time.

Our new combination set with razor, including soap and brush in silver holders in the same box is now ready.

Sold by Leading Drug, Cutlery and Hardware Dealers.

We Supply all Dealers with Signs and Booklets.

Ask to see them, and for our booklet, or write us for our special trial offer.



GILLETTE SALES COMPANY,

Times Building, - - New York City

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Bluff City, Kan.—Newton & Baker have started up in the Hardware business.

Brownwood, Tex.—The Jackson-Hughes Hardware Co. has been incorporated with a capital of $100,000.

Buffalo, N. Y.—J. F. Berner Hardware Company has been incorporated. Capital, $10,000, and directors: J. F. Berner, Sr., J. F. Berner, Jr., J. G. Berner.

Columbia, Tenn.—The Hardware firm of J. P. Street & Co. has been incorporated, the incorporators being J. P. Street, W. P. Ridley, George P. Martin, R. L. Vaughn and John W. Matthews. The capital stock is $45,000.

Garden City, Kan.—Struthers & Wiss have opened a new Hardware store.

Greensboro, N. C.—The Central Hardware & Mantel Co. has been incorporated. Capital $25,000 (authorized) and $5,000 (subscribed.) Incorporators: J. B. Harrison, J. H. Medearis, Edwin Kiser, D. E. Harllee and L. V. Butner.

Greensboro, N. C.—The Guilford Hardware Company has been incorporated with an authorized capital stock of $50,000. The incorporators are R. L. Woodard, W. T. McCuiston and Ernest E. White.

Hartford, Ct.—Smith & Bishel Co. has been incorporated to deal in Hardware. The incorporators are Arthur H. Bishel, Frank H. Smith and Joseph Kincaid, Jr. The capital stock is $10,000.

Hot Springs, Ark.—The Hamp Williams Hardware Co. has been incorporated with $40,000 capital stock. The incorporators are: H. Williams, O. M. Williams and Clyde M. Morris.

Joliet, Ill.—J. C. Kinser Hardware Co. has been incorporated. Capital, $10,000. Incorporators: J. C. Zinser, O. A. Fisher and Robt. T. Welsh.

Juliaetta, Ore.—The Hardware Co. has been incorporated with $10,000 capital.

Kansas City, Kan.—The Richards & Conover Hardware Co., has been incorporated. Capital stock, $100,000. Directors: J. F. Richards, John Conover and W. S. Richards.

Leshara, Neb.—F. C. Harmon has opened a new Hardware and implement store.

Louisville, Ala.—Clay Hardware Co. has been incorporated with $4,000 capital. Incorporators: R. A. Cains, H. C. Webb and W. B. Williams.

Lowell, Mass.—Healy & Wyman Hardware Co. has been incorporated to deal in Hardware; capital $15,000. President, F. A. Healey, East Boston; treasurer and clerk, William E. Wyman, East Boston.

Medford, Ore.—A. D. Houston has started up a new Hardware store.

Medical Lake, Mich.—John Reilly & Sons have started up in the Hardware business.

McDonald, Kan.—J. Johnson has opened a new Hardware and implement store.

Norcatur, Kan.—Richer Bros. have recently opened a new Hardware store.

Olney, Tex.—The Graham Hardware Co. is opening a new store.

Omaha, Neb.—The Omaha Iron Store Company, which will deal in heavy Hardware, has been incorporated. The company has a capital stock of $100,000. The incorporators are H. I. Adams, G. C. Adams and H. C. Woodland.

Pelahatchie, Ala.—Pelahatchie Hardware Co. has been incorporated with $10,000 capital stock.

Quincy, Ill.—Gunther Hardware Co. has been incorporated. Capital, $20,000. Incorporators; R. C. Gunther, R. F. Gunther and Le Roy Richards.

Red Lodge, Mont.—The W. A. Talmage Co. has been incorporated to engage in the Hardware business. The incorporators are W. A. Talmage, George A. Jeffrey and H. C. Provinse. The capital is $100,000.

Roswell, N. M.—The W. P. Lewis Hardware Co. has been incorporated. Capital $50,000.

Seymour, Tex.—The W. R. Hiltiard Hardware Co. has been incorporated with a capital of $20,000.

St. Louis, Mo.—F. H. Keuthan Hardware Co. has been incorporated with $20,000 capital. Incorporators: F. H. Keuthan, A. Summers and Wm. Garenhorst.

Ulysses, Neb.—The Barnes-Havlik Hardware Co. has opened a new store.

West Terre Haute, Ind.—George W. Splady has engaged in the Hardware business recently.

Winston-Salem, N. C.—The Wall-Huske Hardware Co. has been incorporated with $100,000 capital stock. The incorporators are: J. D. Wall, N. W. Huske and W. Richmond.

Changes and Improvements.

Akron, N. Y.—E. M. Sherwood has removed his Hardware business from Clarence Center to this city.

Attica, Kan.—Stout & Davis have succeeded to the Hardware business of Devine & Stout.

Bradshaw, Neb.—Andrew Klien has sold his Harware store to the L. C. Smith Co.

Birmingham, Ala.—The Powell Hardware company is about to absorb by purchase the Birmington Stove and Hardware company. It is understood that the price agreed upon is something like $75,000, and that the deal will become effective about March 1. The Powell Hardware company recently purchased the Gray & Dudley Hardware Co.'s Birmingham business, and has already one of the largest Hardware establishments in the Birmingham district.

Boise City, Ida.—B. S. Eastman and W. R. Teller have purchased the interest of George W. Fletcher in the Hardware business of the Fletcher-Eastman-Teller Company. The company is to be reorganized by the remaining partners.

Bee, Neb.—O. C. Bedford has sold his Hardware store to Frank Cuda.

Blackfoot, Ida.—Boyle Bros. & West have been succeeded in the Hardware business by Boyle Bros.

Claremore, I. T.—Mason Bros. have purchased the business of the Claremore Hardware Co.

Enid, Okla.—Gibbs & Stout have been succeeded in the Hardware business by Gibbs and Shaklee.

Florence, Colo.—Julius McCandles has sold his business to the Ashton-Hanger Hardware Co.

Gifford, Ida.—J. M. Pearce has purchased the Hardware and implement stock of the Gifford Hardware Co. Mr. Pearce will continue the business and enlarge the stock.

Henderson, Neb.—The Henderson Hardware Co. has increased its capital stock from $5,000 to $10,000.

Jamesport, Mo.—Abbott & Bond have been succeeded in the Hardware business by Bond & Johnson.

Louisville, Neb.—Dorsey & Lohnes have succeeded to the Hardware and furniture business of W. C. Dorsey.

Milwaukee, Wis.—The capital stock of the Phillip Gross Hardware Co. has been increased from $100,000 to $200,000. The company will shortly begin the erection of a large addition to its building.

Middletown, N. Y.—Fred Monroe and M. Westbrook have purchased the R. A. Monroe Hardware Co.

Minneapolis, Minn.—The Warner Hardware Co. is erecting a five-story fireproof building which willl cost about $50,000.

Monroe, N. C.—The Heath-Lee Hardware Co.'s name has been changed to that of the Heath Hardware Co. The capital stock has been increased to $250,000.

Montrose, Mo.—Utterson & Mohler have succeeded to the Hardware and furniture business of Norton & Utterson.

New York.—Underhill, Clinch & Co., of Nos. 94-96 Chambers Street, wholesale merchants in general Hardware, have arranged with the Reading Hardware Co. of Reading, Pa., to add to their lines a full stock of shelf and builders' Hardware, manufactured by that company.

Olympia, Wash.—The name of McCallum, Patterson & Co. corporation was recently changed to the Waterville Hardware Company and capital stock increased from $17,000 to $29,000.

Oxnard, Cal.—S. F. Brown has sold his Hardware and furniture business to F. A. Borehard.

Palouse, Wash.—John Dingle has purchased the interest of F. & W. Chaloner in the Palouse Hardware & Implement Co.

Rupert, Ida.—C. E. McComb has succeeded to the business of the McComb Bros. Hardware Co.

Skidmore, Mo.—The Wolf Hardware store has been purchased by R. E. Thomas and Leonard Jordan of Maryville.

Seneca, Mo.—Sidney Sparlin has succeeded to the Hardware business of Sparlin & Satterstrom Bros.

Wallingford, Ct.—The Dickerman Hardware & Supply Co. has erected a new building about 50x70 feet.

Temple, Okla.—The Temple Hardware Co. has increased its capital stock from $10,000 to $20,000.

Thayer, Kan.—C. H. Justice has sold his Hardware store to Wm. McNaught.

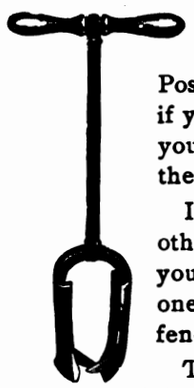
Whiting, Kan.—Harry Marshall has succeeded to the Hardware and implement business of Marshall & Marshall.

Wilcox, Neb.—Joseph Wright has sold his Hardware store to D. Weaden.

Windom, Kan.—C. G. Halgerson has purchased the business of the Windom Hardware & Lumber Co.

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IS 33⅓% PROFIT ENOUGH FOR YOU?



You can make that or more on every Iwan Post Hole Auger. And say, if you push them just a little, you can sell 50 or 60 during the Spring.

Its been done by many other good dealers, so try it yourself. You ought to sell one with every new sale of fencing.

The Iwan P. H. Augers are the highest grade post hole augers made, and are entitled to the highest price. Don't wait for the farmer to come to you and ask "Have you any post hole augers?" Tell him in your home paper, either daily or weekly that you handle the Iwan Augers and he'll buy from you, because he sees it advertised in his farm Journal. We are advertising them in 53 of the best agricultural Journals, reaching more than 5,000,000 farmers and refer ALL inquiries to the dealers.

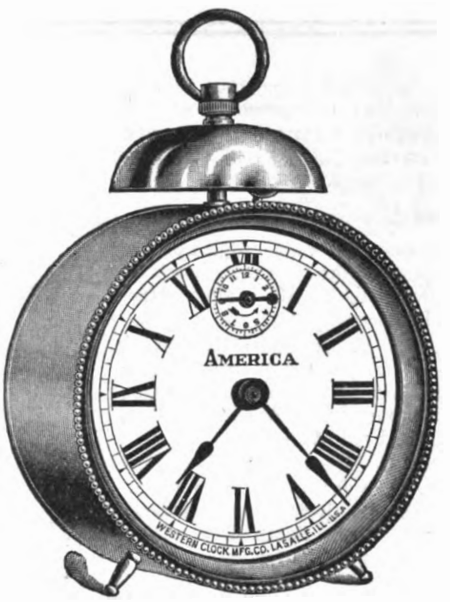
Sizes, 3, 4, 5, 6, 7, 8, 9, 10, 12 and 14 inch. We will lend you a cut free.

IWAN BROTHERS, STREATOR, ILL.

We make also Post Hole Diggers, Sickle Edge Hay Knives, Tile Drain Cleaners, Open-back Tiling Spades, Revolving Chimney-tops and wire Conductor Pipe Hangers.

BUY THEM FROM YOUR JOBBER.

The America Alarm



Gives you an opportunity to offer a clock, accurate, efficient, guaranteed, at a remarkably low price and is sold at a figure that leaves you plenty of room for profits. Your jobber has the "America."

The **Western Clock Mfg. Co.**

La Salle, Ill.

NEW YORK 51 Maiden Lane

CHICAGO 151 Wabash Ave.



GET BUSY

That is the one secret of success in the Hardware trade. The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 800 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill

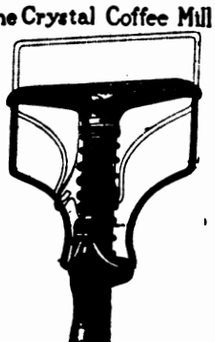
THE CRYSTAL COFFEE MILL with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.



The Jewel Coffee Mill

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.



The Gem Mop Head.

THE FAMOUS GEM is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

THE RIGHT SPACE SPICE CABINET is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.



Eight Space Spice Cabinet

Write for Our Latest Catalog

ARCADE MANUFACTURING CO.

Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Albion, Mich.—The Gale Mfg. Co. has been incorporated with a capital stock of $500,000. President, H. K. White; secretary, A. J. Brosseau.

Brooklyn, N. Y.—Interboro Engraving Co. has been incorporated to manufacture machines, tools and machinery; capital, $3,000. Incorporators: Adeline Eaton, Mack H. Roth, Fred W. Lowe.

Buffalo, N. Y.—Niagara Handle & Ferrule Co. has been incorporated to manufacture tools and Hardware; capital $30,000 Incorporators: Albert Southall, Gustavus A. Kinkel, Alexander Pattenden.

Detroit, Mich.—The New Process Refrigerator Machine Company has been incorporated by W. T. McGraw, John M. Nicol, L. C. Sherwood and others to manufacture a new process refrigerating machine.

Hartford, Conn.—The Terry Turbine Co. has been incorporated for the purpose of manufacturing all kinds of turbine engines, machinery and tools. Capital, $50,000. Incorporators: Edward C. Terry, Lewis C. Grover and John S. Hunter.

Jersey City, N. J.—Ernest A. Gibbons Co. has been incorporated to manufacture machinery, tools, Hardware, tinware, etc. Capital, $50,000. Incorporators: E. A. Gibbons, G. E. Reed, R. S. Woodward, Jr.

North Dayton, O.—The North Dayton Stove Co. has been incorporated with $50,000 capital stock. Incorporators: J. D. Moskowitz, H. P. Mass, Joseph Goldberger, John Spisak and J. Sprigg McMahon.

Pittsburgh, Pa.—Duer-Elderkin Spring and Manufacturing Company has been incorporated to manufacture nails, screws, bolts, nuts, nut locks, split keys and press plates. Capital, $20,000. Directors, James J. Duer, Walker W. Elderkin, Mary J. Elderkin.

Portland, Me.—The T. R. Knight Co. has been incorporated to manufacture tools and machinery. Capital stock $10,000. President and treasurer, M. W. Randall.

Portland, Me.—T. R. Knight Co. has been incorporated to manufacture tools, machinery, etc. President and treasurer, M. W. Randall; clerk, V. R. Parsons.

Portland, Me.—Theo. A. Johnson Mfg. Co. has been incorporated. Capital, $20,000. President, T. A. Johnson; treasurer, F. G. Prince.

St. Louis, Mo.—John F. Higgins Mfg. Co. has been incorporated to manufacture and deal in, at wholesale and retail, sheet metal Hardware, tinware, cornices, etc. Capital $20,000.

St. Louis, Mo.—The Woodhouse Hardware Mfg. Co. has been incorporated with a capital of $65,000.

Weiser, Ida.—The Phelps Mfg. Co. has been incorporated to manufacture tools. Capital, $250,000.

White Plains, N. Y.—Phelps Bros. Co. has been incorporated to manufacture boilers, heaters, stoves, etc. Capital $50,000. Incorporators: F. E. Lewis, H. & L. W. Phelps.

Wilmington, Del.—Automatic Scale Co. has been incorporated to manufacture scales of all kinds and descriptions. Capital stock, $250,000.

Winder, Ga.—The Woodruff Hardware and Mfg. Co. has been incorporated to manufacture hay presses, boilers and engines and agricultural implements.

Changes and Improvements.

Bayonne, N. J.—The J. F. Ogden Hardware Co. is erecting a large plant on a tract of land recently purchased by them, measuring about 1,200 feet frontage.

Chelsea, Mich.—The Glazier Stove Co. is erecting a new factory building, three stories high, 150x60 feet.

Columbus, O.—The Columbus Handle & Tool Co. is enlarging its branch factory in Madison.

Evart, Mich.—The Evart Tool Co., Ltd., has increased its capital stock from $20,000 to $40,000. A large forging machine and other machinery is about to be installed.

Glens Falls, N. Y.—The Moore Screen Co. has increased its capital stock from $75,000 to $100,000.

Grand Rapids, Mich.—The Rapid Heater Co. is making an addition to its building owing to the large increase in business during the past year.

Hamilton, Ont.—E. & C. Gurney Co. of Toronto, is erecting a large plant here for the manufacture of stoves, furnaces, etc.

Louisville, Ky.—Gohmann Bros. & Kahler, manufacturers of stoves, are erecting a new foundry building which will be a one-story brick structure, 60x400 feet.

Louisville, Ky.—The Louisville Tin & Stove Co. is erecting a four-story brick factory 98x150 feet.

New Castle, Ind.—The Hoosier Mfg. Co. has leased and equipped with machinery a four-story factory building owing to its largely increased business. The company manufactures kitchen cabinets.

New Orleans, La.—The Wm. T. Coats agency, representing the Diebold Safe & Lock Co. of Canton, O., is constructing a six-story building, 30x114 feet, owing to the inadequacy of its present quarters.

Philadelphia, Pa.—The Abram Cox Stove Co. is erecting a new $50,000 four story and basement warehouse, 75x100 feet.

Port Chester, N. Y.—The Russell Birdsall and Ward Bolt and Nut Company, has increased its capital stock from $2,000,000 to $2,200,000.

South Bend, Ind.—The Sibley Machine and Tool Co. has completed an addition to its plant, covering 500 feet of floor space. The new building will be used for a foundry.

Washington, D. C.—The Columbia Iron & Wire Works Co. is erecting a large new factory building.

Lowell, Mass.—Boutwell Bros., Inc., dealers in iron, steel and heavy Hardware, have sold out to Chas R. Goddard and Alvah Sturgess. The name of the firm will remain unchanged.

Oakesdale, Wash.—J. W. Johnson has ben succeeded in the Hardware and implement business by Davidson & Johnson

Orange City, Ia.—DeCook & Brink have succeeded to the Hardware business of DeCook, Brink & Co.

Vancouver, Wash.—Preston & Youngman have engaged in the Hardware business.

Frankfort, S. D.—D. A. Loomis has been succeeded in the Hardware business by Loomis & Son.

Glen Elder, Kan.—C. H. Lee has purchased the business of the Glen Elder Hardware Company.

Humboldt, Neb.—W. Skalak has succeeded to the Hardware business of Skalak & Atwood.

Hurley, S. D.—The Almond Hardware Co. has succeeded to the business of C. Hoefs & Co.

Johnson, Neb.—F. E. Keith has sold his Hardware and furniture business to C. R. Burke & Co.

Weatherford, Tex.—H. R. Osbor has purchased the Hardware stock of T. R. Erwin & Company.

Wichita, Kan.—The new warehouse of the Smythe Hardware Company is rapidly reaching the state of completion.

Wichita, Kan.—The Simmons Hardware Company has purchased the Hockaday Hardware Co., which is capitalized at $250,000.

Traveling Men

Can make expense money by taking subscriptions to

"Hardware"

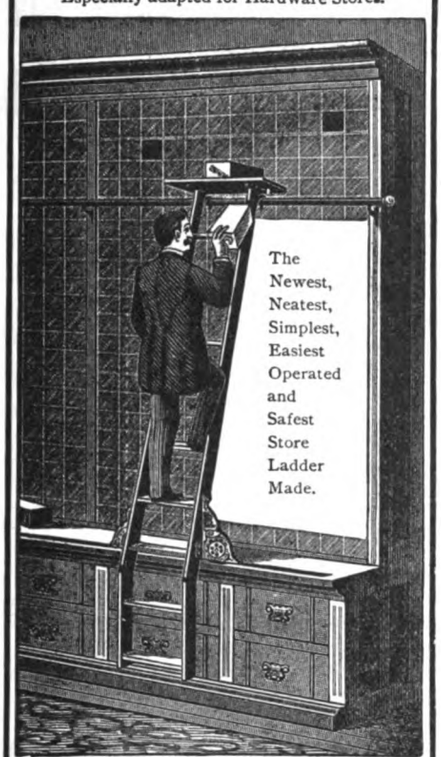
Liberal Commission

BANKRUPTCY—JOINDER—PREFERENCES.

The Supreme Court of Indiana held, in the recent case of The Booneville National Bank et al. vs. Blakey, that in an action by a trustee in bankruptcy to recover property conveyed by an insolvent debtor to a creditor, who "had reasonable cause to believe that it was intended thereby to give a preference" in violation of section 60 (b) of the bankrupcy act, the complaint need not allege a demand before suit, and that where an action by a trustee in bankrupcy against several creditors, to each of whom the bankrupt was alleged to have made a separate conveyance in violation of the rights of creditors, proceeded upon the theory of a several liability by each defendant and not a joint liability, and as against one of the defendants a plain statutory action under the bankrupt act was stated, which was triable by jury, while a cause of action in equity to rescind a conveyance for actual fraud was stated as against other defendants, the party against whom a mere statutory cause of action at law was stated was entitled to a separation of the causes of action under a demurrer for misjoinder and to a seperate trial by jury on proper request.

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The **BICYCLE STEP LADDER.**
Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO .ILL.

DEALERS

should insist on their jobbers supplying them with **Pelouze Family Scales** having the **New Silver Finished Dials.**

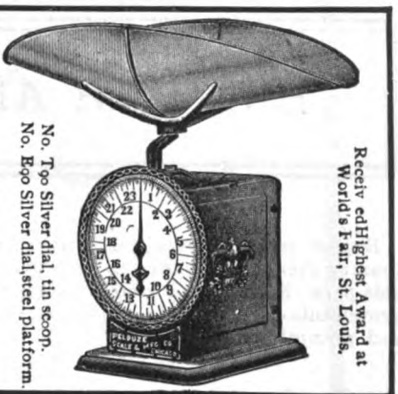
Capacity 24 pounds by ounces.

The best and handsomest finished scales on the market. While superior in many ways to other makes, prices are as low.
Send for complete Catalogue G; 40 styles: Counter, Family, Market, Candy and Postal Scales, Ice Scales, Spring Balances, etc.

Order through your jobber.

Insist on **Pelouze Scales** with **Silver Finish Dial.**

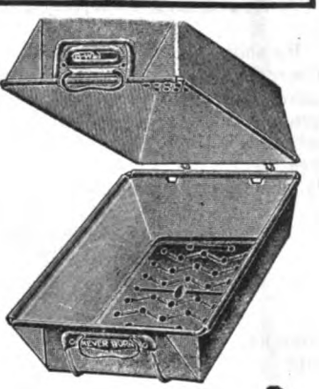
PELOUZE SCALE & MFG. CO.,
118-133 W. Jackson Boul., CHICAGO.



"NEVER-BURN"
TRADE MARK

Has steel rods beneath which raise it from the oven floor—give an air space for ventilation—prevent burning
The rods take all the wear—make the Never-Burn roaster outlast others

Made in Cleveland Ohio by The Bronson-Walton Co
New York John H Graham & Co



BOX STRAPPING OF ALL KINDS
BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
STANDARD METAL STRAP CO., 336-342 E. 38 St., New York

Back of every big ladder trade there's a cause--a reason for its success.

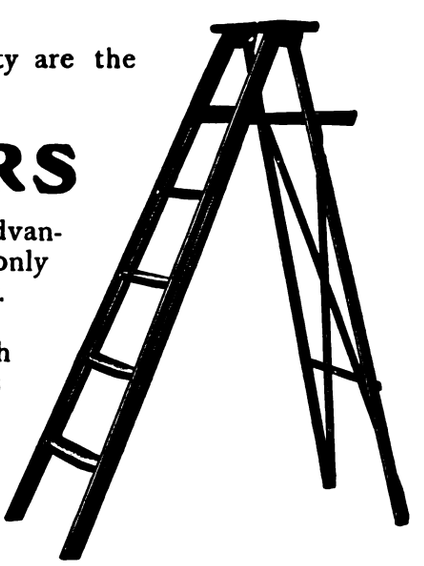
Push, salesmanship and advertising can move an undesirable stock of ladders—for a time, but a prosperous trade that grows each month larger and more profitable must be based on quality.

Strength, Stability, Lightness and Durability are the qualities that make

UDELL LADDERS

such satisfactory trade builders. There's not an advantage lacking in Udell Ladders to make them only "just as good as other kinds." They are the best.

Udell Ladders combine the best material with the most skilled workmanship and each one is backed by the "Udell" guarantee of satisfaction.



THE UDELL WORKS
Indianapolis, Ind.
Manufacturers of Woodenware for the Housefurnishing Dept.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Boothbay Harbor, Me.—The Sheepscot River Trap and Bait Company, a new concern, has been incorporated to carry on a general fish and trap business. The capital stock is $45,000. Officers are as follows: President, Capt. Eben T. Lewis, Capt. Benj. H. Spurling, J. S. Seavey, Hardy McKown, L. A. Duton, M. A. Perkins, W. M. Sawyer, W. T. Marr and W. T. Holton.

Boston, Mass.—The Linscott Sporting Goods Co. has been incorporated with a capital stock of $5,000. Officers: W. A. Bragdon, president; J. M. Linscott, treasurer.

Boston, Mass.—The Equitable Distributing Co. has been incorporated as a cycle jobbing concern.

Boston, Mass.—The Martin Mfg. Co. has been incorporated with a capital stock of $260,000, and will deal in sporting goods. The officers of the company are J. C. Edwards, president and J. C. Martin treasurer.

Bradford, Pa.—Dember & Antico have been incorporated to carry on a bicycling business.

Oswego, N. Y.—The Willis Company has been incorporated to deal in bicycles. Capital, $6,000. Directors: N. Willis, J. T. Skehan, C. L. Lattin.

Pepperell, Mass.—The Burkinshaw Knife Co, who will handle cutlery of all kinds, has been incorporated with a capital stock of $4,500. The officers are as follows: Alta A. Shattuck, president; Susan A. Burkinshaw, treasurer.

Sayreville, N. J.—Brixite Explosives Co. has been incorporated to manufacture gun and blasting powders, gun-cotton, dynamite, etc.; capital, $125,000. Incorporators: Theodore Brix, Sayreville, N. J.; Walter L. Benn, Hotel Majestic, New York; Walter E. Warner, Brooklyn.

Changes and Improvements.

Brockton, Mass.—G. A. Gove has purchased the business of E. M. Buffom, and will operate as the Brockton Sporting Goods Co.

Chicago, Ill.—The Diamond Rubber Co. is erecting a three-story building which will have a frontage of 100 feet and a depth of 80 feet.

New York.—The Lentz Manufacturing Co., formerly of 132 Church street, manufacturers of sportmen's specialties, have moved to larger quarters at 54 Vesey street, where they have installed new modern machinery.

Pittsburgh, Pa.—Beltz and Delavie have succeeded to the business of Charles Beltz, manufacturers' agent and jobber. After April 1 the company will move to 524 Penn Ave., in order to accomodate their increased business. They handle a complete line in everything in automobile, bicycle and rubber goods.

Sacramento, Cal.—Ernest Norton has sold out his business to P. E. Nelson.

Springfield, Mass.—John McGregor, superintendent of the Pope bicycle factory at Westfield, Mass., has resigned that position to become superintendent of the Hendee Manufacturing Co. R. H. Patterson, foreman of the Pope enameling department, will also enter the Hendee employ in a similar capacity.

Wheeling, W. Va.—A. C. Alexander and O. H. Burdette, who recently moved from Athens, O., and leased a building, are now placing machinery in it which will be used in the manufacture of gun stocks.

Fires.

Buffalo, N. Y.—George N. Pierce Co.'s plant recently sustained heavy loss by fire. The main factory was not touched, but as that part of it destroyed was used for the testing of the Pierce automobile engines and for the assembling and storage of bicycles and repair parts, the loss and inconvenience cannot be readily overcome. A large number of finished bicycles were destroyed, including one lot of 400 which had been just made ready for shipment to Japan. The loss, estimated at $75,000, is fully covered by insurance.

Vermilion, S. D.—O. B. Nelson's bicycle store was recently destroyed by fire. Estimated loss is $2,000; insurance, $1,500.

Miscellaneous.

At the annual election of officers for the Edgecombe Wheelmen, of New York City, the following were elected: President, Samuel R. Morrison; vice-president, Reese Hughes; treasurer, Bernard Glemba; recording secretary, Otto Brandes; financial secretary, Richard Hughes; captain, Nicholas Kind.

✤

The annual meeting and election of officers of the Clover Cycling Club, of Lynn, Mass., was held recently and resulted as follows: President, George H. Paris; vice-president, E. S. Hazlett; recording secretary, F. L. MacLean; financial secretary, E. N. Blethen; treasurer, B. R. Falls; directors—Members Brown, Murphy, Calahan, Allen and Badger.

✤

For the 12 months of 1905, Germany's export of cycles and parts attained a total of 5678 tons as against 3811 tons in 1904; the values are not given.

✤

A Hagerstown factory has an order for 100 bicycles to be shipped to Japan.

✤

The Acquackanonk Wheelmen, Passaic, N. J., have elected these officers for the present year: President, A. N. A. Stroyer; vice-president, F. C. Greeme; recording secretary; Peter Kicntt; financial secretary, F. A. Lau; treasurer, W. Hendry, Jr.; captain, Arthur Kinloch; road manager, W. Totten.



IS "HUMAN NATURE" YOUR CLERK?

The greatest sales force on Earth is a true knowledge of Human Nature. Suppose a man buys a cheap, inferior imitation of "3 in One." He's more than likely to conclude that everything else you have is equally bad. That's all wrong, but— If

3 in One

pleases as it must, isn't he likely to come back not only for more oil but for other things? Think it over. Write your jobber for large and small size bottles.

G. W. COLE COMPANY, 145 Broadway, New York City

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The "FOLLETT"
NUMBERING MACHINE
PRICE $5.00
STYLE OF IMPRINT
123456

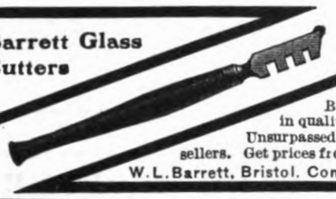
Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

Sent to responsible parties on approval.

CUSHMAN & DENISON MFG. CO.
240-2 W. 23d St., New York City.

THE SCHWERDTLE STAMP CO.,
STEEL STAMPS & DIES
BRIDGEPORT, CONN.

Barrett Glass Cutters



Best in quality. Unsurpassed as sellers. Get prices from W. L. Barrett, Bristol, Conn.

GENUINE
BARNES' PIPE CUTTERS
get around the question of profits in pipe cutters.



The reputation they sustain for excellence makes them quick sellers.
Write us for catalog and prices.
BARNES TOOL COMPANY
New Haven, Conn.

H. & R.
SINGLE GUN
MODEL 1905
NON-EJECTING

28 GAUGE
44 CALIBER

SMALL FRAME
LIGHT WEIGHT

A new gun throughout, on sporting lines; not a small bore gun on a large frame, nor a rifle bored smooth for shot.



Small frame and stock enable us to produce a very attractive and symmetrical light weight, small bore gun.

Sold by the leading jobbers. Catalog on request.

HARRINGTON & RICHARDSON ARMS CO.
WORCESTER, MASS.
ALSO MAKERS OF H. & R. REVOLVERS.

If You Want to Ride a Winner, Ride a Thoroughbred

It is famous for its achievements. The 1906 model was declared to be the most advanced, complete and perfect Motor Cycle at the Armory Show, New York. The Thoroughbred *alone* has Patent Duplex Cushion Fork, Improved Intake Head, Pump Oil Feed, Improved Battery Case, Double or Single Grip control, Adjustable Lamp Bracket, Collapsible Lug-

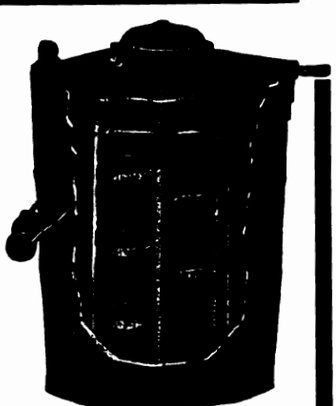


gage Carrier and large tires. Size of cylinder and stroke have been enlarged with consequent increase in power. Other mechanical improvements, as make the Thoroughbred the most practical, comfortable and efficient Motor Cycle in America to-day.

Write us for full information

READING STANDARD CYCLE MFG. CO.
Manufacturers of the renowned Reading Standard Bicycles and Thoroughbred Motor Cycles.
READING, PA.

That's IT!



The "Alaska" Ice Cream Freezer

It cannot be improved upon as a seller. Its special features:

Aerating Spoon Dasher
Novel Ice Guard
Double Wood Scrapers
Guarantee

AND

Price--Price--Price

have made the "Alaska" this season's favorite everywhere.
Ten Sizes.



Get the "Alaska" Booklet with "Alaska" prices TODAY.

The Alaska Freezer Co.
Winchendon, Mass.

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Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines*

Salesman Wanted

WANTED—Competent experienced Hardware Salesman. One experienced in Window Dressing and Price Card Writing preferred. State experience and salary wanted to start. Address Michigan, care "HARDWARE."

Position Wanted.

SITUATION wanted by first class locksmith, saw filer and general repairer, capable of assisting in a Hardware store.—Address R. S. W. Care HARDWARE.

You

will do us a favor by mentioning **HARDWARE** when writing to our advertisers

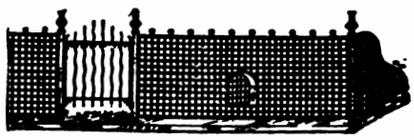
Columbia
Can Opener

It never slips nor tears. A high-grade can opener at a low price—10 cts. retail. Discount most liberal to the trade. Send for it.

A. F. Meisselbach & Bro
30 Prospect Street
Newark, N. J.



J. E. BOLLES IRON AND WIRE WORKS
DETROIT, MICH., U. S. A.



Bank and Office Railings, Grilles, Elevator Cabs and Enclosures, Porch Railings, Window Guards, Electro Bronze Work, Ornamental Iron and Wire Work of all Descriptions.

Shipments made to all parts of the world. State your wants and SEND FOR CATALOGUE 20H

NONE BETTER



Cement and Concrete Workers

DOT ROLLER

Contractors Asphalt and Paving Tools
Large Complete Line
Send for catalogue

John Stortz & Son
Manufacturers
216 Vine St., Philadelphia, Pa.

THE MAN BEHIND THE FILE

Is also behind the age if he still persists in the drudgery of sharpening Lawn Mowers by hand. It is mighty tedious labor, and he never can be sure that his work is done accurately. But if he will purchase an

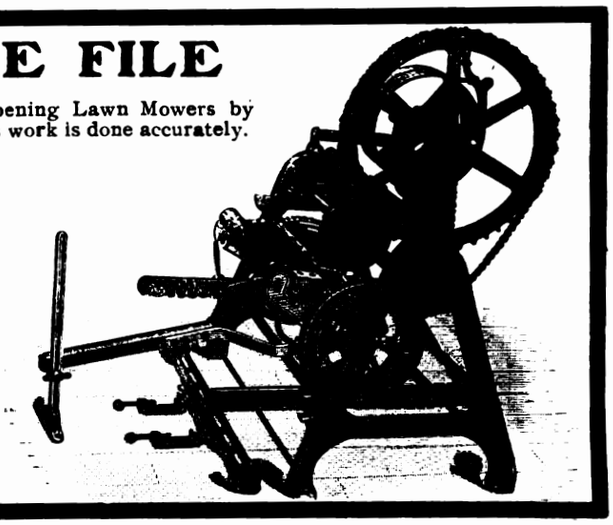
IDEAL LAWN MOWER GRINDER

his work becomes almost play; his effort will have produced a cutting surface mathematically exact on every blade, and he will have saved time enough in the grinding over the old manner, to sharpen four lawn mowers. He can, moreover, sustain his old rate and in many cases the Grinders have paid for themselves within a fortnight. The Grinders are made for either hand or power grinding. The latter is equipped with tight and loose pulleys, and can be operated by hand if desired.

The greatest satisfaction and the most money for the least effort—that's the key to the 1906 model of the IDEAL LAWN-MOWER GRINDER.

Send for particulars.

ROOT BROTHERS CO., Plymouth, Ohio





Face to Face

with your needs in Five, Ten and Fifteen Cents Specialties for 1906—

Why Not give us a chance to quote you?
The quality of our goods is so high, the prices so low, we are sure of stretching your every Dollar farther than the other fellow.
All We Ask is a trial order for 1906. It will make you our steady customer.
A Postal will fetch all the information you need.

Franklin Specialty Co.,
810 Cherry St., READING, PA.

A Round Million



Are in daily use of our Patented

FRYING PAN LID

giving entire satisfaction. Fits any ordinary frying pan. Makes all fried foods more palatable. Saves blacking stoves.
Retails for 10 cents.

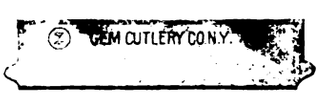
KITCHEN SPECIALTY MFG. CO.
Elm and Reed Sts., Reading, Pa.

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THE ZINN



The Zinn Automatic Razor is unique. It is "The Razor with the always Keen Blades"---twenty-four of them---so thin that 200 of them are only an inch thick! Hard enough to cut glass---sharp enough for the toughest whiskers---uninjurious to the tenderest skin.



Its phenomenal success is due chiefly to the Zinn Blade:

Show a customer a Zinn Blade---

He will buy a Zinn Razor.

No Honing!
No Stropping!
No Dissatis-faction!



Two Parts Only---
Holder and Blade.

ZINN PROFIT SHARING

We don't want all the profits. We want every Dealer to share with us and enjoy our protection against cut prices. Send at once for Rock Bottom Prices and Agents' agreement.

Then---display Zinn---talk Zinn---and the Zinn will talk for you.
One pleased customer begets another.



Gem Cutlery Ce.,

34 Reade St.
New York

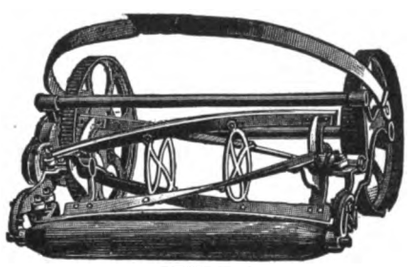


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The 4 Big Lawn Mowers

Our Style A Is the Only ALL STEEL MOWER MADE

It has 10 inch wheel, 4-blade cylinder, train of 3 gears, double ratchet, making both wheels drivers. Three others—Style E, K and C—belong to the same combination.

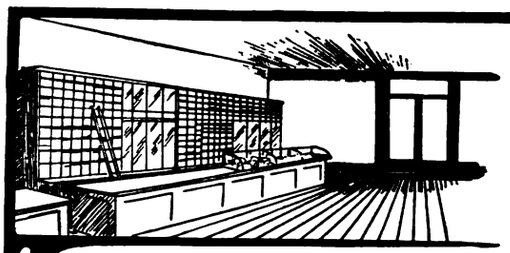


STYLE A

In each, the revolving cutters are without bar in centre have large, long bearings, and are the most satisfactory Lawn Mowers to sell. We have others shown in 1906 Catalogue. You ought to have a copy and see how complete our line is!

The Philadelphia Lawn Mower Co.

3101-09 Chestnut St., Philadelphia, Pa., U. S. A.



DON'T MOVE

You can increase the size of your store without increasing your rent by installing one or more

Milbradt Rolling Stop Laddors

They make it easy to utilize the space between the top shelf and the ceiling for extra shelvings and boxings.

Milbradt Ladders are made to order from measurements covering the conditions peculiar to each store.

They combine great strength, easy and noiseless operation and handsome finish at a cost that is as low as the price for ready made ladders.

Style No. 4 (shown in outline), a ladder for use on shelving with very narrow or no base. The swinging arms hold the ladder in the position most convenient for climbing. These arms may be swung up allowing the ladder to hang close to the shelves when not in use. Rubber rollers are attached to these arms and run against the base. This is a most convenient ladder for use in narrow aisles or in stock and store rooms.

Our latest catalog illustrates 14 other standard styles adapted to every form of shelving. It will be mailed on request.

THE EBBING MANUFACTURING CO.

400 N. 8th St. - ST. LOUIS, MO.



If Your Jobber Will Not

quote you, write for our catalogue and discounts.

¶ Our *Plainback* Shovels don't have a "strap" on the back and front. The socket is tubular.

THE AVERY STAMPING CO.,
CLEVELAND, OHIO.

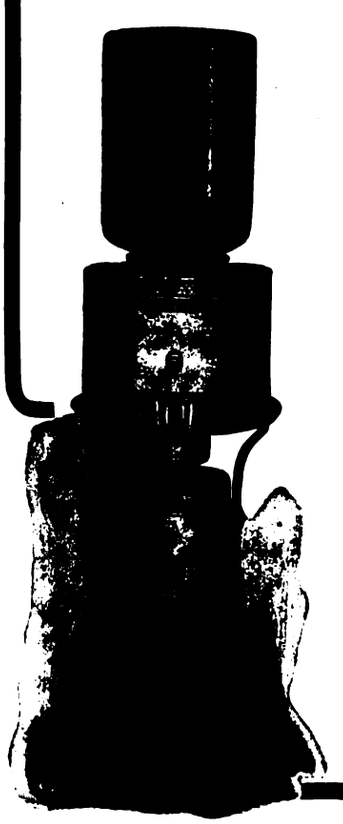
Mfrs. Shovels, "Never-Break" Utensils.

Look

through our advertising pages. They tell you of your wants. Always mention HARDWARE when writing to our advertisers.

Rose Water Coolers

Having greatly increased our facilities, we are now willing to offer



Rose Water Coolers

for sale through Hardware Dealers.

Merit and price have made their demand enormous.

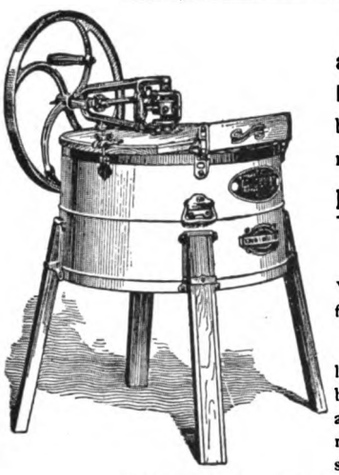
Send for circular and prices to-day.

Rose Mfg. Co.
505-13 W. 50th St.,
NEW YORK

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Two of the World's Winners

The MAJESTIC WASHING MACHINE



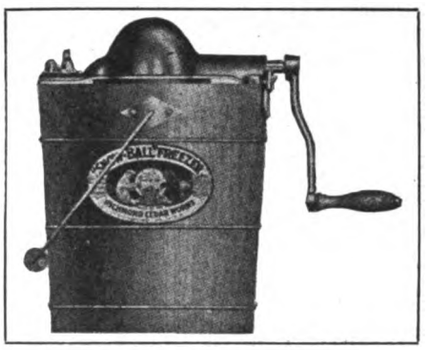
We Manufactured and Sold 41,430 MAJESTICS in 1905 beside many other makes.

Does that tell the story?

We will verify these figures if you wish us to.

It is the quickest seller and commands the biggest profit to you of any Washing Machine made. That is why you should sell it. The tub of the **Majestic** is made of selected **Virginia White Cedar,** and will stand the action of water a life time. It is bound with our celebrated **Electric-Welded Wire Hoops,** is steam-tight and easy to operate Two hundred thousand satisfied customers will testify to all we say.

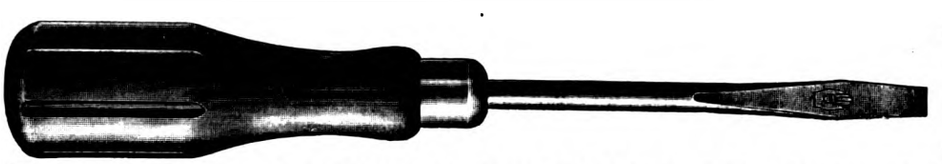
The SNOW BALL FREEZER



AFTER telling you what we have done with the Majestic Washing Machine in seven years, it is easy to introduce to you the **Snow Ball Freezer.** It is as good a freezer as the Majestic is a Washing Machine. The Snow Ball tub is made also of **Virginia White Cedar,** is bound with electric-welded wire hoops which cannot fall off, and is specially varnished so as to make it attractive and **easy to sell.** The inside parts are heavily plated with pure block tin which makes it thoroughly hygienic. The outside **castings** are rust proof.

☞ **Whether you are JOBBER or DEALER write us to-day for particulars and prices which will surprise you.**

RICHMOND CEDAR WORKS,
Largest Manufacturers of Wooden Ware in the World,
RICHMOND, VIRGINIA.



PEERLESS
No. 7 SCREW DRIVER

Is made from best Screw Driver Steel. Every blade is highly finished, hand-forged and tested to break a screw head.
Send for circular and prices. **THE DUCHARMES & CO., Shelburne Falls, Mass.**
JOSEPH F. McCOY CO., 157 Chambers St., N. Y., Selling Agents.

LOOK

each ad in the face. It is a salesman. If you doubt his words, write to the firm he represents. If you believe him — write anyway.

ALWAYS MENTION "HARDWARE" for having "put you wise."



The Superior Door Holder

holds the door open without injury to floors or carpets.

Operated by foot pressure. Adjusts itself to any unevenness of the floor.

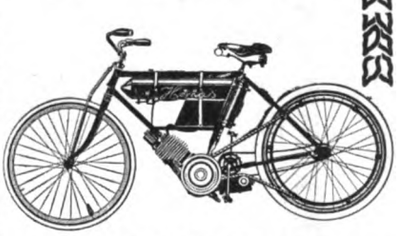
Superior Floor Spring Hinges

Have Ball Bearings. Are simple, compact and efficient. Easiest adjusted. Spring tension.



Superior Spring Hinge Co.,
15 So. Canal St.,
Chicago, Ill.

THOMAS AUTO-BI MODEL No. 44.



PRICE, $145.00

MR. HARDWARE MAN we make the simplest practical motor cycle ever constructed, its many up-to-date features appeal to any man with a grain of common sense. We have been building good motorcycles for six years. Our 1906 is the result of long experience. **ITS EASY TO SELL.**

Thomas Auto-Bi Co.
1400 Niagara St., - Buffalo, N. Y.

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ASBESTOS SAD IRONS

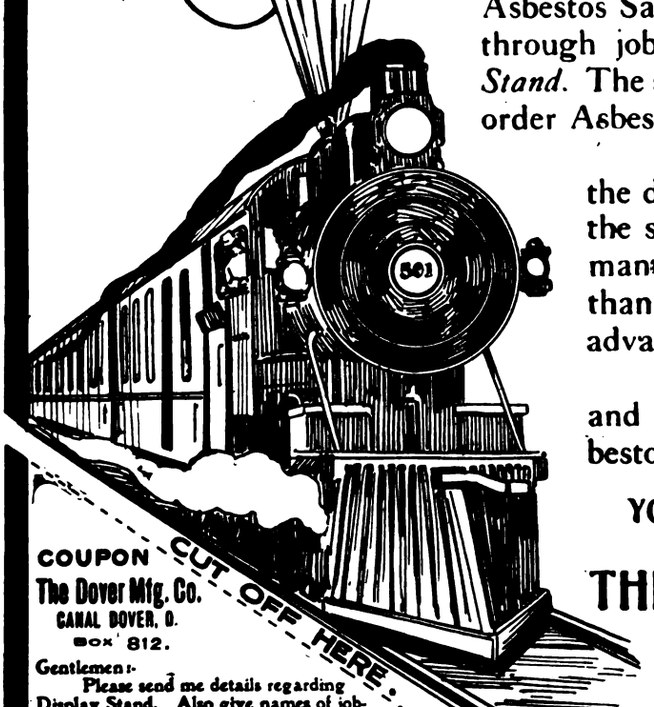
AN IRON FOR EVERY PURPOSE

A LITTLE MORE STEAM

It pays to put *a little extra effort* on *Asbestos Sad Irons.* The dealers who entered our Advertising and Window Display Contests report results in the way of increased sales that are *surprising even to us.*

Don't let the fire under your boilers die out. Get up a special head of steam every once in a while.

How much time will it take to put an assortment of Asbestos Sad Irons and a few show cards into your window? One dealer in a small town sold *fourteen Laundry Sets* and a *large number* of our other styles in *two days* as the result of a window display—at regular minimum retail prices. Did it pay?



In order to assist the dealer in pushing Asbestos Sad Irons, we are ready to furnish through jobbers a handsome steel *Display Stand.* The stand is given free to dealers who order Asbestos Sad Iron Assortment No. 5.

There is no better method for the dealer to increase his sales and at the same time to co-operate with the manufacturer in creating demand than by displaying goods to the best advantage.

Return the adjoining coupon and get details concerning the Asbestos Display Stand.

YOUR JOBBER QUOTES PRICES

THE DOVER MFG. CO.
CANAL DOVER
OHIO

BOX 812.

CUT OFF HERE

COUPON
The Dover Mfg. Co.
CANAL DOVER, O.
Box 812.

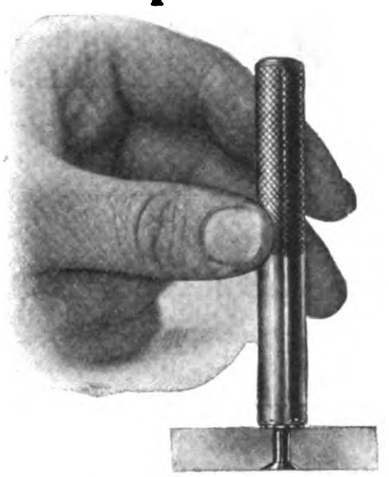
Gentlemen:-
Please send me details regarding Display Stand. Also give names of jobbers who are prepared to furnish same.

Name.....

City.....State.....

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The Simplex Riveter



Price with 12 boxes of Rivets **$1.50 per doz.**

This is the simplest possible form of tool for setting tubular and split rivets and is also the easiest and simplest to use; all that is necessary being a wagon tire or other convenient hard surface to rest the head of the rivet against and a hammer or wrench to drive with. The illustration explains the method of using.

This is new and sells like hot cakes at 25 cts., with a box of 50 rivets included.

For sale by leading jobbers, or we will send one dozen prepaid with 12 boxes of rivets on receipt of the price.

F. H. SMITH MFG. CO.
48-50 St. Johns Court, Chicago, Ill.

A
POSITIVE,
FORCEFUL
SELLING AGENT
IS THE
QUALITY
OF THE

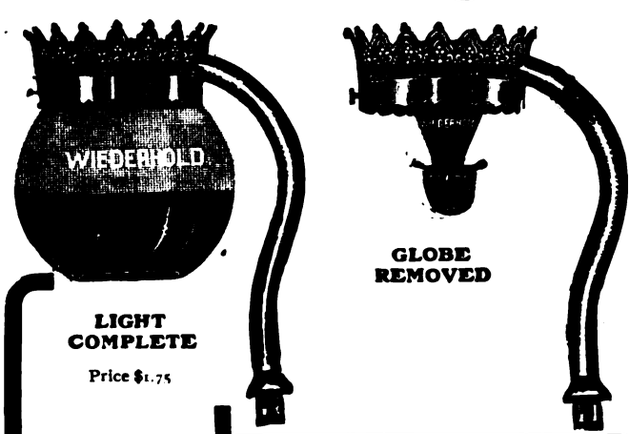


DISSTON SAWS

THEY
DEVELOP
TRADE.

HENRY DISSTON & SONS, INC.
PHILADELPHIA, PA.

The Wiederhold Inverted Light



LIGHT COMPLETE
Price $1.75

GLOBE REMOVED

The Best--Because

It never flashes back, blackens mantels nor smokes. Does not flicker.

It's ornamental, durable and gives

50 Per Cent. More Light

at less cost for gas and mantels. Fits any fixture—burns all kinds of gas.

Mark: Its Rays Are Downward.

We want a representative in every town. Write us.

The WIEDERHOLD LIGHT CO.
96 Warren St., New York

Handsome Profits

are made by Hardware Dealers selling the

AMERICAN AUTOMATIC LIGHTING SYSTEM

to merchants, householders, farmers, hotels and churches.

Wherever installed they insure consumers complete satisfaction. They give that brilliant, cheerful light to a store that attracts trade. In the home their light is perfect for reading or sewing. *Write us for catalogs and estimates.*

AMERICAN GAS MACHINE COMPANY,
Albert Lea, Minn.



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--DEALERS--

$20.28 PROFIT IN ASSORTMENT X

ASSORTMENT X.

5 gal. Ad-el-ite Floor Paint, assorted.
5 gal. Ad-el-ite Varnish Stains, assorted.
5 gal. Ad-el-ite Floor Finishes, assorted.
5 gal. Waxelite, assorted.
10 lb. Oriental Floor and Crack Filler, assorted.
10 lb. Plymouth Rock Floor Wax, assorted.
Complete line of signs, circulars and color cards.

You pay $33.82 for above assortment. You sell it for $54.10. That's $20.28 profit for you.

HOW ABOUT THESE GOODS?

They are all high grade, strictly first class goods in every respect and are well known all over the United States through our general advertising.

THEY ARE GOODS YOU CAN RECOMMEND.

WRITE TODAY FOR ASSORTMENT X.

Catalogue and prices on our complete line sent on request. Station 3

ADAMS & ELTING CO.,

CHICAGO The Ad-el-ite People

DON'T BE MISLED

by "cheap stuff."

IF you are looking for some effective spring advertising, exhibit in front of your store a few cans of

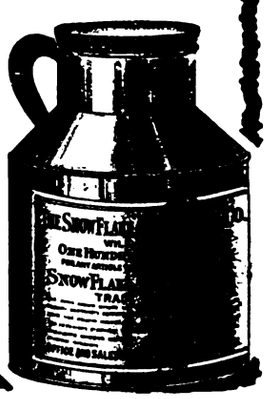
Snow Flake Axle Grease

They'll sell quicker than a wink and lead to other sales. Snow Flake is the leading seller because it lasts.

A sample order will convince you.

Snow Flake Axle Grease Co.,

Fitchburg, Mass.



No. 602 "Napanoch"

Pocket Knife Tool Kit.

Most Useful. Warranted. Made in America.



With more of less frequency almost every one has use for a Knife, Reamer, File, Saw, Chisel or Screw Driver, and this outfit is practical, yet so small, being contained in a Leather Pocket Book 4¼ x3¼ inches, that the owner, by carrying it in his pocket, always has it at hand for immediate use, whether Camping, Boating, Teaming, Driving, in the Shop, Factory, Office, Store, Warehouse, Automobile, on the Farm, Bicycle, or around the Home.

Any Tool firmly attached or detached to the Pocket Knife in a second.

Use it five days and if not satisfactory return it and I will refund your money.

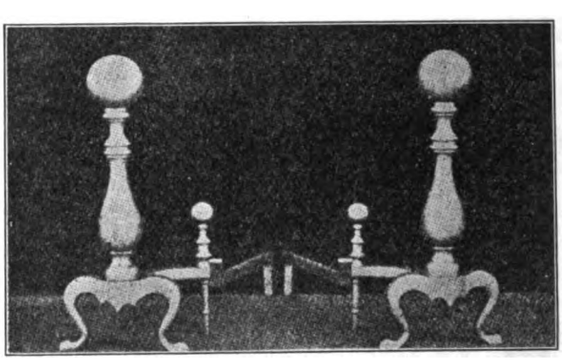
Mr. Dealer, send me a card for illustrated circular and trade prices.

U. J. ULERY
90 Warren St. New York, N. Y.

Brass Andirons, Fire Sets, Feeders, etc.

To appreciate the completeness and variety of our goods you ought to have our catalogue, as well as our discounts.

They are leaders in Quality and Price.



They are quick and profitable Sellers.

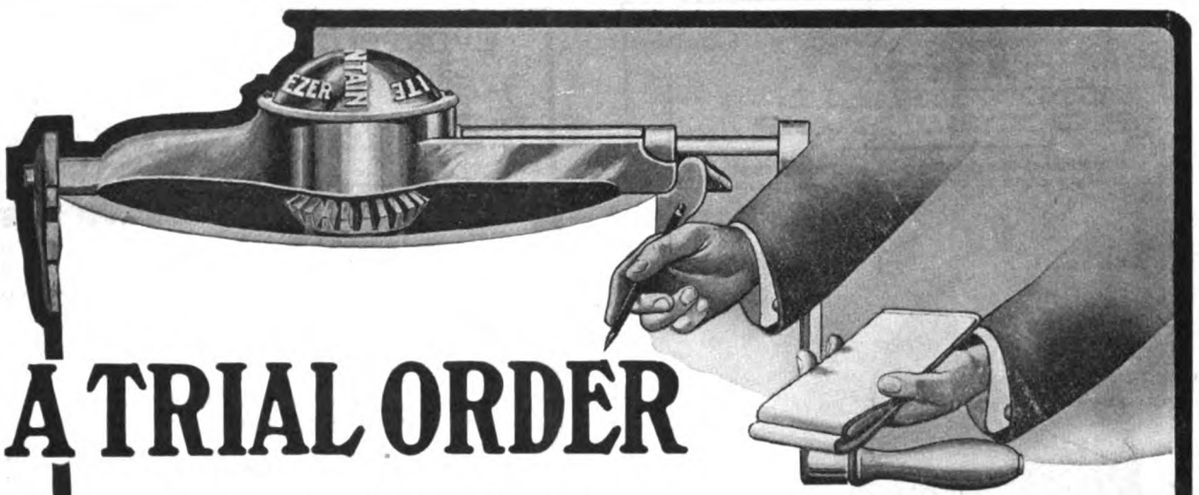
We reproduce old designs. Send for catalogue H. Mention HARDWARE.

THE ROSTAND MANUFACTURING CO.,

MILFORD, CONN.

When you write to these advertisers say "Saw your ad. in HARDWARE."

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A TRIAL ORDER

Have You Ever Carried the

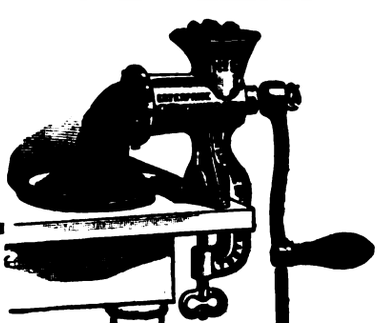
White Mountain Freezer?

NO? ***Then send a trial order to your Jobber***

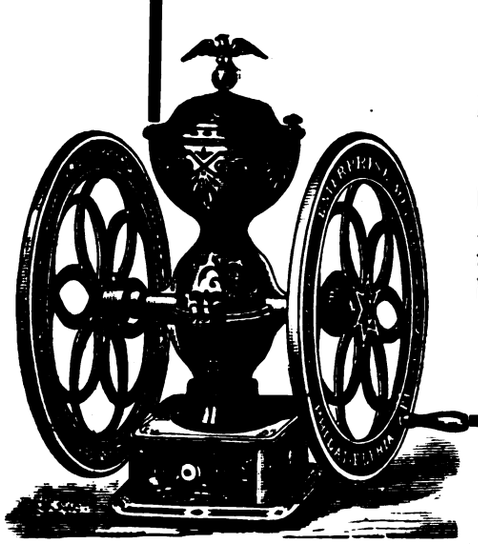
Manufacturers of
Freezer Perfection

The White Mountain Freezer Co.
NASHUA, NEW HAMPSHIRE

Push - -



Our Advertising Department is giving valuable service free to dealers who are pushing **ENTERPRISE** goods. We not only advertise to the public generally all over the world, but we also otherwise help aggressive dealers especially, to increase sales of



ENTERPRISE

Meat Choppers, Food Choppers, Coffee Mills, Bone Mills, Meat Juice Extractors, etc.

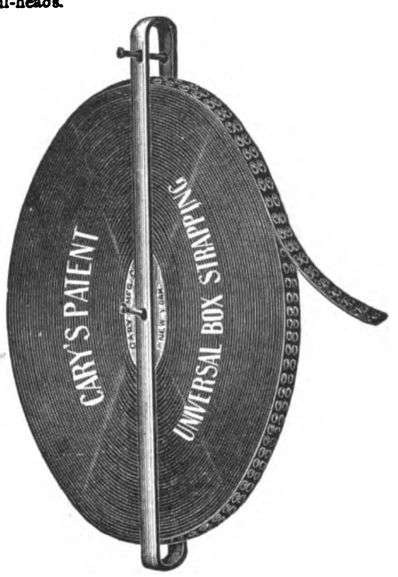
If you want to sell MORE, drop a line now to our Advertising Manager. Tell him what lines you want to push and ask for help. It costs you nothing. It benefits us both. Get in the "push" and keep pushing.

THE ENTERPRISE MFG. CO. OF PA.,
Philadelphia, U. S. A.

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CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO.,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

EVERYBODY--EVERYWHERE
IS CALLING FOR
"Ever-Ready" Safety Razors

The only $5.00 retail proposition on the market to-day that gives the customer a run for his money and allows the retailer a profit that is worth his while. **"Ever-Ready" sets contain twenty-four keen, perfect blades**--a dozen more than any other similar priced razor. "Ever-Ready" blades are as thin as paper and yet can be rehoned and resharpened at will—another incomparable feature.

Advertised at $5.00--
BIG PROFITS TO RETAILERS

Get in your order to-day—through your nearest jobber or direct to the makers. If you're unacquainted and want to see first—make a postal request for samples and we'll do the rest.

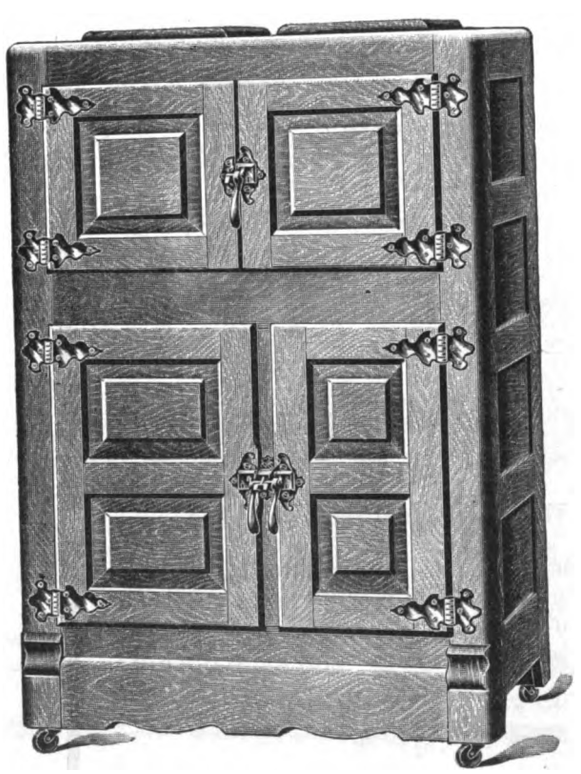


"EVER READY"-THE RAZOR WITH A YARD OF BLADES

Reichard & Scheuber Mfg. Co.
66 Duane St., New York City

Makers of Yankee Safety Razors—Yankee Sets—Stropping Machines and Radio Magno Razors.

REFRIGERATORS - STOVE BOARDS



COOPER & McKEE
113 to 121 Lorimer Street, BROOKLYN, N. Y.
Catalogue sent on application.

DON'T FAIL

TO MENTION "HARDWARE"

WHEN WRITING

TO

THESE ADVERTISERS.

PAINTS, OILS AND COLORS.

Oils	
Linseed, City, raw, in barrels, ₩ gal	45c
Linseed, City, boiled, in bbls, " "	47c
Out of Town, on spot, ₩ gal	48c
Calcutta, raw, in barrels, ₩ gal	65c
Lard, prime city, ₩ gal	63@64c
Lard extra, No. 1	49@52c
Lard, No. 1	39@40c

Paints and Colors	
Barytes, Foreign floated, ₩ ton	$17.50@19.00
Barytes, American floated, ₩ ton	$18.00@19.00
White Lead, American, dry, in bbls., ₩ lb	6½c
White Lead, American, in oil, in lots of less than 500 lbs., ₩ lb. net	7¼c
In lots of 500 lbs. and over, ₩ lb	7c
White Lead Eng., in oil, ₩ lb	8½@9½c
Zinc, American dry, ₩ lb	4½@5c

Putty, Commercial——₩ 100 lb	
In bladders	$1.65 @1.85
In bbls. or tubes	1.20 @1.40
In 1 lb. to 5 lb cans	2.60 @2.80
In 12½ to 60 lb cans	1.45 @1.65

Spirits Turpentine	
In regular bbls	62@62½c
In machine bbls	61½@62c

Dry Colors	₩ Lb
Blue, Chinese	8@9c
Blue, Prussian	22@23c
Blue, Ultramarine	12@15c
Sienna, Italian, burnt & powdered	3@3½c
Sienna, Italian, raw & powdered	2@2½c
Umber, Turkey, burnt	2½@3c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	8@10c
Green, Paris, in kegs	12½@14½c
Indian, Red, American	2@2½c
Indian, Red, English	4½@5½c

Colors in Oil	
Black Ivory, best	10@12c
Blue, Chinese	20@22c
Blue, Prussian	27@30c
Blue, Ultramarine	14@16c
Sienna, burnt	3@3½c
Sienna, raw	2@3½c
Umber, burnt	11@12c
Umber, raw	11@12c

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B. ..... 52@55c
G. D ..... per M 34@35c
F. L. ..... per M 40@42c
G. E. ..... per M 48@50c
Musket ..... per M 62@65c

PRIMERS—

Berdan Primers $3.00 per M ..... 20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M 20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
22 C. F., $6.50 ..... 10&5%
32 C. F., $7.00 ..... 10&5%
22 cal., Rim, $1.50 ..... 10&5%
32 cal., Rim, $2.75 ..... 10&5%
B. B. Caps, Con. Ball, swgd $1.90
B. B. Caps, Round Ball $1.40
Cent. Fire 25%
Target and Sporting Rifle ..... 15&5%
Primed Shells and Bullets ..... 15&10%
Rim Fire Sporting 50%
Rim Fire Military ..... 15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all ganges ..... 60&5%
Climax, Club, Rival, 10 and 12 gge.. 65&5%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge ..... 25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge 30%
Climax, Union, League, New Rival, 10 and 12 gauge 25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list) 30%
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge 33⅓%

SHELLS, LOADED—

Black Powder 40%
Smokeless Powder, medium grade .... 40&5%
Smokeless Powder, high grade .... 40&10&10

SHOT—

Drop, up to B 25 lb bag $1.70
Drop, B and larger, per 25 lb bag 1.95
Buck, 25 lb bag 1.95
Chilled, 25 lb bag 1.95
Dust Shot, 25 lb bag 2.25

GUN WADS—₱ 1000—

B E., 11 up ..... $ 60
B. E., 9 and 10 70
B. E., 8 80
B. E., 7 80
P. E., 11 up ..... 1.00 } 15%
P. E., 9 and 10 ..... 1.25
P. E., 8 ..... 1.50
P. E., 7 ..... 1.50
Ely's B. E., 11 and larger ..... $1.70@$175
Ely's P. E., 12 to 20 ..... $3.00@$3.25

Animal Pokes

Iowa Farming Tools. ₱ doz.
Hawkeye $3.25
Western 4.00

Anti-Rattlers

Fernald, Quick Shift, ₱ doz. pair, net .. $2.00
Burton's, ₱ doz. pair, Nos. 2 and 5 ..... 50c
Per doz. pair, No. 1 ..... 75c
Per doz. pair, No. 4 ..... 1.00
Kohler's: ₱ Gro.
Daisy, No. 4 ..... Net. $4.80
Perfect, No. 2 ..... Net. 6.00
Bolt Holder, No. 1 ..... Net. 8.40

Anvils

American "Horse-Shoe" 9¼c
Arm and Hammer ..... 8½@8¾c
Eagle Anvils, ₱ lb, net ..... 7@7¼c
Peter Wright's 10½c
Trenton ..... 9 to 9½c
Columbian, all steel, ₱ lb, net 9c

ANVIL AND VISE COMBINED—

Millers Falls (with drill) ..... $18.00, 15&10%

Augers and Auger Bits

Boring Machine Shells 70%
Gem, Auger Bits ..... 75@75&5%
Forstner Pat. Bits 25%
Ford Auger Bit Co:
Auger Bits ..... } 40@40&5%
Car Bits ..... }
Machine Bits ..... }
C. E. Jennings & Co.:
D'ble Spur pattern car, No. 30.. 40&7½&10%
Nobles Double Spur, No. 22 ..... 35&10%
No. 10, Extension Lip ..... 25&10%
Car Bits, No. 10 ..... 25&10%
Car Bits, No. 30 ..... 40&7½&10%
Ring Augers ..... 60%&10%
Jennings' Pattern ..... 50&10@60%
Snell's Auger and Car Bits:
Extra ..... 60&10&10%
No. 1 ..... 60&10&10&10%
Russell Jennings' Augers and Bits ..... 25&10&33⅓%

HOLLOW AUGERS—

Ames ..... 25&10%
Beeney's Adjustable ..... $3.50@4.00
Hibbard's Adjustable ..... Net prices
Ives ..... 25&10%
Millers Falls, Geodell .... 15&7½&10%
Universal, each $4.50 ..... 30%

EXPANSIVE BITS—

C. E. Jennings & Co., Steers' Pat... 33⅓&10%
Clark's small, $18 ..... 50&10%
Clark's large, $26 ..... 50&10%
Ives' Model, ₱ doz. $60 ..... 50%

DOUBLE CUT GIMLET BITS—

Common, net ..... $3.00@$3.25
German Pattern, net ..... $4.60@$5.75
Mayhew's Diamond ₱ doz. $1.25 ..... 40%
C. E. Jennings & Co ..... 45&10%
Ladds ..... 60&10%
Mayhew's ..... 40&10%
Snell's Bell Hangers 60%

TWIST DRILLS—

Bit Stock ..... 60&10@60, 10&10
Taper and Straight Shank ... 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co ..... 33⅓&5%
L'Hommedieu's 15%
Snell's ..... 40&10%
Watrous' ..... 35&5%

Awl and Auger Handles

See Handles

Awls

	Per Gro.
Handled Brad	$2.75@3.00
Handled Scratch	$3.50@4.00
Patent Peg	$1.00@1.50
Sewing, Gem	85@$1.00
Shouldered Peg	65@70c
Shouldered Brad	65@65c
Socket Scratch ₱ doz	$1.00
Stanley Rule and Level Handled Brad	45%

Awl and Tool Sets

Aiken's Awls and Tools:
No. 10, ₱ doz. $7.50; No. 20, ₱ Doz. $10 ..... 60&10%
Brad Sets:
No. 42, $10.50; No. 48, $12.50 ..... 70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7 ..... 50%
Ice Awls 55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18 ... 15&10%
C. E. Jennings & Co's. Adj. Tool Hdls.. 33⅓%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18 ..... 30%

Axes

Single Bit, base weights:
First Quality $6.75
Second Quality $6.25
Double Bit, base weights:
First Quality $9.00
Second Quality 8.50
Ice, Bradley's 30%
Bradley's wide bit, net $10.50
Long Island, net $9.25

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc 50%
Broad and Bbl ..... 40&10%
Boy's Axes 50%
D Simmons & Co.:
Broad ..... } 50&5%
Shingling and claw ..... }
Lath, Hunters', etc ..... }
Picks and Mattocks 50%
Peck Edge Tool Co.:
Hatchets, shingling, etc 50%
Broad and Bb'l ..... 40&10%
Boy's Axes and Hatchets 50%

Axle Grease

Dixon's "Everlasting" Graphite:

1	lb cans (36 in case)	15 ea.
2	" " "	25 "
10	" firkins (6 in case)	$1.20 "
25	" "	2.75 "
50	" kegs	5.00 "
100	" "	9.00 "
200	" half bbls	8½/lb
375-400	lb "	8½/lb

Snow Flake:

One-quart cans, ₱ doz.	$ 2.00
Two-quart cans ₱ doz.	3.20
One-gallon cans, ₱ doz.	6.00
Five-gallon cans, ₱ doz.	24.00
Quarter bbls. (15 gals.), ₱ gal.	.45
One-half bbls. ₱ gal.	.40
Bbls., ₱ gal.	.35

Discount 10%

Balances, Spring

Chatillon's:
Light, class A 50%
Circular Balances, class C 50%
Ice Balances, class B 50%
Straight Balances, Class A1 ..... 50%
Class A2 ..... 40%
Class D. E. F 50%
Class G 20%

Balances, Sash

Caldwell's 50%
Pullman's ..... 50&10@60

Beef Shavers

Enterprise:
Japanned, each, $3.00 ..... 25@30%
Tinned, each, $10.50 ..... 25@30%

Bells

HAND—

Hand Bells, polished brass ..... 60@60&10%
Pure bell metal 30%
Silver chime ..... 33⅓@35%
White metal 30%

DOOR—

Trip, Gem ..... 50&10%
Gong, Abbe's 45%
Gong, Yankee 55%
New Departure:
Rotary ..... 50@10%
Push 50%

COW—

Common wrought ..... 75%@75&10%
Kentucky ..... 70@70&10%
Kentucky, Sargent's list 70%
Texas Star 50%
Western, Sargent's list ..... 70@70&10%

Bellows

Blacksmiths' ..... 65&10@70%
Hand ..... 25&10%
Moulders' ..... 25&10%

Belting Rubber

Boston Belting Co:
"Boston" 50%
"Imperial," seamless stitched 45%
Niagara 60%
New Jersey Car Spring & Rubber Co:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50 ..... 50%
Seymour Smith & Sons ..... 25&10%
Miller's Falls ..... 15&10%
Weston's 40

Binder Twine

	Per Pound
Sisal	10c
Standard	10c
Standard Manila	11c
Manila	12c
Pure Manila	13c

Bit Holders.

Angular 45%
Extension:
Barber's, ₱ doz. $15.00 ..... 45@50%
Ives' ₱ doz. $30.00 ..... 60&10%

Blind Adjusters

Columbian 33⅓%
Domestic, ₱ doz. $3.00 ..... 33⅓&5%
Excelsior, ₱ doz. $10.00 ..... 50&10&5%
North's 10%
Zimmerman's ..... 50%@50&10%

Blind Fastenings and Tenons

Security Gravity, ₱ gr $9.00
Zimmerman's ..... 50@50&10%

Blocks, Tackle

Eddy's ..... 50&10@60%
Hartz' Steel ..... 40&10@50&5%
Iron Strapped, Japanned Sheaves... 70&10%
Iron Strapped, Lig Vitae Sheaves 60%
Rope Strapped, Japanned Sheaves... 65&10%
L. V. Sheaves 40%
Lanes:
Junior, Self Sustaining 30%
Pat. Automatic 30%
Perfect Safety 30%
Stowell, Novelty Block ..... 50&10%

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c ..... 60&10%
Cast Iron Chain ..... 60&10%
Cast Iron Shutter Bolts ..... 60&10%
Ives' Patent Door Bolts 60%
Wrought Barrel ..... 80@80&10%
Wrought Barrel Bolts, Griffin's ..... 75&10%
Wrought Square ..... 70@70&10%
Wrt Shutter, St'nrd list ... 50&10@50&10&5%
Wrought Spring, Sargent's ..... 70&10@75%

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ⅝x6 and smaller 75%
Larger and longer ..... 65&5%
Phila. Eagle, $3.00 list May 24, '99 ..... 80%
Bolt ends, list Feb. 14, '95 ..... 65&10%
Bolt ends, with C and T nuts ..... 65&5%
Machine, ⅝x4 and smaller 75%
Machine, larger and longer ..... 65&10%

TIRE—

American Screw Co:
Bay State, plain, list Dec. 28, '99 ..... 72½%
Bay State, fluted 72½%
Eagle Phila 82½%
Norway, Phila 80%
Common ..... 75&10@80%
Norway, Phila 80%
Portchester, Norway 80%
Phila 80%

STOVE AND PLOW—

Plow ..... 60&10&10@70%
Stove ..... 85@85&10%

MISCELLANEOUS—

Sink 30%

Bone Mills

Enterprise ..... 35@30%
Stearns 40%

Borers, Tap

Enterprise ..... 20@25%

Each	$1.25,	$1.75,	$2.50
Nos	1	2	3

C. E. Jennings & Co.:
No. 6 ..... 30&10%
No. 10 ..... 25&10%
Common ring ..... 20&10%
Ives ..... 25&10%

Boring Machines

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		35&5%
Miller's Falls	$7.50,	15&10%
Snell's, Rice's Pat.	$2.50,	$3.75
Ajax		40%
Phillips		$4.00 net

Bow Pins

Hotchkiss ..... 60&10%

Boxes, Mail

Heller's ..... 40&5%

Box Hooks

Humason & Beckley's ..... 60&10&10%

Box Openers

Humason's ..... ₱ doz. net $5.00
Bemis & Call's 65%

Box Scrapers

Bradley's 30%

Box Strapping

Cary Mfg. Co's., in case lots:
"Universal" ..... 25&20%
Standard Metal Strap Co's.:
Bellpee ..... 20&10&10&5%

Braces

Barbers' ..... 50&10&10@60&10%
Barbers' Ratchet ..... 60@60&10%
Common Ball American ..... 60@60&10%
Ives':
Barbers' ..... 60&5%
Barbers' Ratchet ..... 60@60&10%
New Haven Novelty 70%
New Haven Ratchet ..... 60&10%
Spofford ..... 60&5%
C. E. Jennings & Co.:
No. 108@114½ ..... 50&5&10%
No. 208½@214½ ..... 50&5&10%
Lancaster Mach. & Knife Works 50%
Gen. Spofford's 60%

Brackets

Griffin's Folding ..... 70&10%
Griffin's Pressed Steel 80%
Bradley's Patent, full cases ..... 80&10&10%
Bradley's, in broken cases ..... 80&10%
Baine's Adjustable 25%

Bracket Saw Frames

Miller's Falls Co ..... 25&10%

Bracket Sets

Miller's Falls Co ..... 33⅓&10%

Bright Wire Goods

Standard list, June 24, 1908 ..... 90&25

Bull Rings

Humason, Beckley & Co's 30%
Rea's 2½ in. net, ₱ doz $1.50
Sargent's 30%
Seymour Smith & Sons 60%

Bull Punches

Humason & Beckley's, ₱ doz. net $3.05

Butchers' Cleavers

New List, Feb. 1, 1906:
Bradley's 40%
Foster Bros., flat heads 30%
Foster Bros., round heads 30%
Lancaster Mach. & Knife Works 33⅓40%
L. & I. J. White 30%
Plumb's 33⅓%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star ..... 15@15&10%
C. E. Jennings & Co ..... 30&10%

Butter and Cheese Triers

Ordinary Black Handle 25%
Humason & Beckley's 40%

Butt and Rabbet Gauges

Stanley's ..... 25&10%

Butts

BRASS—

Wrought Brass, list September, 1898 .... 15%

CAST IRON—

Fast Joint, broad ..... 40&10@50%
Fast Joint, narrow ..... 40&10@50%
Loose Joint ..... 70&5@75%
Loose Joint, Japanned ..... 70&5@75%
Loose Joint, Jap. with Acorns .... 70&5@75%
Loose Pin ..... 70&5@75%
Mayer's Hinges ..... 70@70&5%
Parliament Butts ..... 70@70&5%

WROUGHT STEEL—

Table and back flaps	75%
Narrow and broad	75%
Inside Blind	75%
Loose Pin	75%
Loose Pin, Ball and Steeple Tip	35%
Japanned, Ball Tip Butts	70&10%
Bronzed Wrt. Nar. and Inside Blind Butts	55&10%

Ex 10&10@10&10%

Calipers

Bemis & Call:
Wing 60%
Double 65%
Inside and outside 65%
Straight leg 65%
Call's Pattern, inside 55%

Can Openers

American ..... ₱ gross, $1.75@$2.00
Goodell's Acme ..... ₱ gross, 6.00
Hopper's ..... ₱ gross, 15.00
No. 5, iron handle ..... ₱ gross, $3.00@3.25
Phœnix 40%
Sardine Scissors ..... 75&10%
Sardine Scissors, forged steel .. ₱ doz., $4.50
Sprague, Nos. 1, $2.00; 2, 2.25; 3, 2.50.. 75&10%
Universal, ₱ doz 500

Cartridges

See Ammunition.

Casters

Bed ..... 70@70&10%
French or Philadelphia Iron wheel 75%
Plate ..... 60@60&10%
Payson's Furniture ..... 70&10&10%
Payson's Truck ..... 70&10%
Standard, Ball Bearing 45%

Cattle Leaders

Humason, Beckley & Co's 70%
Sargent's ..... 70&10%
Welton's ..... 70&10%

Chain

American Coil, Straight Link:

Inch	₱ 100 Lbs.
3-16	$3.60
¼	5.80
5-16	4.85
⅜	4.10
7-16	3.85
½	3.85
9-16	3.80
⅝	3.75
¾	3.50
⅞ to 1	3.50
1¼ to 1½	3.75

Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain 40%

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Chains

Galvanized Pump chain, ₱ lb.....4¼@4¾c
Ger. coil, list July 24, '97...60&10@60&10&10%
Ger. Halter chain, list July 24, '97.60&10&10%
Jack chain, Iron.....60&10@60&10&5%
Jack chain, Brass.....60&10@60&10&10%
Oneida Wire Dog chains.....45@50&5%
Trace Wagon and Fancy Chains:
New list.....60@60&10%
Bridgeport Trace chains.....65%
Stake chains.....65%
Heel chains.....30%
COW TIES—
American.....45@50%
Niagara.....45&5@50&10&5%
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....45%
Sisal.....33⅓%

Chain Guards

Aluminum S. & N. Co.....50%

Carpet Stretchers

Montrose "Excelsior," ₱ doz., $6.00.....20%
Bullard's.....33⅓%
Cast iron, Steel points, ₱ doz.....60c
Sockets, ₱ doz.....$1.75

Carpet Sweepers

	₱ Doz.
Bissell's Cyco Bearing:	
"Parlor Queen"	$30.00
"Elite"	29.00
"Bondoir"	27.00
"American Queen"	27.00
"Ideal"	25.00
"Gold Medal"	24.00
"Premier"	24.00
"Superior"	24.00
"Prize"	24.00
"Welcome"	24.00
"Grand Rapids," nickel	24.00
"Grand Rapids," Japan	22.00
"Standard," nickel	23.00
"Standard," Japan	20.00
"Crown Jewel," nickel	21.00
"Crown Jewel," Japan	19.00
"Crystal"	36.00
"Grand," length of case, 17 inches	36.00
"Club," length of case, 24 inches	54.00
"Hall," length of case, 28 inches	60.00
"Junior," nickel, length of case 12¼ inches	22.00
"Junior," Japan, length of case 12¼ inches	20.00
"Misses"	9.00

Sterling Carpet Sweepers:

Model A, Nickel trimmings	25.00
" B, Japd. "	21.00
" " Nickel "	23.00
" C, " "	21.50
" D, Japd. "	19.50

Carpet and Rug Beaters

	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10 Wire, Glavanized	1.50	18.00

Cherry Stoners

Enterprise.....25%@30%
Goodell's Family, net ₱ doz.....$5.00
Rollman's, net., ₱ doz.....6.00

Chisels

SOCKET FRAMING & FIRMER—
Standard Makes.....70&10@75%
L. & I. J. White.....80@80&5%
C. E. Jennings & Co., No. 70.....25&10%
Jennings & Griffin Mfg. Co.....65&3&10%
TANGED & MISCELLANEOUS—
W. & S. Butchers'.....$4.75@$5.00to2
C. E. Jennings & Co.....25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels.....25&10%
Tanged Gouges.....25&10%
Tanged Firmers.....33⅓%
Tanged Gouges.....33⅓%
L. & I. J. White.....25&5%
COLD CHISELS—
Good quality, ₱ lb.....18&16c
Snell's best C. S.....40&5%
Cronk's.....50%

Cleaners, Sidewalk

	₱ Dos.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers

HORSE—
Chicago Flexible Shaft Co's.:

	Each.	
Lightning Belt Clipping Mach.	$15.00	15%
New '98, Chicago	8.75	15%
1908 Chicago	10.75	15%
Twentieth Century	5.00	20%

Coach Oil

Snow Flake. (15%, 25&10%)
One-pint cans, ₱ doz. . . . . $ 3.00
One-quart cans, ₱ doz. 4.80
One-gallon cans, ₱ doz. 15.00
Five-gallon cans, ₱ doz. 66.00

Cocks, Brass

Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks....70&10@75%

Coffee Mills

Box and Side.....50&10@60%
Enterprise Mfg. Co.....20@25%
Lane Bros. Co.....30%

Compasses, Dividers, &c

Atnel Calipers and Dividers.....40%
Bemis & Call Co's.:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers...75@75&10%

Coopers' Tools

Bradley's:
Hoop Drivers.....25%
Rivet Sets.....20%
Cold Chisels.....20&5%
Punches.....15%
Vises.....15%
Inshaves.....30%
Barton's.....20@20&5
L. & I. J. White.....20@20&5
Sandusky Tool Co.....25&10@30&10%

Corkscrews

Detroit Cork Screw Co.....33⅓%
Humason & Beckley Mfg. Co.....50&10%
Samson, ₱ doz.....$10.00

Corn Hooks

	₱ Dos.
Kretsinger Cut-Easy	net $6.00

Corn Knives and Cutters

Bradley's.....net
Wadsworth's.....60%

Countersinks

Mayhew's Diamond.....40@45%
Smith's.....25%
Snell's.....40%
Wheeler's Patent.....50%

Cow Ties

See Chains.

Crayons

Sargent's List.....20%
Dixon's: ₱ Gro.
Eclipse.....7 in., $3.75; 9 in., $4.88
Emerald.....5.00
Oriole.....5.0
Rainbow.....3.12
Solid.....7.50
Tailors, black, $5.62; red and blue....9.00

Curry Combs

Kohler's.....40%
The Metal Stamping Co.....40%
Southington Cutlery Co's.....25&10%

Cutlery

Foster's Pocket.....30%
Carriers' Pocket.....40%

Diggers

See Post Hole, etc.

Dividers

See Compasses, Dividers, etc.

Dog Collars

Walter B. Stevens & Son:
Brass.....40%
Embossed Gilt.....30&10%
Leather.....40%
Union Hd'wre Co., new list.....50@50&10%

Door Checks

Bardsley's.....40%
Columbia.....50&10%
Eclipse.....60&10%
Home.....50&10%
Pullman's Screen, ₱ doz. net.....$4.50

Door Holders

Empire.....50%
Superior.....33⅓%

Door Springs

Columbian Steel.....20%
" Faultless.....50%
Gem (Coil), list Oct. '95.....20%
Pullman, Perfect.....25%
Pullman Coil.....25%
Star (Coil), list Oct. '95.....30%
Torrey's Rod, 39 in., ₱ doz. net..$1.10@$1.35
" 48 in., " " " 3.50
Victor, Coil.....50&10&10%
Chicago Coil Springs.....40&10%
Reliance Coil Springs.....40&10%

Drain Cleaners

Iwan's Adjustable.....55%
Iwan's Stationary.....40&5%

Drawer Pulls

Drawer Pulls, Griffin Mfg. Co., list..75&10%
Sargent's list.....60

Drawing Knives

Standard Makes.....70&10@75%
Adjustable Handle.....25@25&10%
Bradley's.....40&5%
Jennings & Griffin.....60%
Watrous.....16⅔&10%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks

Automatic Boring Tools, Goodell's.....40&5@40&10%
Blacksmiths'.....60%
Breast, Goodell's.....25@30%
Breast, Miller's Falls, each $3.00....15&10%
Stearns' bench.....30%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00,
Adjustable, No. 10, $12.00.....33⅓%
TWIST DRILLS—
See Augers and Bits.

Egg Beaters

	₱ Doz.	₱ Gro.
Holt-Lyon Co.:		
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz., $3.60	1.15	13.00
No. 1, Tinned	1.40	16.50
No. B, Japanned, hotel size.	1.85	23.00
No. 6, Japanned, Dasher flared	1.65	19.20
No. 2, Tinned, hotel size	2.00	24.00
Taplin Mfg. Co.:	₱ Gro.	
No. 60 Improved Dover	$ 6.0	
No. 75 Improved Dover	6.5	
No. 100 Improved Dover	7.0	
No. 102 Improved Dover, Tinned	8.5	
No. 150 Improved Dover, Hotel	15.0	
No. 152 Improved Dover, Hotel T'd.	17.0	
No. 300 Improved Dover, Tumbler.	8.0	
No. 302 Imp'd Dover, Tumbler T'd.	9.5	
No. 800 Imp'd Dover Mammoth ₱ doz	2.0	

Escutcheons

Wood.....25%

Farriers' Knives

	₱ Doz.
"Challenge"	$3.00
Popes	3.00
Wilkinson's, net	3.00
Wostenholm's	3.25

Faucets

Iron Petroleum.....70@70&10%
John Sommer's "Peerless," Tin Key....40%
"Boss," Tin Key.....50%
"Victor," Metal Key.....50&10
"Duplex," Metal Key.....60%
"I. X. L.," Corked Lined.....50%
"Reliable," Cork Lined.....50&10%
"O. K." Cork Lined.....50%
"Chicago," Cork Lined.....60%
"Perfection," Cedar.....40%
"No Brand," Cedar.....50%
SELF MEASURING—
Enterprise ₱ doz. $36.00.....40&10%
Lane's.....$40.10&3%

Files

DOMESTIC—
New list, Nov. 1, 1899:
American.....75&10@75&10&10%
Arcade.....75&10@75&10&10%
J. Barton Smith.....75&10@75&10&10%
Disston's.....75%
Disston's Superfine.....60%
Eagle.....75&10@75&10&10
Great Western.....75&10@75&10&10%
Kearney & Foot.....75&10@75&10&10%
McClellan.....75&10@75&10&10%
Nicholson.....70&10@75&5%
Nicholson's X. F. Files.....40@40&10%
Royal.....30@30&10%
IMPORTED—
Stub's.....Stub's list, 30@33⅓%

Filters

Acorn.....50%
Fulper's Natural Stone.....$3.50@$13.50
Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list.....60@60&10%
Kirby & Limerick, low list (50c. base)...10%

Fishing Tackle

	₱ Doz.
Bishop's.	
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	30.00
Gun Cleaner	4.20
Lightening Fish Scaler	3.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:
Great American.....60&20%

Freezers, Ice Cream

"Alaska":

Qts.	1	2	3	4	6
Net	$1.15	$1.55	$1.60	$1.95	$3.60

"North Star:"

Net	$1.25	$1.45	$1.75	$2.25

Fruit, Wine & Jelly Presses

Enterprise.....20@25%

Fry Pans

Standard list.....75&10%

No.	1	2	3	4
₱ doz.	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8
₱ doz.	$3.00	$7.00	$8.00	$9.00

Gauges

Bemis & Call's Steel.....50%
Clapboard.....25&10%
Disston's Mortise.....70%
Marking Mortise, etc.....70%
Stanley's.....35%
Starrett's Surface, Center and Scratch.....25&10%
Wire, Morses.....25%
Wire, P. S. & W., low list.....33⅓%

Gimlets

"Diamond" Gimlets, ₱ gro.....$4.00@$4.25
Double Cut.....40&10@50%
Metal Head.....50&10%
Wood Head.....50%

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40&10%

Glue Pots

See Hollow Ware.

Graphite, Lubricating

Dixon's Pure Flake:
632— 1 lb. cans.....20c. ea
633— 5 lb. screw top tin cans.....85c. ea
634— 10 lb. screw top tin cans.....$1.60 ea
644— 25 lb. boxes.....15c. lb
645— 50 lb. boxes.....14½c. lb
646—100 lb. kegs.....14c. lb
647—350 lb. barrels.....12c. lb

Grindstone Fixtures

Cronk's.....50%
Forest City.....30@30&10%
Sargent's Patent.....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....60&10%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₱ doz.....$3.50

Halters

Covert Mfg. Co.:
Jute Rope Halters.....50%
Sisal Rope.....30&10%
Web Halters.....35&5%

Hammers

HANDLED HAMMERS—
Magnetic tack, Nos. 1, 2, 3, $1.25 $1.50 $1.75.....50%
Maydole's.....33⅓&5@40&10%
Sargent's new list.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....33⅓&7½%
Engineers and B. S. Hand.....50&12½%
Quaker City Hammers.....40&10%
Riveting and Tinners'.....40&2½%
HEAVY HAMMERS & SLEDGES—
Under 3 lb 50c lb.....30&5%
3 to 5 lb 40c lb.....30&5%
Over 5 lb 30c lb.....30&10&5%
Wilkinson's Smiths.....9½c@10c ₱ lb

Hammock Ropes

Covert Mfg. Co.:
Jute.....40&5%
Sisal.....20%

Hand Cultivators

Ulrich Mfg. Co.:
Osborne's, ₱ doz.....$15.00

Handles

WOOD—
Auger, assorted, ₱ gro.....$2.75
Auger, large, ₱ gro.....3.25
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 8.....40%
Axe, Pick, etc.....60&5%@60&10%
Bliss Mfg. Co.: (25@33⅓)
Chisel
Brad Awl
File
Auger
Soldering Iron
Brad Awl, ₱ gro.....$1.75@$2.00
Chisel, Worcester, leather capped, ₱ doz. net.....$1.50
File, assorted, ₱ gro.....$1.40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro.....$2.25@$2.75
Hammer, Hatchet.....60&10%
Hoe, Rake and Fork.....65@60

Hangers, Barn Door

Old Pattern.....60&10%
New England.....66⅔@70
Chicago Spring Butt Co.:
Fraction.....25%
Oscillating.....25%
Big Twin.....25%
Lane's:
Covered.....60&3%
Hinge Pattern, net.....$6.08 ₱ doz.
Standard.....60&5%
Special, No. 25.....$3.50
" " 30.....3.20
" " 40.....5.00
" " 20.....6.25
Track for same, ₱ 100 ft. net.....3.75
Cronk's:
Nos. 1, 1½, 2 and 3.....60&5%
Nos. 11, 12.....70&10%
No. 50, net.....$3.20
No. 44, net.....4.00
McKinney's, "None Better", No. 2, $18; No. 1 Special, $15, ₱ doz. pr...60&10%
Myers' Stay-on.....60&5%
Wilcox's New Century.....50&10&10%

Hangers, Garment

Pullman's.....₱ gro. net $3.00

Hangers, Parlor Door, Etc

Lane's:
Standard.....net $3.20
Ball Bearing....." 4.15
No. 105....." 3.85
New Model....." 2.85
New Champion....." 2.25

Hardware Shelving

OAK CABINETS—
J. D. Warren Mfg. Co.:
No. B 488, 40 drawers, no partitions, run. ft., $3.60; net each.....$30.00
No. 1656, 58 drawers, no partitions, run. ft., $4.38; net each.....36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each.....54.28
OAK BASES—
No. 1700, open base with center shelf, run. ft., $1.85; net each.....15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each.....18.75
No. 1706, with two adjustable center shelves, run. ft., $2.75; net each.....22.92
NAIL BIN BASES—
No. 1782, 12 spaces, 150 lbs. each, run. ft., $2.71; net each.....22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each.....25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each.....30.63

Hasps and Staples

Cronk's.....30%
McKinney's "Perfect", $1.10 ₱ doz.....30%
Wrought.....30@30&10%
Wrought, Stanley.....30%
Wrought, Griffin.....30%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:
Myers Unloader, double steel track..$7.00
Myers Unloader, wood track.....7.00
Comb. Car, Double steel T.....7.00
Comb. Car, wood track.....7.00
Rev. Car, Double steel track.....7.00
Rev. Car, wood track.....7.00
Myers Unloader, cable.....7.00
Myers Unloader, single rail.....7.00
Sure Grip Sling Car, steel or wood track.....12.00
Dbl. Rail steel track, complete, ₱ ft.....
Single Rail steel track, complete, ₱ ft .20
D. H. Fork steel, regular, each.....1.80
Nellis Fork, each.....3.00
Double Grapple Fork, each.....7.00
Sprouts, Shea Fork, each.....1.50
Walker Fork, each.....2.50
Common 6 in wood sheave pulley, Fig. 483, ₱ doz.....3.20
Faultless steel frame K. P. pulley, Fig. 485, ₱ doz.....4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 485, ₱ doz.....3.50
Malleable Frame K. P. pulleys, Fig. 678, ₱ doz.....4.80
Reed Wood Frame pulley with hook, Fig. 484, ₱ doz.....4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz.....3.50
Floor pulley, wood sheave, Fig. 488, ₱ doz.....4.50
Hanging Hooks for double steel track, ₱ doz.....1.40
Hanging Hooks for single steel track, ₱ doz.....1.40
Hanging Hooks for wood track, 10 in., ₱ doz.....1.00
16 in., ₱ doz.....1.30
Floor Hooks, 6 in., ₱ doz.....1.40
Malleable Rafter brackets, ₱ doz.....70
Wrought Rafter brackets, ₱ doz.....70
Rope Hitch, ₱ doz.....3.20
Discount on above 50%

Hay and Straw Knives

Auburn Hay, com. and spear point..40&10%
Iwan's Hay, sickle edge, ₱ doz., net...$9.00
Iwan's Hay, imp. serrated, ₱ doz., net. 9.50
Kohler's Hay, sickle edge, ₱ doz., net. 9.50
Auburn Straw.....40&10%
Weymouth, pat., ₱ doz., net.....$6.00
Wadsworth's.....40&10%

Hedge Trimmers

Wadsworth's:
No. 1.....10%
No. 2.....10%

Hinges

WROUGHT IRON HINGES—

Screw Hook and Strap	6 to 12 in., ₱ lb....3½c
	14 to 20 in., ₱ lb....3¼c
	22 to 36 in., ₱ lb....3¼c

STRAP AND T HINGES—
New list, Dec. 20, 1904: (50&5&10%)
Light Strap Hinges.....70%
Heavy Strap Hinges.....75&5%
Light T Hinges.....65%
Heavy T Hinges.....60%
Extra Heavy T Hinges.....10&10%
Hinge Hasps.....50%
Corrugated Heavy Strap.....70&5%
Corrugated Ex. Heavy T.....70&10%

Rollis Hdw. Co. Hafts, $2.00.....40&10%
"Simplicity" File Hdls, ₱ gro...$ 30&1.50
Saw and Plane.....40&10&10%
Shovel and Spade, Wood D Handle.....40%
Shovel and Spade, Long Handles..40&5&10%
CROSS-CUT SAW HANDLES—
Atkins.....40&5%
Champion.....45@45&10%
Disston's.....50%

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SPRING HINGES—

Bommer Brothers:
Bommer Spring Hinges....40%
Bommer B. B. Floor Hinges....40%
Bardsley's Patent Checking....15%
Chicago Spring Butt Co.:
Chicago Spring Butts....25%
Triple End Spring Butts....50%
Chicago Ball Bearing Floor Hinge....50%
Garden City Fire Engine House Hinge....25%
Chicago Saloon Door Hinge....25%
Columbian:
Steel Hinges....60%
Floor Hinges....60%
American....30&5%
Gem....30&5%
Oxford....30&5%
Acme, Steel....35%
" Brass....25%
Niles Mfg. Co....30&5%
Superior:
Sloor Hinges....33%

GATE HINGES—

Clark's, Nos. 1, 2, 3....50&10@60&10%
N. E., ₱ doz., $7.80....60%
N. E., Reversible, ₱ doz., $5.80....60%
N. Y. State, ₱ doz. $4.90....60%
Western, ₱ doz., $4.20....60%

BLIND HINGES—

Parker....70&10@70&10&10%
Sargent's, Nos. 1, 3, 5, 11, 13....75%
W. H. Co's., No. 2 Mortise Gravity....60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.80 ₱ doz. sets....30&10%

Hitching Cords

Covert Mfg. Co....45%
Hitchers Stall....30&2%

Hollow Ware

ENAMELED—

Lalance & Grosjean Mfg. Co. list Nov. 1, '01:
Agate Nickel Steel Ware....50&20%
Pearl Agate Ware....50&20%
Blue and White Ware....60&15%
All White Ware....50&20%
Regal Steel Ware....60&10%
Peerless Ware....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895....40&10%
"Never Break" Steel:
Spiders, Griddles, &c....65&10%
Maslin Kettles, &c....60%
" " Porcelained....50%

STOVE HOLLOW WARE—

Blacklock:
Ground....55&60&10%
Plain or Unground....60&65%
Country Ware ₱ 100 lbs. net....$2.75@$3.00
Enameled Ware....50&55&10%

WHITE ENAMELED WARE—

Maslin Kettles....70%
Tinned Boilers and Saucepans....40%
Enameled....50%

GLUE POTS—

Tinned....35%
Enameled....40%

SILVER-PLATED HOLLOW WARE—

4 mo. or 5% cash in 30 days.

Hartford Silver Plate Co....40&5%
Holmes & Edwards Silver Co....40&15&5%
Meriden Brittania Co....40&10%
Rogers & Brother....40&5%
William Rogers Mfg. Co....40&10%

Hooks

BUSH—

Jennings & Griffin's....33⅓&5%
Wadsworths....55&10%

CAST IRON—

Ceiling, Sargent's list....50&10@60%
Chandelier....60@60&10%
Clothes Line, Sargent's list....50&10&10%
Coat and Hat, Sargent's list....50&10@60%
Coat and Hat, Stowell's....70%
Harness, Sargent's list....50@60&10%
Lamp....60@60&10%
Picture....50&10%
Screw Hat....60&10@70%
Wardrobe....69&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton, ₱ doz....$1.35
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise....40%
Humason & Beckley, new list....35&10%

WIRE—

Atlas, new list, single cases....35%
Atlas, Metal Clasp....75%
Wire Coat and Hat, Acme....60&10%
Wire Coat and Hat, Gem....70&10%
Wire Ceiling, Gem....70&10%

MISCELLANEOUS—

Belt....30&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....35&5%
Grass, Wadsworth's....60%
Cronk's, Grass, ₱ doz....$2.75
Hooks and Eyes, Brass....60&10&10%
Hooks and Eyes, Malleable Iron....70&10%
Cotton, box and hay....60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.	6	7	8	9	1	
A. C.	25c	23c	22c	21c	21c	40&5%

American, all sizes, net....9¼c

Nos.	6	7	8	9	10	
Anchor and New Haven	12c. net for all sizes 5 to 10.					
Nos.	6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K.	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40&10@50%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10@50%

Lyra, all sizes, net....9¼c
Livingston....10%&10%

Maud S	25c	23c	22c	21c	21c	50%

Neponset, Nos. 5 to 10, ₱ lb....12c

Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
New Putnam	19c	18c	17c	16c	16c	10&10%
Vulcan	28c	21c	20c	19c	18c	25&10%

Western....40&10%

Horse Shoes

F. O. B. Pittsburgh:
Horse and mule, Iron, ₱ keg....$4.00
Steel, ₱ keg....3.75

Horse Ties

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Steel....33⅓%
Jute....45%

Hose, Rubber

Boston Belting Co.:
"Boston"....50%
Niagara....60%
N. J. Car Spring & Rubber Co.:
Extra Para....40&10%
Reliable....50&10%
Staple....60&10%
Standard....70&10%

Hose Bands

Star Hydrant....80&30%
Steam....70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross....$9.00 net
Crown....net
Gem Ice Shave....net
Sargent's Ice Awls....55%
Snell's....50%
Star....net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise,....No. 33, ₱ doz. $6.00 25@30%
No. 84, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain....20@25%

Knives

Kimball's:
Bread Knives, ₱ doz. $1.50....20%
Butcher Knives....25%
Shoe Knives....25%
Cronk's Chopping, net ₱ doz....$1.50
Dunlap Kitchen and bread Knives....25%
Foster Bros., butcher, &c....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives....net

Knives, Hay and Straw

Wadsworth....40&10%

Knife Sharpeners

Pike's:
Nat. Grit Carving Knife Hones ₱ doz....$3.00
Solid Stone Carving Knife Hones ₱ doz....$2.50
Quick Edge Pocket Knife Hones ₱ doz....$3.00
Mounted Kitchen Sandstone ₱ doz....$1.50
} 40%

Knobs

Bardsley's wood, door, shutter and base....10@15%
Base, rubber tip, 2¼ in bead, ₱ gro....$1.15@$1.25
Door Mineral....65@70c
Door Por. Jap'd....70@75
Door Por. Nickel....$2.10@$2.20

Lanterns

C. T. Ham, Class A, B, C and D....40&10%

Latches

	₱ Doz.
Cronk's barn door, net	$2.00
Lane's Barn Door	40&10%

Lawn Mowers

Champion....75&10%
Clipper Improved....50&10&10&5%
Enterprise....40&10%
Genuine Philadelphia Mowers:
Styles M, S, C, K, T....70&10%
Style A (all steel)....60&10%
Style E, low wheel....60&10%
Style E, high wheel....70&10&5%
Drexel, low list....50%
Gold Coins, low list....50%
New Departure, high wheel....70&10%
New Departure, low wheel....75%
Pennsylvania....60&10

Lawn Sprinklers

Enterprise....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

Nos.	1	2	3	
Per Dozen	$12.00	$15.00	$24.00	30%

Kohler's:
Daisy, net, ₱ doz....$7.50
Mystic....6.00
Rainmaker....4.80
Dew Drop....1.20

Lawn Swings "Easy"

Ulrich Mfg. Co., ₱ doz....$75.00

Leads

Covert Mfg. Co.:
Cotton....45%
Hemp....45%
Jute....45%
Sisal....33⅓%

Lemon Squeezers

Berger Bros., ₱ doz...8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Flush, ₱ doz....$9.60
Little Giant....50@50&5%
Porc. lined, Iron, ₱ doz....$1.75
Porc. lined, Wood, ₱ doz....$1.25
Wood, common, ₱ gro....No. 0, $5.25 @$5.50; No. 1, $5.25@$6.50

Levels

C. E. Jennings & Co's.:
Hexagon....25&10%
Iron Bench, new design....25&10%
Rollis Hardware Co.:
Adj. Steel 7 in., $24.00....40%
12 in., $27.00....40%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish....40%
Cotton Chalk, 20 feet....40&10%
Cotton Trot....20%
Samson Cot., Nos. 4, $2.90; 4½, $3.75....20%
Silver Lake braided, ₱ gro., Nos. 0, $6.00; 1, $8.50; 2, $7.00; 3, $7.50....20%
Wire Clothes:

	18	19	20
1000 feet	$2.20	$2.00	$1.55
75 feet	1.80	1.70	1.30

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, &C—

Lockwood Mfg. Co....40%
R. & E. Mfg. Co....40%
Reading Hardware Co....40&10%
Sargent & Co....40&10%

CABINET—

Eagle Lock Co....33⅓%
Corbin....33⅓%
Yale....33⅓%

PADLOCKS—

Acme bicycle and satchel, ₱ doz., $9.00..40%
Ames Sword Co....40@45%
Brown's brass....25%
Brown's chain....25%
Champion....40%
Eagle....40%
Slaymaker's:
Wrought padlocks....75%
Bicycle locks....40%
Railroad Switch locks....40&5%
Red Scandinavian locks....90%
Pressed steel locks....Net prices
Cast brass locks....Net prices
Dog Collar locks....Net prices
Night Latches....Net prices
French Rim locks....50&10%
Smith & Egge bicycle....50%
Wrought iron....75&10@80%
Yale Lock Co....60%

TRUNK—

Corbin's....25&10%
Eagle....40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory....45@55&50%
Lignumvitæ....45@55&50%
Bliss:
Carpenters, Tinners, Box, Carvers....33⅓%

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden, net ₱ doz....$4.00
Regular Goods....70&10%@75%

Meat Cutters

American....30%

Nos.	1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$60

Dixon's, ₱ doz....30&10@40%

Nos.	1	2	3	4	
Each	$14	$17	$19	$60	

Enterprise....25@25&7½%

Nos.	5	10	12	20	22	32
Each	$3	$3	$2.75	$6	$4.50	$6

Little Giant....33⅓@40%

Nos.	305	310	312	320	322
Each	$35	$48	$44	$72	$68

Woodruff's, ₱ doz....30&1@40%

Nos.	100	150
Each	$15	$18

Beef Shavers (Enterprise)....25@30%

Meat Juice Extractors

Enterprise....25&30%

Metals, Anti-Friction

Magnolia Metal Co.:	₱ Lb
Defender	18c
Cosmic	10c
Magnolia, Anti-Friction	25c
Mystic	15c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00....40%
Sargent's....60@60&10%

Mitre Boxes

C. E. Jennings & Co....30&10%
Seavey's, ₱ doz., $30....40%
Stanley Rule and Level Co.:
Nos. 340 to 480....30%
Nos. 50 and 60....35%

Motors

COFFEE MILL—

Specialty Novelty Co., each....$5.00

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations.
Wire nails and brads, Papered Assn list, July, 1899....35@35&10%

PICTURE—

Niles' Patent....40%
Porcelain head, combination list....60&10%
Porcelain head, Sargent's list....60%

Nail Nippers

'Gem," ½ gross lots, ₱ gross....$21.00
" less quantity, ₱ dozen....2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net....$7.50
Black Hawk, ₱ dozen....9.00
Cyclops....50&10%@50%
Cronk's, ₱ dozen, net....$12.00
Eureka, No. 74, ₱ doz., net....$8.50
Eureka, No. 75, ₱ doz., net....$8.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00....30&5%
Lightning, ₱ doz., $18.00....20%
Morris No. 1, list $30.00....50%
National, ₱ doz., $24.00....10%
Pelican, ₱ doz., $ 9.00....40@40&10%
Rollis Hardware Co., No. 1, $18.00...50&10%

Nail Sets

	₱ Gro
Hunters, Cup Point, knurled	$10.00
Hunters, Cup Point, plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25
Snell's:	
Octagon, ₱ gro	.55
Corrugated	.55
Knurled	.60@70%

Nippers

Acme....50%
Smith's cutting....50%
Todd's cutting....50%

Nut Crackers

	₱ Gro
Acme, Japanned, $30.00	40%
Acme, Nickel Plated, $3.00	20%

Nuts

Cold Punched:

	Off List
Mfrs. or U. S. Standard.	
Square, blank	$5.00
Hexagon, blank	5.45
Square, blank, C. T. & R	5.80
Hexagon, blank, C. T. & R	6.05

Hot Pressed:
Mfrs. U. S. or Nar. Guage Standard

Square, blank	5.20
Hexagon, blank	5.20
Square, tapped	5.20
Hexagon, tapped	5.70

Oils

Linseed, city, raw, in barrels, ₱ gal....45c
Linseed, city, boiled, in barrels, ₱ gal..47c
Out of town on spot, ₱ gal....48c
Calcutta, raw, in barrels, ₱ gal....68c
Lard, prime city, ₱ gal....62@64c
Lard, Extra, No. 1....49@52c
Lard, No. 2....38@40%

Oilers

Brass and copper....50&10
Tin or steel....65&10
Cushman & Denison's: ₱ Doz
Gem....$ .50
Leader....60
Perfect oilers....1.50
Star pocket oilers....75
"Paragon," brass....45@50%
"Paragon," zinc....60&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust....70@70&10%
Zinc and tin....65@65&10%
American Tube & Stamping Co.:
Spring bottom cans....70@70&10%
Railroad oilers, etc....60@60&10%

Oil Stones, Etc

AXE STONES—

Pikes':
Hindostan, large axe....8c ₱ lb
" small " ....10c " "
Queer Creek Axe....20c " "
} 40%

OIL STONES—

Pikes':
Lily White Washita....60c ₱ lb
Rosy Red " ....60c " "
Extra " ....50c " "
No. 1 " ....40c " "
No. 2 " ....30c " "
Lily White " round edge slips....90c " "
No. 1 Washita, round edge slips....70c " "
Washita Pen Knife pieces....70c " "
No. 1 Hard Arkansas stone 3 to 5½ in. long....$2.80 " "
No. 1 Hard Arkansas stone 5½ to 8 in. long....$3.50 " "
No. 1 Soft Arkansas stone 3 to 5½ in. long....$1.50 " "
No. 1 Soft Arkansas stone 5½ to 8 in. long....$1.70 " "
Soft Arkansas, round edge slips....$2.50 " "
Hard Arkansas, round edge slips....$4.00 " "
Hard Arkansas Pocket Knife pieces....$4.00 " "
Pikes':
} 33⅓%

Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes....40%
India Oilstones, all grades and sizes....33⅓%
Queer Creek Oilstones....20c ₱ lb
Chocolate Oilstones....50c " "
Regular Hindostan....8c " "
Small Hindostan....10c " "
} 40%

Pike's Selling Assortments:
Assortment No. 1....$20.00 net
" " 2....12.00 "
" " 3....15.00 "

Packing, Steam

RUBBER—

Boston Belting Co.:
Phoenix, net ₱ lb....50c
Plumbago....50%
Pure Packing, "Excelsior"....50%
Extra....60%

MISCELLANEOUS—

	₱ Lb
American Packing	8c@10c
Cotton Packing	16c@25c
Italian Packing	9½c@12c
Jute	4½c@5c
Russian Packing	8½c@11c

Padlocks

See Locks.

Parers

APPLE—

	₱ doz	
Advance		$ 4.00
Baldwin	" "	4.00
Bonanza Improved	each	6.50
Daisy	₱ doz	4.00
Dandy	each	10.00
Eureka Improved	₱ doz	20.00
Family Bay State	" "	15.00
Improved Bay State	" "	36.00
Little Star	" "	5.00
New Lightning	" "	7.00
Reading, 72	" "	3.25
Reading, 78	" "	6.25
Rocking Table	" "	6.20
Turntable, '98	" "	6.00
White Mountain	" "	5.00

POTATO—

	₱ Doz
Saratoga	$7.00
White Mountain	6.00

Pencils

Dixon's:	₱ Gro
Carpenter's	$2.17@3.75
Carpenter's, blue or red lead	4.00@7.50
Office	1.87@7.50
Lumber	6.87
Colored lumber	9.00
Black artists	9.37
Colored	4.38@7.50
Assortment boxes	1.81@3.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 23, 1899....70&10@75%

Pipe Hangers, Conductor

Iwan's, Perfection wire....50%

Planes and Plane Irons

WOOD PLANES—

Bailey (Stanley R. & L. Co.)....40%
Bench, first quality....40&10%
Bench, second quality....50&10%
C. E. Jennings & Co....50&10%
Molding....33⅓&5%

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IRON PLANES—
C. E. Jennings & Co., iron....50&10%
Sargent's....60@60&10%
Standard Tool Co....50@60&5%
Stanley Rule & Level Co.:
Bailey's....40%
Miscellaneous....35%

PLANE IRONS—
Buck Bros....30%
Butcher's....$5.00@5.25 to $
C. E. Jennings & Co....16⅔&10%
Stanley R. & L. Co....35%
L. & I. J. White....20&5@29%

Pliers and Nippers

Button....70&10@75%
Cronk & Carrier:
Pliers.
No. 1....60&10%
" 20, net....$8.28
" 40....75&10%
" 50....80%
" 65....40&10%
" 70....50%
" 80....50&10%
" 85....50%
Wm. Johnson's Gas Pliers....66⅔%
Smith's Side Cutting....25%

Plow Bolts

See Bolts.

Plumb Bobs

Keuffel & Esser Co....33⅓%

Plumbs and Levels

Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's....70%
Machinists'....25%

Pocket Levels

Stanley's....45%
Duplex....35%

Poachers

See Egg Poachers.

Police Goods

Tower & Lyons....25%

Polish Metal

Presoline Liquid, new list....40%
Prestoline Paste....40@40&10%
U. S. Metal Polish Paste, 3 oz boxes,
℔ doz....$ .50
℔ gross....4.00
½ pound boxes, ℔ dozen....1.25
1 pound boxes, ℔ dozen....2.25
U. S. Liquid, 8 oz cans, ℔ dozen....1.25
℔ gross....12.00
Barkeeper's Friend Metal Polish
℔ dozen....1.75
" gross....18.00

Polish, Stove

Black Eagle benzine paste, 5 lb cans,
℔ lb....10c
Black Eagle, liquid, 10 oz. cans,
℔ doz....75c
Black Jack paste, ¼ lb cans, ℔ gross. 9.00
Black Kid paste, 5 lb can, each....65c
Ladd's Black Beauty, ℔ gross, $10.00. 50%
Joseph Dixon's, ℔ gross, $5.75....10%
Dixon's Plumbago, ℔ lb....8c
Fireside, ℔ gross....2.50
Gem, ℔ gross., $4.50....10%
Japanese, ℔ gross....3.50
Jet black, per gross....3.50
Peerless Iron enamel, 10 oz. cans ℔ doz 1.50
Wynn's:
Black silk, 5 lb. pail, each....70c
Black silk, ¼ lb. box, ℔ doz....1.00
Black silk, 5 oz box, ℔ doz....75c
Black silk, ½ pint liquid, ℔ doz....1.00

Poppers, Corn

Square.	℔ Doz	℔ Gro
1 qt		$ 9.00
1½ qt		11.00
2 qt		13.50

Post Hole Diggers

Avery's....60%
Disston's Samson Digger, ℔ doz. $84.. 25%
Kohler's:
Little Giant.... ℔ doz., net $12.00
Hercules.... " " 9.50
Invincible.... " " 9.00
Pioneer.... " " 7.20
Universal.... " " 13.00
New Champion.... " " 5.00
Rival.... " " 5.00
Ryan's....℔ doz., $20.00 25%
Iwan's: ℔ Doz
Split handle....net $6.75@7.00
Perfection.... " 7.25@75.0
Rockford Tack & Nail Co.:
Rockford brand....℔ doz., " 6.50
Atlas pattern.... " " " 7.50

Post Hole Augers

Iwan's Patent improved....40&5%
Vaughan's, 4 to 9 in.... " " 6.00

Potato Hooks, Etc

Hoe Down Hooks....75&10&2%
Hop Hooks....60&10&2½%
Potato Hooks....70

Powder

See Ammunition.

Presses

See Fruit and Jelly Presses.

Primers

See Ammunition.

Pruning Hooks and Shears

Cronk's Pruning Shears, all styles....33⅓%
Disston's Combined Pruning Hook and Saw, ℔ doz., $18.00....80%
Disston's Pruning Hook, ℔ doz., $12.00.. 80%
Smith's:
Pruning Shears....60&10%
Rockdale Pruners....33⅓%
Standard Tree Pruners....75%
E. S. Lee & Co's. Pruning Tools....60%
P. S. & W. Co's. Shears....40%
Waters' Tree Pruners....75&10%

Pulleys

Awning....60@60&10%
Axle....50&10@60%
Brass screw....45&10%
Ceiling....50@10&60%
Clothes line, Japanned....60%
Common Sense....60%
Dumb Waiter....60@60&10%
Empire Sash Pulley....60%
Fox all steel....50%
" Grand Rapids," all steel....50%
Hay Fork, swivel eye, ℔ doz., 4 in., $6.75; 6 in., $5.00....55%
Hay Fork, Hartz, 4¼ in., ℔ doz., $6.00.... 50&10%
Hay Fork, 5 in., solid, $5.70....50%
Hot House....50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ℔ doz., $12.00....40%
Side, Anti-Friction....60%
Shade rack....45%
Upright....50&10@50&10&10%

Pumps

Cistern, best grades....60@60&10%
Pitcher Spout, best grades....75@80%
Power Pumps, Myers'....50%
Spray Pumps, Myers....50&10%
Spray Pumps, Kohler's:
Daisy, net ℔ doz.... $ 7.50
Mechanical, net ℔ doz.... 7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 328, 3 in. Shallow Well Pump.... 13.00
No. 8, Fig. 328, 3¼ in. Shallow Well Pump.... 15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.... 15.00
No. 6½, Fig. 307, 3¼ in. Deep Well Pump.... 17.00
No. 14, Fig. 321, 3 in. Deep or Shallow Well Pump.... 15.00
No. 32, Fig. 523, 3 in. Deep Well Pump.... 17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump.... 14.00
No. 59, Fig. 332, 3¼ in. Shallow Well Pump.... 17.00
No. 70, Fig. 333, 2¾ in. Deep Well Pump.... 15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.... 15.00
No. 102, Fig. 448, 3 in. Lift Pump.... 9.00
No. 108, Fig. 448, 3¼ in. Lift Pump.. 11.00
No. 128, Fig. 510, 3 in. Lift Pump.... 7.00
No. 131, Fig. 510, 3¼ in. Lift Pump.. 8.50
No. 225, Fig. 389, Windmill Pump... 12.50
No. 235, Fig. 403, Windmill Pump... 16.00
No. 240, Fig. 406, Regulator Pump.. 28.00
No. 302, Fig. 477, Spray Pump, complete.... 11.50
No. 330, Fig. 547, Knapsack Spray Pump.... 10.00
Discount 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump, net.... 5.00
No. 320, Fig. 492, Bucket Spray Pump, net.... 2.00

Punches

Bemis & Call Co's.:
Cast Steel Drive....50%
Morrill's....50%
Niagara Hollow....45%
Niagara Solid....55%
Saddlers' or Drive, good....60@65%
Snells' Tinners'....40&5%

Rail

Barn Door, Light, Inches...	¼	⅜	½
℔ 100 feet	$1.40	1.95	2.60

Barn Door, "None Better" No. 1, ℔ ft...3¾c
Barn Door, "None Better" No. 2, ℔ ft....4c
B. D. for N. E. Hangers:
Angular, ℔ ft., 6c....70%
Double Flange, ℔ ft., 8c....70%
Cronk's:
O. N. T. style, No. 13....℔ Ft
Double braced, No. 10....2¾c
Lane's:
O. N. T. 1 in., ℔ 100 ft., net....2¼c
O. N. T. 1¼ in., net....$2.75
O. N. T. 1½ in., net....3.00
Hinge Hanger, 1 in., ℔ 100 ft....4.00
" " 1¼ " " " 3.50
Stowell's Wrought steel....3.96
Sliding Door, Bronzed Wrought iron, ℔ ft....25%
Sliding Door, Steel, Brass Plated, ℔ ft..6½c
Sliding Door, Wrought brass, 1¾ in ℔ lb. 36c....25@30%
Victor Track Rail, 7c ℔ ft.....60&10&2½%

Rakes, Etc

Cronk's:
Malleable....70&10%
New Champion....$3.75, 4.00, 4.25 net
Victor....$3.00, 3.25, 3.50 net
Anti-Clog Lawn....$4.00 net
Never Break Garden....75&10%
Queen City Lawn....40%
Kohler's: Net
Lawn Queen, 20....$3.15
" " 24....3.25
Jumbo Lawn, 36....5.40
Paragon (wood head)....2.50
Steel Garden, 10th....2.00
" " 12th....2.10
" " 14th....2.25
" " 16th....2.40

Rasps, Horse

Disston's....75%
New Nicholson Horse Rasp...70&10@75&5%
See also Files.

Razors

Electric....List Net
Boracic....60%
Fox....50%
J. R. Torrey Razor Co....20%
Wostenholm & Butcher, $10.00 to £....10%

Razor Hones

Belgian German and Swaty, all sizes...50%
Pike's Selling Assortments:
Assortment No. 1....$18.00 net
" No. 2....10.00 net

Registers and Ventilators

HOT AIR—
New list, July 1, 1905:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated....70%
White Porcelain....60%
Solid Brass and Bronze Metal....50%

Revolving Chimney Tops

Iwans' Volcano....55%

Rifle Cleaners

Bishops':
Small Bore Rifle Cleaner, ℔ doz.....$8.00

Rings

See Bull and Hog Rings.

Rivets and Burrs

COPPER—
Belt with Burrs....50&5%
Hose with Burrs....50&5%

IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners....75@75&5&5
Miscellaneous....75@75&5&5

Rivet Sets

Regular list....70%

Rollers, Stay

Cronk's: Nos	50	55	56	60	65
℔ Dozen	.90c	.80c	.75c	.75c	.75c

Rope

Cotton Rope:	℔ Lb
Best ¼ in. and larger	16¼c
Medium	14¼c
¼ in. and larger	
Common	10¼c

Jute Rope:
A grade....6¼c
C grade....5¼c
Manilla Pure:
7-16 in. and larger....13¼c
¼ in....13c
¼ and 5-16....13¼c
Sisal, Pure:
7-16 in. and larger....10c
¼ in....10¼c
¼ and 5-16 in....11c

Root Cutters

Lane's....25%

Rules

Athol, Steel....33⅓%
Boxwood....60&10@60&10&10%
Ivory....35&10@35&10&5%
Keuffel & Esser Co.:
Folding, wood....35&10%
" steel....33⅓&10%
Lufkin's:
steel....50&10%
Lumber....60%
Miscellaneous, Stanley's....60%

Sad Irons

DOVER ASBESTOS—
Polishing....50%
Pressing....50%
Laundry....45%
Sleeve....50%
Tourist....50%
Toy....50%
Blacklock:
Plain black in cases, ℔ 100 lbs....$2.75
Bronze finished in cases, ℔ 100 lbs.... 3.15
Aluminum finish, in cases, ℔ 100 lbs. 2.95
Full nickel, in cases, ℔ 100 lbs.... 3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa.....20&5&5%

Safety Fuse

See Fuse.

Safety Lifts

Burr Mfg. Co., steel....70&10&10%

Sand and Emery Paper and Cloth

Baeder, Adamson & Co's. list:
Emery cloth....50&10@60%
Garnet paper....25%
Flint and emery paper....50&10@60%

Sash Balances

Caldwell Mfg. Co....50%
Pullman....50&10@60%
Victor bronze....75%
Victor steel....70%

Sash Chain

Competition....50&10%
Giant....40%
Monarch B. C. Co....70%
Pullman bronze....70%
Pullman cop steel....70&10&10%
Royal metal....65&5%
Steel B. C. Co....70&10%
Steel, copperplated....70%
Victor bronze....70%
Victor steel....75%

Sash Cord & Weight Fastener

Ives....40%

Sash Cord

Cable Laid Italian, ℔ lb....16@18c
Cable Laid Russia, ℔ lb....15c
Common India, ℔ lb....10@10¼c
Patent Russia, ℔ lb....14c
Patent India, ℔ lb....12½@13c
Silver Lake:
A Quality, drab, ℔ lb....40c
A Quality, white, ℔ lb....35c
B Quality, drab, ℔ lb....35c
B Quality, white, ℔ lb....30c

Sash Fasteners

Imperial....33⅓%
Sash rollers....70%
Ives casement fasteners....40%
Champion....50%
Monitor, steel....25%
Shutter sheaves....80%
Window screen sash lifts....62%

Sash Locks

Champion meeting rail....50%
Champion side....60%
Ives' patent:
Bronze and Brass....62½%
Crescent....50&10%
Iron....62½%
Window ventilating....60%
Robinson pat. ventilating sash lock...40%
Wrought bronze and brass....55%
Wrought steel....55%
Paysons Signal....80%
Pullman patent ventilating....25%

Sash Weights

Ton lots at factory (Eastern)..$27.50@$28.00

Sausage Stuffers or Fillers

Enterprise Mfg. Co....25@25&7½%
National Specialty Mfg. Co....80%

Saws

Atkins:
Band to 14 in. wide....60%
Band ¼ to 3-16 in. wide....50%
Butcher....40&10%
Pruning and Compass....40%
Circular....50%
Cross Cut....35&5%
Gang....50%
Hand, Panel and rip....40%
Wood....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws....25%
Disston's:
Circular, solid and inserted tooth....50%
Band 3 in. to 16 in. wide....60%
Band ¼ in. to 1¼ in....60%
Cross cuts....45%
Narrow cross cuts....50%
Mulay, mill and drag....50%
Framed wood saws....40%
Wood saw blades....40%
Wood saw rods....25%
Hand saws, Nos. 12, 99, 9, 18, D100, D88, 120, 76, 77, 8....30%
Hand saws, Nos. 7, 107, 107¼, 3, 1, 0, 00, combination....25%
Compass, keyhole, pruning, dovetail, &c....30%
Butcher saws and blades....40%
C. E. Jennings & Co's.:
Butcher....30&10%
Hand Panel, rip & other saws..30&3¼&10%
Peace:
Cross cuts....50%
Hand panel and rip....30%
Richardson:
Circular and mill....50%
X cuts....50%
Hand saws....30%
Star, Butcher....25%

HACK SAWS AND FRAMES—

Chatillon....30%
Diamond Saw & Stamping Works:
Sterling Power Hack Saw Machines..10%
Sterling hack and saw blades....25%
Sterling hack saw frames....25%
Disston's:
Concave blades....30%
Keystone flex. back and mach. blades..40%
Hack saw frames....30%
Griffin's:
Complete....40&10%
Saw blades....35&5&10%
Star, saws and blades....22%

Saw Filer

Disston's D8 Clamp and Guide, $30.00 ℔ doz....30%

Saw Frames

C. E. Jennings & Co....30%
Richardson's Wood....net

Saw Sets

Atkins,
Criterion saw sets, ℔ doz....$6.00
Excelsior saw tools No. 1, ℔ doz....4.80
Disston's Monarch, Nos. 1 & 10 & Star...30%
Hart's patent lever....30%
Kohler's:
"Giant Royal," ℔ doz. net....$7.50
"Royal," ℔ doz. net....4.50
Morrill's:
Nos. 1, $15.00; 10, $15.68; 11, $15.68....50%
Cross cuts, Nos. 3 & 4, $30.63; 5, $30.00..50%
Richardson's....25%
Seymour Smith & Son, hammer, ℔ doz. $4.75
Stillman's, ℔ doz....1.00
Taintor's Positive, $18.00 ℔ doz....60%

Scales

Chatillon's:
Eureka....20%
Favorite....40%
Grocers' triple scales....40%
Family, Turnbull's....30@30&10%
Hatch:
Counter....40%
Tea....40%
Union Platform, plain....$1.80@$2.00
Striped....$2.00@$2.20
Pelouze....50%

Scale Beams

Chatillon's No. 1....25%
Chatillon's No. 2....25%

Scrapers, &c

Adj. Box scrapers (S. R. & L. Co.) $8.00..45%
Box, 1 handle, ℔ doz....$2.00
Box, 2 handle, ℔ doz....$3.00@$4.00
Foot....55&5&60&5%
Ship, Common, ℔ doz., net....$2.40
Ship, R. I. Tool Co....10%

SIDEWALK—

Kohler's steel No. 7, ℔ doz....$2.00

Screw Drivers

Brace Screw drivers....25&10&5%
Buck Bros....30%
Screw Driver Bits....37½%
Champion....40%
Disston's Flat Blade, electric, telegraph and cabinet makers....70%
Electric spiral, No. 01, ℔ doz., net....$6.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet....40&10%
Fray's hollow hdle sets, No. 3, $13.00....50%
C. E. Jennings & Co., No. 285....40&10%
Jennings & Griffin....66⅔%
Sargent & Co's.:
No. 1 forged blade....50&10@50&10&5%
Nos. 20 and 40....66⅔%
Screw Driver bits (Snell's) ℔ doz....60c
Stanley R. & L. Co's.:
No. 64, varnished handles....60&10%
No. 86....70&10%
Victor....55%
Defiancio....70%
Snell's No. 5....75&5%
No. 10....75&10&10%
Nos. 20 and 30....60&10&10%
Tower & Lyon:
Champion....40%
Magazine....25%
Machinists'....40%
Belsley's patent....33⅓%

Screws

WOOD SCREWS—
List July 22, 1903.
Drive screws, diamond point....87½&10%
Iron, bright flat head....87½&10%
Iron, bright round and oval head....85&10%
Brass, flat head....85&10%
Brass, round head....80&10%
Bronze, flat head....77½&10%
Bronze, round head....75&10%
Nickel Plated, iron flat head....77½&10%
Nickel Plated, iron round head....77½&10%

MACHINE—
List, January 1, 1898.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head...50@50&10%

COACH, LAG AND HAND RAIL—
G. P. Coach, list Oct. 1, '99....75&12½%
Hand Rail....70&10@7½%
Lag screws, list Oct. 1, 1880....85
Cone Point....75&2½

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BENCH, HAND, ETC—

Bench, iron, ₱ doz.....1 in., $2.50@$2.75
1¼, $3.00@$3.25; 1½, $3.50@$3.75
Bench, wood, beech.....80@30&5%
Hand, wood.....80@30&5%
Jack Screws, Miller's Falls, roller bearing.....50&10%
Jack Screws, Miller's Falls, without roller bearing.....40&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes

	₱ Doz
Cronk's	$8.00
Wadsworth's:	
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, grain; weed and bush	40%

Scythe Rifles

2-Coat, ₱ gro., $10.00 } 40%
4-Coat, ₱ gro., $12.00 }

Scythe Stones

	₱ Gro	
Pike's Selling Assortments:		
Assortment "A"	$4.75 net	
" "B"	$3.75 net	
No. 1, Indian Pond	$ 7.00	40%
No. 2, " "	4.50	
White Mountain	9.00	
Black Diamond	12.00	
Lamoille	11.00	
Green Mountains	6.00	
Leader Red End	4.50	
Willoughby Lake	9.00	
Extra Quinnebog	7.00	
Pike's Corundum	18.00	
" Quick Cut Emery	10.00	

Seeders

Raisin, Enterprise.....25@30%

Shears

Acme (cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks
Nickel Plated.....70&10%
Japanned.....70&10%
Heinisch's:
Straight Trimmers, etc.60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....50%
Pruners.....75%
Tinners' Snips.....40%

Shears, Hedge

Wm. Wilkinson & Sons.....50%

Sheaves

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%

SLIDING SHUTTER—

Sargent's list.....70%

Shells

See Ammunition.

Ship Tools

L. & I. J. White.....25%

Shot

See Ammunition.

Shovels and Spades

Association List, Nov. 15.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....40%

Shutter Bars

Ives'.....45%

Shutter Bolts

See Bolts, Shutter.

Skate Sharpeners

Eureka.....₱ doz.. $1.75; ₱ gro., $18.00

Slaters' Tools

Plumbs.....80%

Slaw and Kraut Cutters

Disston's:
Slaw, vegetable, corn grater, turnip shredder.....40%
Kraut cutters, 24x7, 26x6, 30x9.....55%
Kraut cutters, 36x12, 40x12.....40%
Tucker & Dorsey:
1 knife, ₱ gro.....$18.@$20.00
2 knives, ₱ gro.....$22.50@$30.00
Kraut cutters.....40%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers

See Hammers.

Slicers

Vegetable, Enterprise.....25%

Smiths' Bellows

See Bellows.

Snaps, Harness, &c

German, new list.....40@40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast strap, bkle snaps.....40%
Yankee Breast strap, bkle snaps....30&2%
Breast strap protector.....45%
Double for bits or trace carrier.....45%
Trojan snaps.....45%
High grade snaps.....45%
Jockey snaps.....35%
Derby snaps.....80&2%
Rope snaps.....40%
Yankee snaps.....80&2%

Scythe Snaths

National Snath Co.....45@50%
Grain cradles.....40&12½%

Spoke Shaves

Bailey's (Stanley R. & L. Co.).....50&10%
Razor Edge.....35%
Iron, ₱ doz.....50&10%
Miller's Falls.....15&10%
Seymour Smith & Sons, iron.....20%
Wm. Johnson's:
Wood, best.....30%
Wood, second quality.....33⅓

Spoons and Forks

Atlas Spoons:
Tea, ₱ gro. net.....45%
Table, ₱ gro. net.....30%
Boardman's:
Nickel silver, catalogue "D".....net list

SILVER PLATED FLAT WARE—

L. Boardman & Son, cat'lge "D" net list
International Silver Co.:
"1847".....40&10%
"Anchor".....60%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....40&10%
Holmes & Edwards.....50&10&10&10%
German silver, unplated.....60@60&5%

KNIVES AND FORKS, NO. 12—

	₱ Doz. Net
"1847"	$3.50
"Anchor"	3.25
"Eagle"	3.25
"Star"	3.25
Rogers, Smith & Co.	3.25
Rogers & Hamilton	3.25
Holmes & Edwards	2.75

Springs

See Door Springs.

Spring Balances

See Balances.

Spring Hinges

See Hinges.

Squares

Disston's Try sq're & T bevels, new list..70%
Try square and T bevel.....60&10&5@70%
Winterbottom's Try and Mitre:
Iron Handle.....40%
Wood Handle.....50%
Nickel-pl'ted, new list, Jan. 5, '00.70&10&10%
Steel and iron.....70&10&10%

Staples

Barbed blind, ¼, ⅝, & ¾ in., ₱ lb...6@6½c
Poultry Netting.....3½@3¾c

FENCE—

Same price as Barb Wire, see trade report.

Stay Rollers

Cronk's, No. 50, net ₱ doz.....$1.00
" " 55 " " " 60c
" " 56 " " " 84c
" " 60 " " " 84c
" " 65 " " " 80c
Lane's, Nos. 1, 2 and 3.....40%

Steels

Chatillon's "Dicks".....80%

Stocks and Dies

BICYCLE—

Holroyd & Co.....40&10%

BLACKSMITH'S—

Butterfield's.....35&40%
Gardner.....33⅓&10%
Holroyd & Co.....50&10&5%
Holroyd's R'd Adj. screw plates.....50%
Reece's new screw plates.....25%
Lightning screw plate.....25%

PIPE MAKERS—

Holroyd & Co.....80&10%@80&10%

Stones

See Oilstones.

Stops

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders

Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts

See Bolts.

Stove Polish

See Polish, Stove.

Sweepers

See Carpet Sweepers.

Tackle Blocks

See Blocks.

Tacks, Brad, &c

List January 15, 1899.
American cut tacks.....90&25%
S. S. cut tacks.....90&30&5%
Carpet Tacks:
American blued.....90&25&5%
American tinned.....90&25&5%
Swedes Iron Tacks:
S. S.....90&30&10&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10&5%
Gimp Tacks:
S. S.....90&45&5%
Hungarian Nails, steel.....80&30&5%
Lace Tacks:
S. S.....90&45&10%
Looking Glass Tacks.....65&5%
Trimmers' Tacks:
S. S.....90&30&10&5
Trunk and Clout Nails:
Steel, black.....80&10%
Steel, tinned.....80&10%
Upholsterer's Tacks:
S. S.....90&40&5%

MISCELLANEOUS—

Double Point, in dozens.....90&8tens
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers

Columbia, No. 1, ₱ doz., net.....$5.00
" " 2, " " " 1.00
Little Jack, ₱ doz., net..... 1.00

Tapes, Measuring

Eddy's:
American Asses' skin.....40&10@50%
Leather Case.....25@25&10%
Star steel.....40@40&10%
Steel.....30&5@35%
Chestermans.....25@25&5%
Keuffel & Esser Co.:
"Favorite" Ass skin.....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic steel, lower list.....35@35&5%
Pocket.....35@35&10%
Lufkin's steel and metallic.....30@33⅓%

Tap Borers

See Borers, Tap.

Taps

American Screw Co.:
Machine screw.....70%
Holroyd & Co's.:
Blacksmiths.....60&10%
Machine screw.....75&10@80%
Machinists's Hand:
1-16 to 1¼ in. inc.....65&10%
1⅜ to 2 in.....50&10&5%
2⅛ to 3 in. inc.....33⅓&10%
3⅛ to 4 in. inc.....20%
Pipe, ⅛ to 1¼ in.....30&20%
Pipe, 2 to 3 in.....30&15%
Pipe, 3½ and 4 in.....66⅔&15%

Tap Wrench

Rollis Hdw. Co., $6.00.....50%

Thumb Latches

See Handles.

Ties, Wall and Veneer

The Metal Stamping Co., Niagara...20&10%

Tinware

Stamped, Japanned and Pieced..net prices

Tire Bolts

See Bolts.

Tobacco Cutters

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers

See Clippers.

Trace Holders

Fernald's, ₱ doz. pairs.....net $1.25

Trammel Points

C. E. Jennings & Co., "Eureka".....25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....45%

Transom Lifters

Payson's solid grip, Nos. 643 and 644, ₱ 100, net.....$33.00
Payson's:
Balance, Iron list.....70&10&10%

Traps

FLY—

Balloon..... ₱ doz. $1.25, ₱ gro., $12.00
Globe..... " " 1.25, " " 12.00
Harper..... " " 1.40, " " 13.50

GAME—

Enterprise Mole..:.....15&10%
Hawley & Norton.....65%
Newhouse.....45@45&5%
Victor.....70&10@70&10&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, round wire, ₱ doz., $1.00.....10%
Mouse, wood, choker, ₱ doz. holes.....9c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ₱ doz.....$18.25
No. 2, Rat, ₱ doz., $6.50; case of 50.. 5.75
No. 3½, Rat, ₱ doz., $5.25; case of 72. 4.70
No. 4, Mouse, ₱ doz., $3.35; " " 150 3.00
No. 5, " " " $3.00; " " 150 2.25
Smith & Egge Mfg. Co.: ₱ Doz
Superior Rat Trap.....$15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00

Trouser Hangers

Pullman No. 1, ₱ gro.....$ 9.00
" 4, " " 24.00

Trowels, Mechanics

Brade's Brick.....80%
Disston's:
Brick and Pointing.....80%
Plastering.....25%
"Standard Brand" and Garden.....35%
C. E. Jennings & Co.:
Brick.....80%
Plastering.....25%
Pointing.....80%
W. & McP. Plastering.....25%
"Rose" Brick, Plst'rng & Moulding..25&5%

Trowels, Garden

Kohler's:
Mal. Hdl. Jap., ₱ gross, net.....$4.80
" " Tinned, ₱ gross, net..... 6.00
Wood Hdl., ₱ gross, net..... 4.80
Disston's.....35%
Avery's, net ₱ gro.....$6.00

Vegetable Slicers

Enterprise Mfg. Co.....25%

Vises

Oval slide.....80%
Solid box.....60%
Columbian Hdw. Co.:
Nos. 110 and over.....50&5%
Nos. 100 and under.....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel.....45%
Coachmakers'.....45%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40&10
Holland's.....40
Howard's.....40%
Little Giant Bench.....25&3½%
Lowell Hand.....33⅓
Massey:
Perfect.....20%
Clincher.....35@40%
Wood-working.....15@20%
Planer.....15@20%
Comb. Pine.....40%
Millers' Falls:
Mechanics'.....10%
Oval Glide.....60&19%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snediker's.....80@88½%
Stephen's.....80@88½%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS

Bonney's No. 1 & 3.....40%
Wentworth's.....40&10@50%

Wads

See Ammunition.

Wagon Jacks

Covert's Auto Screw Jacks.....30&2%
Mfg. Co's. steel.....45%
Automobile.....45%
Lane's steel.....30&10%

Washer Cutters

Otis A. Smith's.....20&10&10%

Water Motors

Rosenberg's, single, F. O. B. Balto.....40%
" in Doz. Lots, Frt. Pd..40&10%

Weights, Hitching

Covert Mfg. Co.....40&2%

Well Wheels

Japanned, 8 to 14 in.....net

Weed Extractors

"Pastime," ₱ doz., net.....$1.75

Window Cleaners

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
Bosley's X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters

Ives' new list.....35%
Taplin's "Perfection".....35%

Wire Gauges

See Guages.

Wire and Wire Goods

Brass wire.....15%
Bright Wire Goods:
New list June 24, 1908.....90&2½%
Cast steel wire.....50%
Copper wire.....20%
Annealed & Tin. on spools.....70&10&10%
Brass and Cop. on spools.....30@60&10%
Spooled wire, ass'd for retailing.70&10&10%
Market Wire, Bright or Annealed:
Nos. 0 to 9.....75&5%
Nos. 10 to 18.....75&10%
Nos. 19 to 26.....80%
Nos. 27 to 36.....80%
Galvanized:
Nos. 15 to 26.....70%
Coppered:
Nos. 6 to 14.....72½%
Nos. 15 to 18.....72½%
Tinned:
Nos. 6 to 14.....72½%
Nos. 15 to 18.....70%
Cast steel.....50%
Charcoal iron.....60%
Gun screw.....65%
Picture wire, list of Oct. 2, 1900.....85&10@85&10&10%
Stub's steel wire.....$6.00 to$ 33⅓%

Wire Clothes Lines

See Lines.

Wire Cloth, Netting, &c

Galvanized wire netting.....80&5@80&10%
Painted screen cloth, good quality, ₱ 100 sq. ft.....$1.10@$1.20

Wire Rope

Bright.....45&2½%
Iron, galvanized.....37½&2½%

Wire Rope Clips

Crosby.....25%

Wire Stretchers

W. C. Heller's grip, ₱ doz.....$1.50

Wrenches

Agricultural.....75&10@75&10&10%
Alligator.....70&10%
Baxter's.....70@70&10%
Machinists.....50%
Solid handle.....50&10@60%
Bemis & Call's:
Briggs pattern.....40%
Improved Pipe, bright.....60%
Patent Combination black.....40&5%
Patent Combination bright.....40%
Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....40%
Coes':
Genuine.....40&10&5&5%
"Mechanics".....40&10&10&5&5%
Coes' pattern, wrought bar....60&5@60&10%
Donohue's engineer.....40&10%
Eagle pipe.....30&10%
Gem.....30%
Stillson pipe.....30&10%
Acme.....60@60&10%
Bull Dog.....70
Hercules.....70

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HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Adzes
National Cutlery Co., Detroit, Mich.

Agricultural Implements
Geneva Tool Co., Geneva, Ohio
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O.

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anti-Rust Tin Ware
Lisk Mfg. Co., Canandaigua, N. Y.
Reed Mfg. Co., Newark, N. Y.

Anvils
Alfred Field & Co., New York

Arbor Presses
Chandler & Farquhar, Boston

Ash Cans
Arrow Can Co., New York. N. Y.

Augers and Auger Bits
John H. Graham & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.

Automobiles
J. Stevens Arm & Tool Co., Chicopee Falls, Mass.

Awls
The H. H. Mayhew Co., Shelburne Falls, Mass.

Axes
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
The Frank Miller Co., New York
Snow Flake Axle Grease Co., Fitchburg, Mass.

Babbitt Metal
Magnolia Metal Co., New York

Balances, Sash (Spring)
Pullman Mfg. Co., Rochester, N. Y.

Bankers
Atlas Shear Co., Bridgeport, Conn.

Bank Railings
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Barb Wire
Fuller Bros. & Co.. New York

Barn Paints
E. E. Nice, Philadelphia, Pa.

Bath Room Fixtures
Buffalo Mfg. Co., Buffalo, N. Y.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co.. Geneva, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs
John H. Graham & Co., New York

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bent Trimmers
Atlas Shear Co., Bridgeport, Conn.

Bicycles
Gendron Wheel Co., Toledo, Ohio
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands
F. E. Meyers & Bro., Ashland, Ohio

Bicycle Step Ladders
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries
Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Boiler Feeders
N. A. Watson, Erie, Pa.

Bolt and Screw Cases
J. D. Warren Mfg. Co., Chicago

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburg, Pa

Bolts, Wrought Barrel
Griffin Mfg. Co., Erie, Pa.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Straps
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Boxes (Hardware)
J. D. Warren Mfg. Co., Chicago, Ill.

Boxes (Paper)
National Metal Edge Box Co., Philadelphia, Pa.

Braces, Carpenters
John H. Graham & Co., New York
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.

Brackets
E. E. Josef Mfg. Co., Buffalo, N. Y.

Brackets, Folding
Griffin Mfg. Co., Erie, Pa.

Brackets, Shelf
Griffin Mfg. Co., Erie, Pa.
Piqua Bracket Co., Piqua, Ohio

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Broad Axes
National Cutlery Co., Detroit, Mich.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
The Wm. Bayley Co., Springfield, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales
John Chatillon & Sons, New York
Osgood Scale Co., Binghampton, N. Y.

Butchers' Tools
John Stortz & Son, Philadelphia, Pa.

Butts, Door
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinets, Bolt
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets (Display)
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Can Openers
John H. Graham & Co., New York
A. F. Meiselbacher & Bro., Newark, N. J.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Carpet Beaters
Holt-Lyon Co., Tarrytown, N. Y.

Carpet Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Heaters
Chicago Flexible Shaft Co., Chicago, Ill.

Carriage Top Dressing
Frank Miller Co., New York

Carriers, Hay
F. E. Meyers & Bro., Ashland, Ohio

Cases (Display)
J. D. Warren Mfg. Co., Chicago, Ill.

Cases (Screw & Bolt)
J. D. Warren Mfg. Co., Chicago, Ill.

Casters
Faultless Caster Co., Nebraska City, Neb.

Cast Shears
Atlas Shear Co., Bridgeport, Conn.

Catalogue Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Cement Rollers
John Stortz & Sons, Phila., Pa.

Chafing Dishes
Buffalo Mfg. Co., Buffalo, N. Y.

Chain Hoist
Jos. F. McCoy Co., New York.

Chain Pump Buckets
Henry C. Freshour, Bridgeport, Conn.

Chains
Covert Mfg. Co., Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chains, Cow
Covert Mfg. Co., Troy, N. Y.
Oneida Community, Kenwood, N. Y.

Chains, Halter
Oneida Community, Ltd., Kenwood, N. Y

Chains, Sash
Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chair Seats
Eureka Chair Seat Co., Syracuse, N. Y.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.
Goodell & Co., Antrim, N. H.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Cold
John Stortz & Son, Philadelphia, Pa.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clamps, Rug and Carpet
E. E. Josef Mfg. Co., Buffalo, N. Y.

Cleavers
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers
Coates Clipper Mfg. Co., Worcester, Mass.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Clipping Machines
Chicago Flexible Shaft Co., Chicago, Ill.

Clocks, Alarm
Western Clock Mfg. Co., La Salle, Ills.

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars
A. J. Phillips Co., Fenton, Mich.

Coach Oil
Snow Flake Axle Grease Co., Fitchburg, Mass.

Coat Hanger (Folding)
Leader Mfg. Co., Hartford, Conn.

Coat, Hat and Ceiling Hooks
John H. Graham & Co., New York

Coffee and Spice Mills
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila, Pa.
W. H. Glenny & Co., Rochester, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y.

Coil Springs (Door)
Pullman Mfg. Co., Rochester, N. Y.

Coke Forks
Geneva Tool Co., Geneva, O.

Conductor Pipe
Am'can Steel Roofing Co., Middletown, O

Contractors' Tools
John Stotz & Sons., Philadelphia, Pa.

Cooking Utensils (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Hooks
Geneva Tool Co., Geneva, O.

Corn Sheller, (Hand)
The Wm. Bayley Co., Springfield O.

Corundum Wheels
Pike Mfg. Co., Pike, N. H.

Cotton Hoes
Geneva Tool Co., Geneva, O.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Counters, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin
J. D. Warren Mfg. Co., Chicago, Ill.

Counters (Nail)
J. D. Warren Mfg. Co., Chicago, Ill.

Countersinks
C. E. Jennings & Co., New York

Cover Lifters, Stove
Fanner Mfg. Co., Cleveland, O.

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Curry Combs
John H. Graham & Co., New York

Cuspadors
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
J. Stevens Arms & Tool Co.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dairy Scales
Osgood Scale Co., Binghampton, N. Y.

Dampers
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleve., O.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Superior Spring Hinge Co., Chicago, Ill.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.
Middletown Mfg. Co., Middletown, Ohio

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Dormant Scales
Osgood Scale Co., Binghamton, N. Y.

Drain Cleaners
Iwan Bros., Streator, Ill.

Drawers, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Drawer Pulls
Griffin Mfg. Co., Erie, Pa.
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
C. E. Jennings & Co., New York
Keuffel & Esser Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Drawing Knives
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)

Dripping Pans
The Bronson Walton Co., Cleveland, O.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa

Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
L. & I. J. White Co. Buffalo, N. Y.

Egg Beaters (Dover)
Holt Lyon Co., Tarrytown, N. Y.

Electric Bells and Supplies
John H. Graham & Co., New York

Elevator Enclosures and Bars
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Elevators
Kimball Bros. Co., Council Bluffs, Iowa

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.

Enamel Ware (Ten Cent)
Baltimore Stamping Co., Baltimore, Md.

Enamel Ware (Turquoise)
Lisk Mfg. Co., Canandaigua, N. Y.
Reed Mfg. Co., Newark, N. Y.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Export Agents
John H. Graham & Co., New York

Fans (Ventilating, Ceiling)
The A. Rosenberg Co., Baltimore, Md.

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Faucets, Metal
John H. Graham & Co., New York

Faucets, Wood
John Sommer's Son, Newark, N. J.

Fences (Stel Picket)
Glen Mfg. Co., Ellwood City, Pa.

Fences (Wire)
Glen Mfg. Co., Ellwood City, Pa.

Fences, Wire and Iron
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Stewart Iron Works, Cincinnati, O.
Van Dorn Iron Works Co., Cleveland, O.

Field Hoes
Geneva Tool Co., Geneva, O.

Files
G & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.
N. A. Watson, Erie, Pa.

Filters, Water
N. A. Watson, Erie, Pa.

Fire Arms
Alfred Field & Co. New York
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fireplace Fixtures
Rostand Mfg. Co., Milford, Conn.

Fire Pots
Clayton & Lambert Mfg. Co., Detroit, Mich.

Fishing Tackle
Clark, Horracks Co., Utica, N. Y.
The Horton Mfg. Co., Bristol, Conn.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Flintstone Enamel Steel Ware
Lisk Mfg. Co., Canandaigua, N. Y.
Reed Mfg. Co., Newark, N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila., Pa.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Forks
American Fork & Hoe Co., Cleveland, O.

Freezers (Ice Cream)
Alaska Freezer Co., Winchendon, Mass.
The Dana Mfg. Co., New York, N. Y.
John H. Graham & Co., New York, N. Y.
North Bros. Mfg. Co., Philadelphia, Pa.
White Mountain Freezer Co., Nashua, N. H.

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Frying Pan L'd
Kitchen Specialty Mfg. Co., Reading, Pa.

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Furnace Shovels ("Tropic")
Avery Stamping Co., Cleveland, Ohio.

Galvanized Hoops, Bars & Bands
Harold McCalla, Philadelphia, Pa.

Galvanized Ware
Lisk Mfg. Co., Canandaigua, N. Y.
Reed Mfg. Co., Newark, N. Y.

Galvanized Wire
Fuller Bros. & Co., New York

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garbage Cans
Arrow Can Co., New York, N. Y.

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
W. H. Glenny & Co., Rochester, N. Y.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges
The H. H. Mayhew Co., Shelburne Falls, Mass.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.

Glass Cutters
W. L. Barrett, Bristol, Conn.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Glue
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O
Geneva Tool Co., Geneva, O.

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grates
Blacklock Foundry, South Pittsburgh, Tenn.

Grist Mills (Hand)
The Wm. Bayley Co., Springfield, O.

Gummers, Saw
Henry Disstons Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Hack Saws (Sterling)
Diamond Saw & Stamping Co., Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.
West Haven Mfg. Co., New Haven, Conn

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Halter Chains
Covert Mfg. Co., Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., Troy, N. Y.

Hammers
Henry Chenney Hammer Co., Little Falls, N. Y.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York
Franklin Specialty Co., Reading, Pa.

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Handles, Tool
Berger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.
W. H. Glenny & Co., Rochester, N. Y.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Cabinets
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York

Hardware Shelving
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties
Alfred Field & Co., New York
Enterprise Mfg. Co. of Pa., Phila.
Iwan Bros., Streator, Ill.
Robert Murray, New York
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Franklin Specialty Co., Reading, Pa.
E. E. Josef, Mfg. Co., Buffalo, N. Y.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., Troy, N. Y.

Hatchets
Franklin Specialty Co., Reading, Pa.
National Cutlery Co., Detroit, Mich.

Hasps and Staples
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Header Forks
Geneva Tool Co., Geneva, O.

Hinges
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Hoes
American Fork & Hoe Co., Cleveland, O.

Hoist Chain)
Jos. F. McCoy Co., New York.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware
Blacklock Foundry, South Pittsburgh, Pa.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York

Horse and Cattle Ties
Covert Mfg. Co., Troy, New York
Oneida Community, Ltd., Kenwood, N. Y.

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Holders, Pillow Sham and Dust Pan
E. E. Josef Mfg. Co., Buffalo, N. Y.

Household Specialties
W. H. Glenney & Co., Rochester, N. Y.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
Alaska Freezer Co., Winchendon, Mass.
The Dana Mfg. Co., New York, N. Y.
John H. Graham & Co., New York
North Bros. Mfg. Co., Philadelphia
White Mountain Freezer Co., Nashua, N. H.

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls Mass.
Franklin Specialty Co., Reading, Pa.

Ice Tools
W. H. Glenny & Co., Rochester, N. Y.
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.
John Stortz & Son, Phila., Pa.

Injectors
N. A. Watson, Erie, Pa.

Injectors, Excelsior
N. A. Watson, Erie, Pa.

Inverted Light
Wiederhold Light Co., New York, N. Y.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron and Steel
Harold McCalla, Philadelphia, Pa.

Iron Works
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Jack Chains
Smith & Egge Mfg. Co., Bridgeport Conn.

"Japalac"
Glidden Varnish Co., Cleveland, O.

Job Lots
Chas. Weiland, New York, N. Y.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.

Knives
National Cutlery Co., Detroit, Mich.

Ladders, Folding
Udell Works, Indianapolis, Ind.
Berger Bros. Co., Philadelphia

Lamps, Bicycle
John H. Graham & Co., New York

Lanterns
R. E. Dietz & Co., New York, N. Y.

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Lawn Fences
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Rakes
Geneva Tool Co., Geneva, Ohio

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh, New York
Globe Lawn Mower Mfg. Co., Reading, Pa.
Philadelphia Lawn Mower Co., Philadelphia, Pa.

Lawn Tools
Geneva Tool Co., Geneva, Ohio

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialy Co., Erie, Pa.
John H. Graham & Co., New York
John Sommer's Son, Newark, N. J.
Leader Mfg. Co., Hartford, Ct.

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Levels (Patent Aluminum)
Davis & Cook Co., Watertown, N. Y.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Light (Inverted)
Wiederhold Light Co., New York, N. Y.

Lighting Systems
American Gas Machine Co., Albert Lea, Minn.

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks and Knobs
John H. Graham & Co., New York

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lubricators
Geo. W. Cole Co., New York, N. Y.

Machinists' Tools
Barnes Tool Co., New Haven, Conn.
Henry Disston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mail Boxes
Vermont Slate Co., Zanesville, Ohio
Smith Bros. Mfg. Co., Indianapolis, Ind

Mallets
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New York

Manufacturers' Agents
John H. Graham & Co., New York
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Manure Hooks
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City, New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa., Phila.

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Measuring Tapes
Alfred Field & Co., New York
John H. Graham & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Metal Ceilings
Northrup, Coburn & Dodge Co., New York, N. Y.

Metal Side Walls
Northrup, Coburn & Dodge Co., New York, N. Y.

Mills, Coffee and Spice
The Wm. Bayley Co., Springfield, O.
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Mop Wringers
The Dana Mfg. Co., New York, N. Y.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nail Sets
John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Sawyer Tool Mfg. Co., Fitchburg, Mass.

Needles
Alfred Field & Co., New York

Nippers
Alfred Field & Co., New York
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.
Garland Nut & Rivet Co., Pittsburgh, Pa.

Office Railings
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans (Safety)
Vermont Slate Co., Zanesville, Ohio

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, O

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
E. E. Nice, Philadelphia, Pa.

Paint Specialties
Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.

Paper Boxes
National Metal Edge Box Co., Philadelphia, Pa.

Paper Clips
Cushman & Dennison, New York

Paviors' Tools
John Stortz & Sons, Phila., Pa.

Patents
Davis & Davis, New York

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Planters' Hoes
Geneva Tool Co., Geneva, O.

Plated Ware
Alfred Field & Co., New York

Plates, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
Alfred Field & Co., New York
John Chatillon & Sons, New York

Pocket Knife Tool Kit
U. J. Ulery, New York, N. Y.

Polish, Stove
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Stove Polish Co., Chicago, Ills.

Polishes, Liquid
Geo. W. Huffman, Indianapolis, Ind. and New York

Polishes, Paste
Geo. W. Huffman, Indianapolis, Ind. and New York

Postal Scales
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Augers
Iwan Bros., Streator, Ill.

Post Hole Diggers
John H. Graham & Co., New York
Iwan Bros., Streator, Ill.
F. E. Kohler & Co., Canton, Ohio

Potato Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Pressed Steel Tiling and Brick
Northrup, Coburn & Dodge Co., New York, N. Y.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting
F. E. Myers & Bro., Ashland, Ohio

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches
Chandler & Farquhar, Boston
The H. H. Mayhew Co., Shelburne Falls, Mass.

Punches, Spring
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

Railings, Wire and Iron
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Stewart Iron Works, Cincinnati, O.

Rail, Barn Door
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses
Magnolia Metal Co., New York

Railways
M. V. Richards, Land & Ind. Agt., Southern Ry., Washington, D. C.

Raisin Seeders
Enterprise Mfg. Co. of Pa., Phila.

Rakes
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York

Razors
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.
Jos. Rodgers & Sons, New York and Sheffield, England

Razor Grindstones
Pike Mfg. Co., Pike, N. H.

Razors, Safety
Gillette Sales Co., New York, N. Y.
Kampfe Brothers, New York
Gem Cutlery Co., New York
Reichard & Schneber Mfg. Co., New York, N. Y.

Reamers
C. E. Jennings & Co., New York
Wiley & Russell Mfg. Co., Greenfield, Mass.

Reels, Wood
John Sommer's Son, Newark, N. J.

Reels, Rope
Udell Works, Indianapolis, Ind.

Refrigerators (Iceless)
The Dana Mfg. Co., N. Y.

Registers, Warm Air
Berger Bros. Co. Philadelphia

Reversible Nippers
The Nettleton Mfg. Co., Middletown, Conn.

Revolvers
Harrington & Richardson Arms Co., Worcester, Mass.

Revolving Chimney-Tops
Iwan Bros., Streator, Ill.

Revolving Horse Hay Rakes
Geneva Tool Co., Geneva, O.

Rifflers
The H. H. Mayhew Co., Shelburne Falls, Mass.

Rifles
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Riveters
F. H. Smith Mfg. Co., Chicago, Ill.

Rivets
Berger Bros. Co., Philadelphia
Garland Nut & Rivet Co., Pittsburgh, Pa.
C. C. & E. P. Townsend, New Brighton, Pa.

Roasters and Bakers
The Bronson Walton Co., Cleveland, O

Roof Bolts
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies
Am. Steel Roofing Co., Middletown, O.
Berger Bros. Co., Philadelphia
National Sheet Metal Roofing Co., Jersey City, N. J.
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Metal Shingles and Tiles
National Sheet Metal Roofing Co., Jersey City, N. J.

Roof Rods
Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic
Stowell Mfg. Co.: Jersey City, N. J.

Rules
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Rules, Steel
Keuffel & Esser, New York, N. Y.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Sad Irons
Blacklock Foundry, South Pittsburgh, Tenn.
Dover Mfg. Co., Canal Dover, Ohio.
Enterprise Mfg. Co. of Pa., Phila.

Sad Iron Handles
Enterprise Mfg. Co. of Pa., Phila., Pa.
Fanner Mfg. Co., Cleveland, Ohio

Sand and Emery Paper
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Sash Balances, (Spring)
Pullman Mfg. Co., Rochester, N. Y.

Sash Chain and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sash Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners
Champion Safety Lock Co., Geneva, O.

Sash Fixtures
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Lifts
Champion Safety Lock Co., Geneva, O.

Sash Locks
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sash Locks, (Ventilating)
Pullman Mfg. Co., Rochester, N. Y.

Sash Ribbon and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sausage Stuffers
Enterprise Mfg. Co. of Pa., Phila.

Saws
Henry Disston & Sons, Phila., Pa.
C. E. Jennings & Co., New York
E. C. Atkins & Co., Cincinnati, Ohio.

Saws, Butchers'
John Chatillon & Sons, New York

Saw Gummers
Ajax Mfg. Co., Pittsburgh, Pa.

Saw Sets
Alfred Field & Co., New York
Charles Morrill, New York

Saw Tools
C. E. Jennings & Co., New York

Scales
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York
Osgood Scale Co., Binghampton, N. Y.
Pelouze Scale & Mfg. Co., Chicago

Scissors
Atlas Shear Co., Bridgeport, Conn.

Screen Doors
The Continental Co., Detroit, Mich.
A. J. Phillips Co., Fenton, Mich.

Screen Door Catches
Caldwell Mfg. Co., Rochester, N. Y.

Screen Door Pulls
Champion Safety Lock Co., Geneva, O.

Screws
Robert Murray, New York

Screw Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Screw Drivers
The Ducharmes Co., Shelburne Falls, Mass.
John H. Graham & Co., New York
C. E. Jennings & Co., New York
H. H. Mayhew Co., Shelburne Falls, Mass.
North Bros., Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Plates
Alfred Field & Co., New York
Walworth Mfg. Co., Boston Mass.
Wiley & Russell Mfg. Co., Greenfield, Mass.

Screw Wrenches
Bemis & Call, Hardware & Tool Co., Springfield, Mass.

Scythes and Grass Hooks
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.

Scythe Rifles
Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Scythe Stones
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike, N. H.

Sectional Shelving
J. D. Warren Mfg. Co., Chicago

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Schwerdtle Stamp Co., Bridgeport, Conn

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Stewart Iron Works, Cincinnati, O.

Sharpening Machines
John Chatillon & Sons, New York

Sharpening Stones
Pike Mfg. Co., Pike, N. H.

Shears, Compound Portable Leverage
Chas. Swan & Co., Corry, Pa.

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Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

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Am. Shearer Mfg. Co., Nashua, N. H.

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J. D. Warren Mfg. Co., Chicago, Ill.

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National Sheet Metal Roofing Co., Jersey City, N. J.

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L. & I. J. White Co., Buffalo, N. Y.

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Blacklock Foundry Co., South Pittsburg, Tenn.

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Piqua Bracket Co., Piqua, Ohio

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J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovels
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Geneva Tool Co., Geneva, O.

Shovels, Spades and Scoops
Avery Stamping Co., Cleveland, Ohio.

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J. D. Warren Mfg. Co., Chicago, Ill.

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Iwan Bros., Streator, Ill.

Sidewalk Chisels
Geneva Tool Co., Geneva, O.
L. & I. White Co., Buffalo, N. Y.

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Geneva Tool Co., Geneva, O.

Sidewalk Cleaners ("Klondyke")
Avery Stamping Co., Cleveland, Ohio.

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The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Sidewalk Scrapers
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Sidewalk Shovels
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Soapstone Griddles
Pike Mfg. Co., Pike, N. H.

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Berger Bros. Co., Philadelphia

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North Bros. Mfg. Co., Phila, Pa.

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Stanley Rule & Level Co., New York

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Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago
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L. S. Starrett Co., Athol, Mass.

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Cronk & Carrier Mfg. Co., Elmira, N. Y.
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American Tube & Stamping Co., Bridgeport, Conn.

Steel Hinges, Spring
Bommer Bros., Brooklyn, N. Y.

Steel, Hoop and Band
Harold McCalla, Philadelphia, Pa.

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Am. Steel Roofing Co., Middletown, O.

Steel Rules
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Bicycle Step Ladder Co., Chicago, Ill.
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Gem Cutlery Co., New York, N. Y.
Gibford Mfg. Co., Adrian, Mich.
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Geneva Tool Co., Geneva, O.

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Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
L. & I. J. White Co., Buffalo, N. Y.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
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John H. Graham & Co., New York

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American Tube & Stamping Co., Bridgeport, Conn.

Tubing
Americon Tube & Stamping Co., Bridgeport, Conn.

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Remington Typewriter Co., New York.

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Berger Bros. Co., Philadelphia
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Buffalo Mfg. Co., Buffalo, N. Y.

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Buffalo Wire Works Co., Buffalo, N. Y.

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Iwan Bros., Streator, Ill.

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J. E. Bolles Iron & Wire Works, Detroit, Mich.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco
Buffalo Wire Works Co., Buffalo, N. Y.

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New Jersey Wire Cloth Co., Trenton and New York

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Berger Bros. Co., Philadelphia
Fuller Bros., New York
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Wire, Music
Alfred Field & Co., New York

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Bemis & Call Hardware & Tool Co., Springfield, Mass.
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston, Mass.

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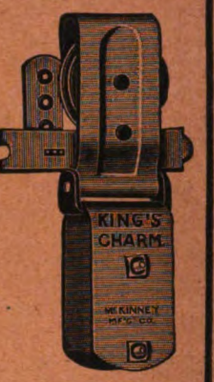
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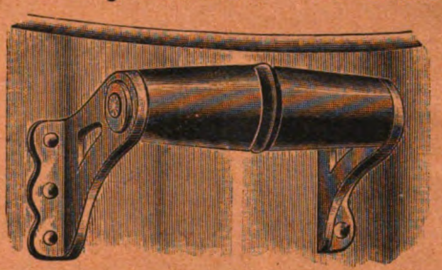
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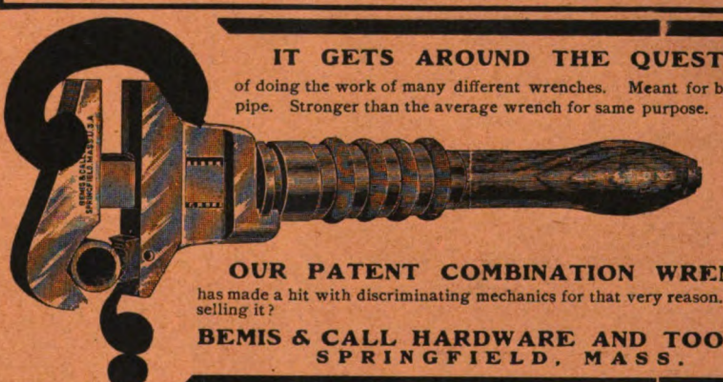


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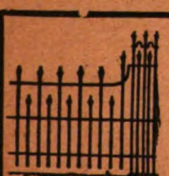
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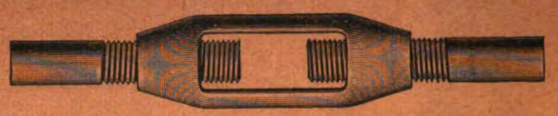
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"DAN PATCH" SHOD WITH CAPEWELL HORSE NAILS WHICH ARE "THE BEST IN THE WORLD."

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Are Quality Goods
But cost no more than the inferior kinds.

The springs never go Lame.



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VOL. XXXII
NO. 12

HARDWARE

NEW YORK
MAR. 25
1906

Entered as Second Class Matter at New York, N. Y. Postoffice

IVES PATENT WINDOW STOP ADJUSTER



and 30-page Catalogue of
WINDOW HARDWARE SPECIALTIES
Mailed Free.
The H. B. Ives Co.
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Halter Chains—Dog Chains—Cow Chains—Coil Chain. Chains for all kinds of Machinery.
ONEIDA COMMUNITY, Oneida, N. Y.



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Is better than ever; in quality and construction.
Its merits recommend it.
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STEVENS
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No. 17, Price $5.00.

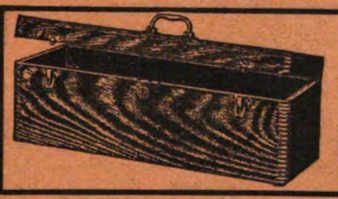
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CHEAPER and better than "Genuine Babbitt." Lasts longer with less friction. Saves oil, fuel, power, etc. The only anti-friction babbitt metal that is used all over the world by the leading Railroads, Steamships, Manufacturers, etc., and by twelve leading governments. Sold by leading dealers everywhere or by
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THE STANDARD OF THE WORLD
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You can buy light-weight pin-hole stock, or shoddy overcoats,—or fragile Hack Saws.
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$2.50 Net.

THE BEST PINT TORCH

There is a demand for a first class pint size torch and it is being filled by our No. 37. *The burner produces a strong blue flame that is intensely hot and uses but little gasoline. We consider it the best* plain pint torch ever made and our guarantee "Your money back if you are not pleased" makes it safe for you to try. Jobbers sell at factory price, or we will ship direct if cash accompanies the order.

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Forty-three sizes in stock. Others to order.

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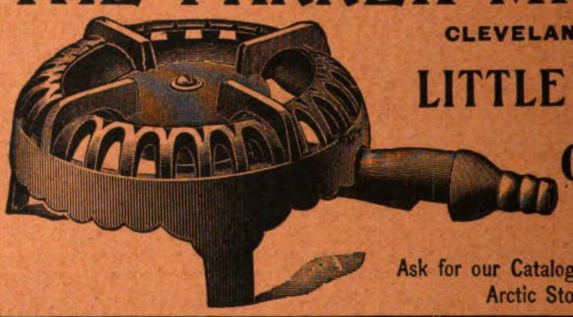
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Rose Water Coolers

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Merit and price have made their demand enormous.

Send for circular and prices to-day.

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Baines Shelf Brackets

Adjustable or Fixed

Those other stores don't—to their own detriment. ∴ ∴

If crowded for room try the Baines Brackets. They'll change the entire appearance of your store and make it more roomy and attractive to your customers. ∴ ∴ ∴ Catalog H for Hardwaremen tells of number of brackets required; how to install them, etc. *Send for it to-day.*

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We Stand by Our Guarantee



For mending any ordinary chair

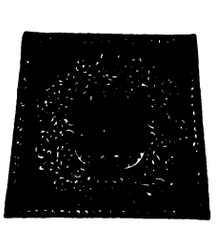
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Are Better and Cheaper than Cane or Leather

Anyone, with a pair of Shears, can fit them to any seatless chair at the smallest possible expense.

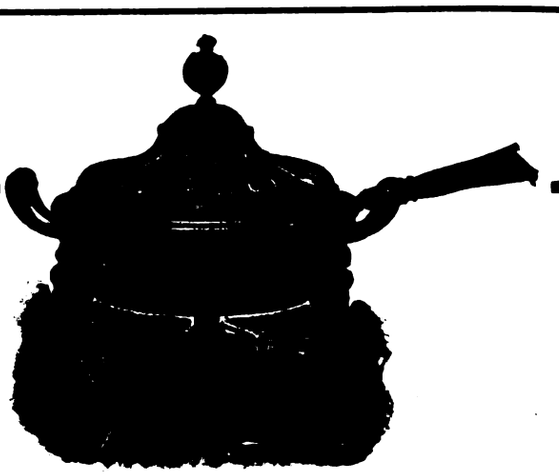


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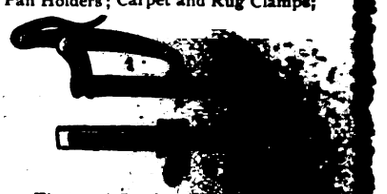
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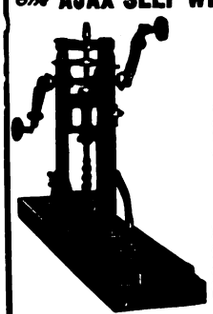
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Improved Quick and Easy Rising Steam, Electric and Hand Power
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Most modern appliance for lifting loads ¼-3 tons.
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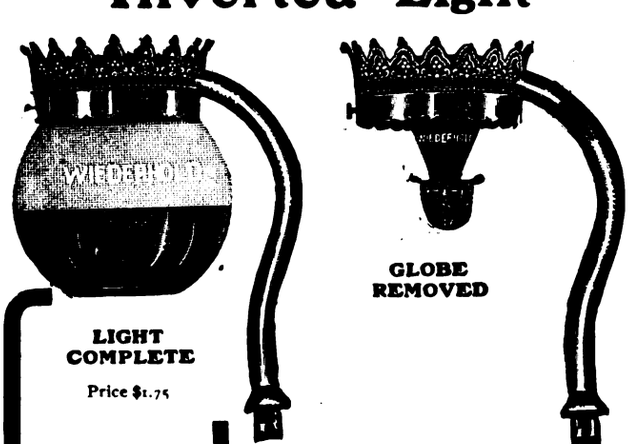
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does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.
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Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

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CELEBRATED HEINISCH SHEARS,
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Tailors' Shears, Trimmers, Scissors, Tinners' Snips, Etc.
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It's ornamental, durable and gives
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We want a representative in every town. Write us.
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AMERICAN AUTOMATIC LIGHTING SYSTEM
Because there is money in it. These machines cost less for maintenance and installation and consume less gasoline per candle power than any other gasoline system on the market.
Compared with gas or electricity they cost less than either per hour and give the merchant perfect independence.
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REED'S FLINTSTONE Enameled Steel Ware



The Reason?

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Flintstone Enameled Ware

has stood the most exacting tests of the best chemists in the U. S.

It is free from poisonous ingredients and practically insoluble.

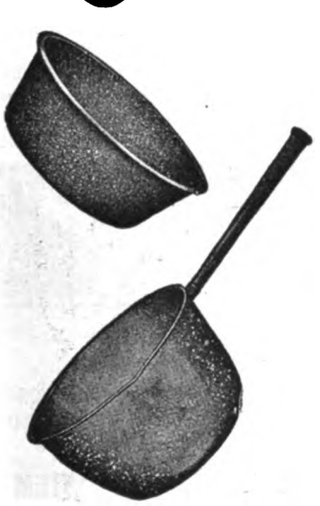
Flintstone is seamless, sanitary, substantial.

It is the best moderate priced Three-Coated Enameled Steel Ware on the market.

It's pleasing to the eye. It lasts and —outlasts the other kinds.

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with every piece. Write for prices to-day.





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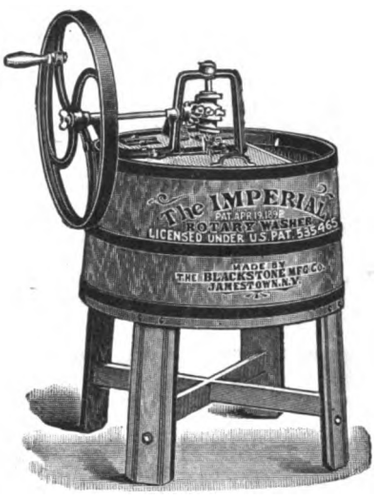
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It's noiselessness — easy operation (has all steel roller bearings) — handsome finish—gold and aluminum bronze castings—help sell it so quickly.

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Established 1871

Every Hardware Dealer

recognizes that an advertised article is four times easier to sell than an unadvertised one.

We have appropriated this season a good many thousand dollars for advertising our products in the large papers and magazines of national reputation. You are certain to have calls for:

The Hartmann Stockade Wire Fence
The Hartmann Steel Picket Fence
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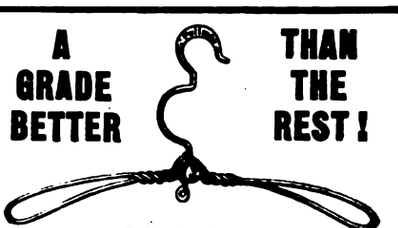
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THAT WONT COME OFF
Is always worn by the THRIFTY HOUSEWIFE who uses a
WHITE LILY WASHING MACHINE
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A GRADE BETTER THAN THE REST!



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Folding Coat Hangers.
New Features—Way ahead of them all. Packed in Counter Display Boxes. A fixed retail price. Prepare for the demand.
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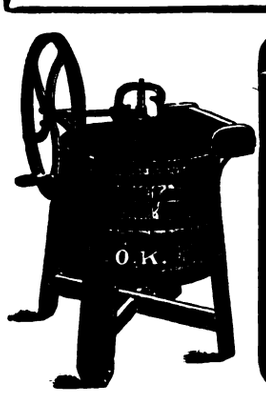
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FOR CENTURIES THE WORLD RENOWNED HOUSE OF
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Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

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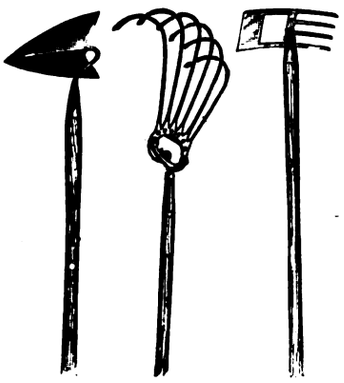
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O. K. WASHING MACHINE
The washing machine that's advertised in all the leading farm journals. We want to refer inquiries to you.
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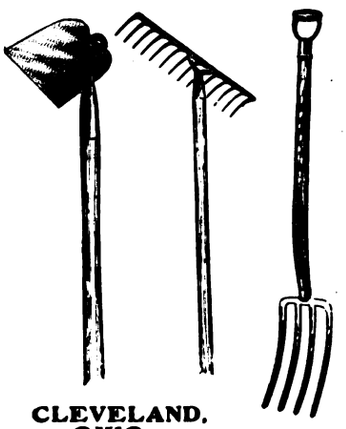
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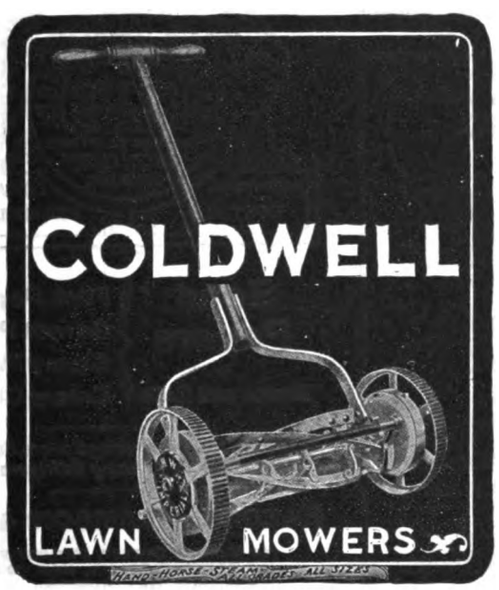
You know they are to be had—we make 77 designs besides our thousands of regular tools.

Just show them—they will sell.

Glad to send you catalogue.



AMERICAN FORK & HOE CO., CLEVELAND, OHIO.



COLDWELL LAWN MOWERS

Hand, Horse, Motor Power

1906

Catalogue Now Ready

COLDWELL LAWN MOWER CO.
NEWBURGH, N. Y.

DISSTON

Discriminating buyers know the majority of Saws sold and used are

DISSTON SAWS

and that this fact is conclusive evidence of superior worth.



The brand "DISSTON" has stood for all that is BEST in Saws for the past sixty-five years, and its reputation will be maintained in the years to come.

HENRY DISSTON & SONS, INC.

PHILADELPHIA, PA.

BLACKLOCK FOUNDRY INC. SOUTH PITTSBURG, TENN.

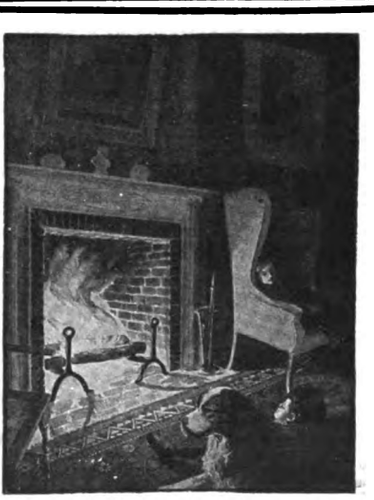


Andirons for 1906

If you have never tried to sell Blacklock Andirons try 'em this year. We make a great variety of them: plain patterns in wrought iron as well as showy and ornate models, finished in gold or aluminum bronze.

Blacklock Andirons

are all-the-year-round and allaround good sellers because they have the reputation of being the best. Don't put off sending your inquiry to us—Send it to-day.



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723 Majestic Bldg., Detroit, Mich.

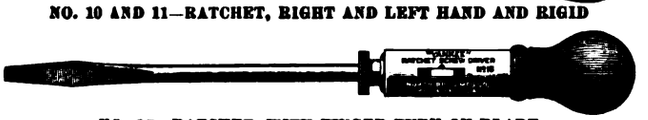
"YANKEE" TOOLS
ARE THE NEWEST, CLEVEREST AND QUICKEST SELLING

Ask Your Jobbor About Them.

Send for "Yankee" Tool Book



NO. 10 AND 11—RATCHET, RIGHT AND LEFT HAND AND RIGID



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NO. 40-41-44—AUTOMATIC DRILL



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WAX WIRE

AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTER MAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

You have no risk on the quality. We make only the best.



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HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

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HARNESS REQUISITES



FRANK MILLERS HARNESS OIL

Preserves and softens the Leather, consequently adds life. Compounded with pure Neatsfoot Oil.



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The very best article of its kind for owners and manufacturers of harness. Used all over the world.

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Light, Strong, Durable, Adjustable.

The GENUINE Armstrong Stocks and Dies have for years met the most rigid requirements for mechanical excellence.

They will give better satisfaction than any others you can buy. They are *standard goods* the world over.

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Do You Want a Partner?

Warren's 12 Silent Salesmen.
Required 12 Years to Perfect.
Will Work 12 Hours Every Day.
For 12 Years to Come.
After First 12 Months, for nothing

The Warren System

IS THE "ALWAYS IN SIGHT" IDEA.

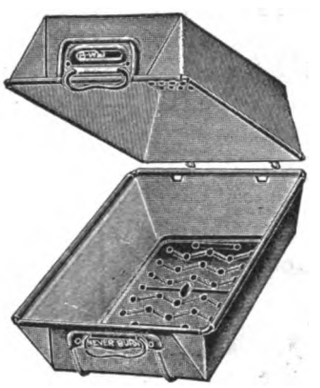
J. D. WARREN
MFG. CO.

Fifth Floor Masonic Temple.
CHICAGO, ILLINOIS
Write for 1207 Booklet.

"NEVER-BURN"
TRADE MARK

Has steel rods beneath which raise it from the oven floor—give an air space for ventilation—prevent burning
The rods take all the wear—make the Never-Burn roaster outlast others

Made in Cleveland Ohio by The Bronson-Walton Co
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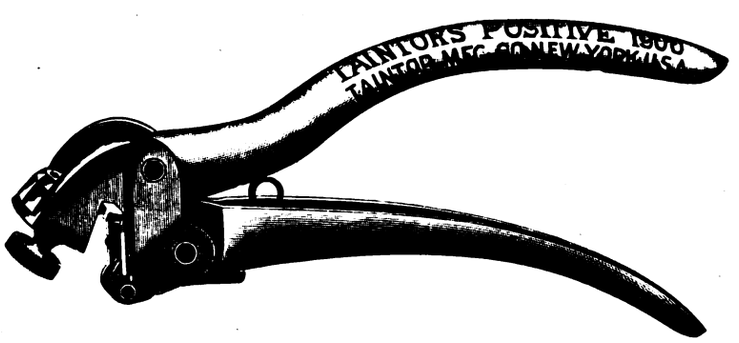


Taintor Positive Saw Set
No. 1900

Made Entirely of Steel. Is Light, Strong and Durable.

Parts Interchangeable. **Fully Guaranteed.**

This Tool Has Many Advantages Over All Other Saw Sets.



Gauge Cannot Slip.
Has but One Gauge to Set.
Will not slip on the Finest of Teeth.
Any Setting may be Accurately Reproduced.
Will not Break, Crack, Crease or Mar the Face of the Teeth.

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At the turning point—where other casters refuse to turn—is *The* **Point** with

The Faultless Pivot Bearing Caster

It is supplied with Faultless Patent Steel Spring Sockets.

The Faultless has no weak spots—no mechanical flaws--it's Faultless in name—in action—and as a seller :-: :-:



The FAULTLESS received the Highest Award at the World's Fair, 1904, over all other casters.

The Faultless is interchangeable; will fit six different sizes of wood bed sockets. :-:

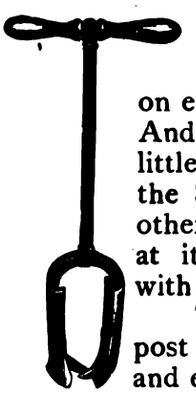
If you are after a money maker, write to

***The* Faultless Caster Mfg. Co.,**
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They only manufacture the

FAULTLESS

IS 331-3% PROFIT



ENOUGH FOR YOU?

You can make that or more on every Iwan Post Hole Auger. And say, if you push them just a little, you can sell 50 or 60 during the Spring. It's been done by other good dealers, so take a try at it. You ought to sell one with every new sale of fencing.

They are the highest grade post hole augers on the market and entitled to the highest price. Don't wait for the farmer to come to your store and ask, "Have you any post hole augers?" Tell him in your home paper, either daily or weekly, that you handle the Iwan Auger and he'll come and buy, because he sees it advertised by us in his farm paper. We are advertising these augers in 53 of the best agricultural journals, reaching more than 5,000,000 farmers and refer all inquiries to the dealers.

Sizes: 3, 4, 5, 6, 7, 8, 9, 10, 12 and 14 inch.

IWAN BROTHERS,
STREATOR, ILL.

We also make Post Hole Diggers, Sickle Edge Hay Knives, Tile Drain Cleaners, Open-back Tiling Spades, Revolving Chimney-tops and Wire Conductor Pipe Hangers. BUY THEM FROM YOUR JOBBER.

S.&S. KNIVES

WARRANTED



THEY HOLD AN EDGE — NO HARD OR SOFT SPOTS

National Cutlery Co. DETROIT, MICH.

New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE LATHING,

"JERSEY" POULTRY NETTING AND FARM FENCING,

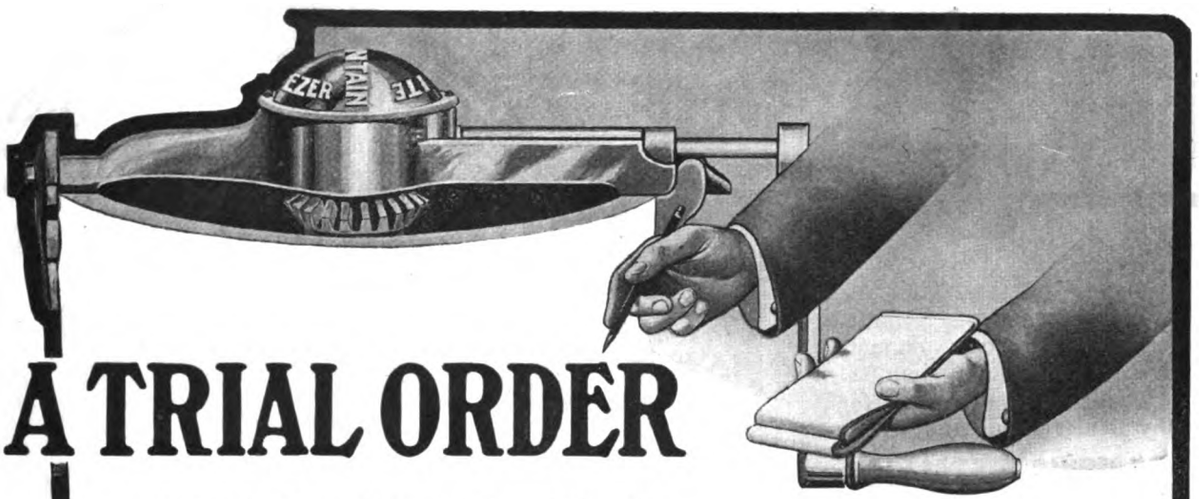
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,

and every kind of

IRON, STEEL, BRASS and COPPER WIRE CLOTH.

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A TRIAL ORDER

Have You Ever Carried the

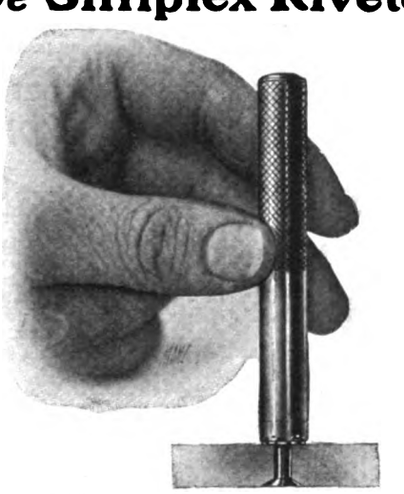
White Mountain Freezer?

NO? *Then send a trial order to your Jobber*

Manufacturers of
Freezer Perfection

The White Mountain Freezer Co.
NASHUA, NEW HAMPSHIRE

The Simplex Riveter



Price with 12 boxes of Rivets **$1.50 per doz.**

This is the simplest possible form of tool for setting tubular and split rivets and is also the easiest and simplest to use; all that is necessary being a wagon tire or other convenient hard surface to rest the head of the rivet against and a hammer or wrench to drive with. The illustration explains the method of using.

This is new and sells like hot cakes at 25 cts., with a box of 50 rivets included.

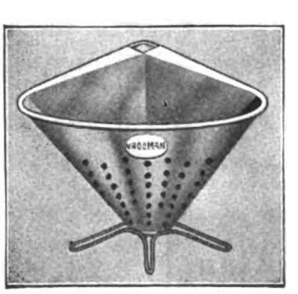
For sale by leading jobbers, or we will send one dozen prepaid with 12 boxes of rivets on receipt of the price.

F. H. SMITH MFG. CO.
48-50 St. Johns Court, Chicago, Ill.

Vrooman's PATENT SANITARY SINK STRAINER

THE FAVORITE ONE

VITREOUS ENAMELED STEEL
NEAT AND VERY ATTRACTIVE
FIVE COLORS—TWO SIZES—
TEN KINDS—ENAMELED
WILL LAST A LIFETIME
JAPANNED—PLAIN TIN—TWO SIZES
Its Utility and Superiority are well known.



ORDER TO-DAY
FROM YOUR JOBBER
OR FROM

F. H. & E. B. Vrooman

325 Dearborn St.
CHICAGO, ILL.

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"Horse Sense"



Demands the Best Poke for any horse—good, bad or indifferent—or any cow, no matter how good a fence jumper.

The Best Horse Poke for any Dealer to buy and sell is

KRICK'S METALLIC ADJUSTABLE POKE

HALF A MILLION USED

Because it is ten times stronger than any wood poke.

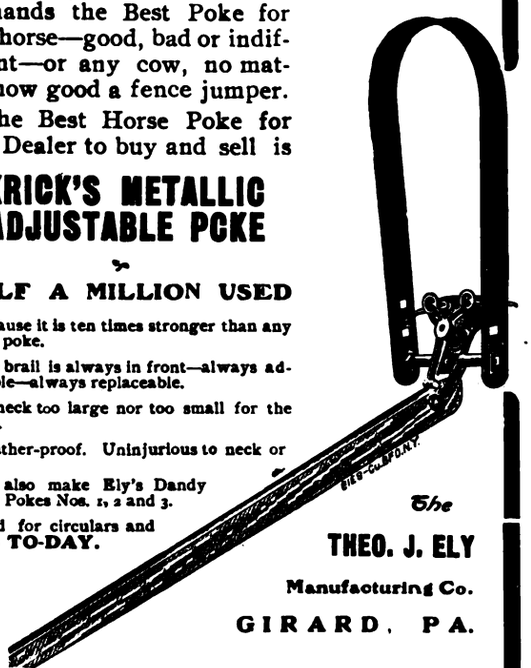
The brail is always in front—always adjustable—always replaceable.

No neck too large nor too small for the Krick.

Weather-proof. Uninjurious to neck or mane.

We also make Ely's Dandy Horse Pokes Nos. 1, 2 and 3.

Send for circulars and prices TO-DAY.



The
THEO. J. ELY
Manufacturing Co.
GIRARD, PA.



Voorhees Stitched Cotton Belting

The highest grade cotton duck only is used in its manufacture.

No "taking up" required as our Cotton Belting is stretched with patent hydraulic stretchers.

Our catalogue shows our complete line. Get it to-day.

Voorhees Rubber Mfg. Co.
Jersey City, N. J.

Federal Bench Punch



10 inches high, 10 inches long, Weighs 64 pounds
Punches 5-16 inch hole in ⅛ in. Iron plate, 2½ in. from edge. Send for Circular.

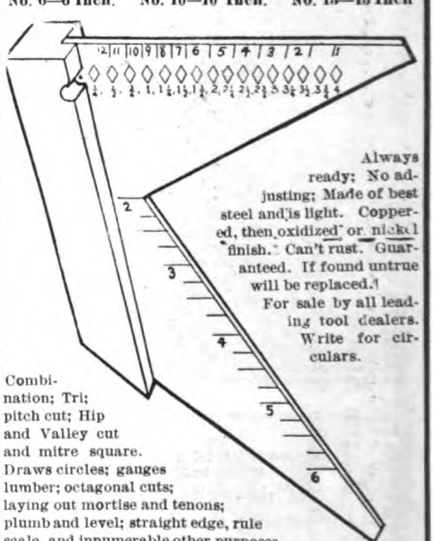
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131 Congress Street,
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THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Fine Hand Cut STEEL LETTERS and FIGURES,
Send for Catalogue. BRIDGEPORT, CONN.

The New Universal Square

"New Style"—Made in 3 Sizes

No. 6—6 Inch. No. 10—10 Inch. No. 13—13 Inch



Always ready; No adjusting; Made of best steel and is light. Coppered, then oxidized or nickel finish. Can't rust. Guaranteed. If found untrue will be replaced.

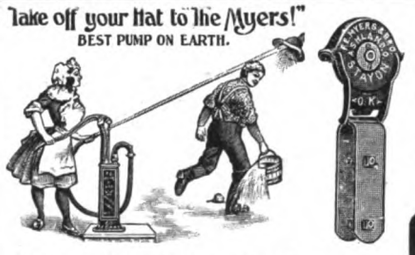
For sale by all leading tool dealers. Write for circulars.

Combination; Tri; pitch cut; Hip and Valley cut and mitre square. Draws circles; gauges lumber; octagonal cuts; laying out mortise and tenons; plumb and level; straight edge, rule scale, and innumerable other purposes.

To operate, you simply reverse it from side to side. It marks ¼ inch on one side and ¼ inch on the other.

The **Duby & Shinn Mfg. Co., Inc.**
Office and Works, 34 E. 29th St., N. Y. City

"Take off your Hat to the Myers!"
BEST PUMP ON EARTH.



Glass Valve Seat Pumps
Hay Unloading Tools
and BARN DOOR HANGERS
HAY RACK CLAMPS

Write for Prices on the most satisfactory line of Hand and Windmill Force and Lift Well Pumps, Power Pumps, Tank Pumps, and Spray Pumps, Hay Carriers, Hay Forks, Hay Rack Clamps, Stay on Door Hangers, etc., manufactured by the largest Pump and Hay Tool Works in the world.

Myers' Hay Unloader. O. K. Stay-on Door Hanger.





Steel Lock. Aluminum Finish. Flexible.

F. E. MYERS AND BRO.
ASHLAND, OHIO.

F. E. MYERS & BRO., Ashland, O.

STORE LADDERS
NOISELESS.
CUSHION TIRE.
Best and Most Complete in the Market. Write for Descriptive Circular and Prices.



MFRS.
Pumps, Hay Tools, Barn Door Hangers, &c. Largest and Best Line in the World



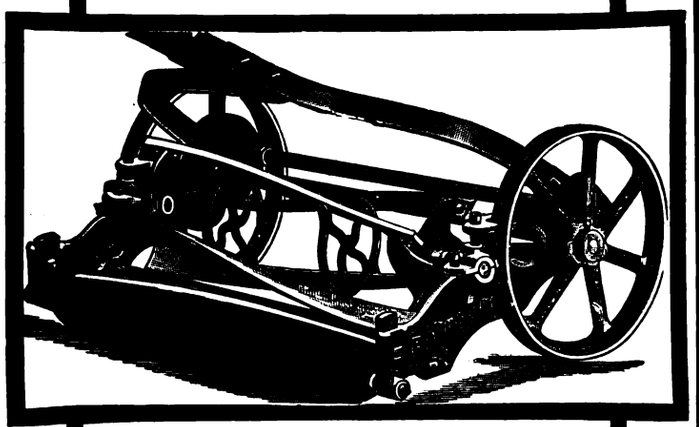
RIVETS and WIRE NAILS.



O. O. & E. P. TOWNSEND,
New Brighton, Penn.

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GENUINE
Philadelphia Lawn Mowers



STYLE E, HIGH WHEEL

A Point of Excellence

in this style is its solid frame: The Box cap to cylinder cutter and the cutter itself can be removed without disturbing frame.

Made of iron and steel. Has 4 blades, 10 inch wheel, 6½ inch cylinder train of 3 gears, double ratchet.

ANOTHER:

Philadelphias are the Mowers "with a go." They sell when other kinds fail to sell. They have the name for bestness.

Be convinced, get our catalog to-day.

Philadelphia Lawn Mower Co.
3101-09 Chestnut St., Philadelphia, Pa.

SUPERIORITY



L. & I. J. White Co.'s Edge Tools have been marketed for nearly three quarters of a century.

It requires, therefore, no second glance to determine their superiority over any others on the market.

Thousands of skilled mechanics use them to-day because their fathers used them before them.

If you are not handling White's Edge Tools—is not that a good reason why you should?

Get our catalog to-day.

The L. & I. J. White Co.
BUFFALO, N. Y., U. S. A.
BRANCHES—New York, N. Y. Chicago, Ill.

FILTER SEASON
1906
AT HAND

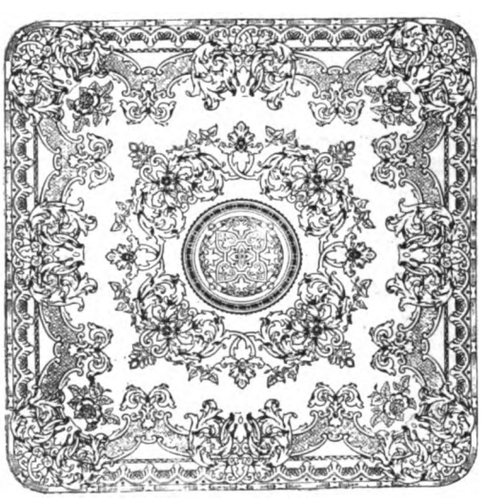
Advertising and Display Matter
Large Stock
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Quality Improved
Fully Guaranteed
Sanitary Stoneware of every Description

Established over 100 years
Fulper Pottery Co.
Flemington, N. J.

STOVE BOARDS



Zinc, Embossed. Paper Lined.
Tin Embossed or Crystalized,
Wood Lined or Paper Lined.

Manufactured by
Cooper & McKee,
113 to 121 Lorimer Street, Brooklyn, New York.

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There's Money In It

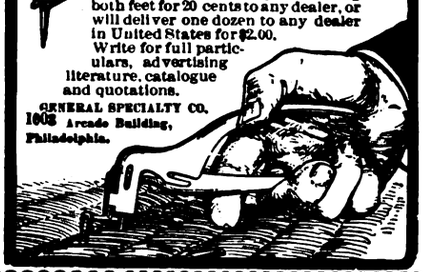
The dealer who handles the Bi-Ped Tack Puller is sure of a ready seller. There's a great demand everywhere for this most helpful household article. Anyone can see at a glance how useful it is. A slight pressure on the handle of the

Bi-Ped Tack Puller



will lift the tacks straight up out of the floor without destroying them. It has one foot for carpet and one foot for matting tacks. Made of finest grade of steel. Will not break nor get out of order. Retails for 25 cents. We will send sample including both feet for 20 cents to any dealer, or will deliver one dozen to any dealer in United States for $2.00. Write for full particulars, advertising literature, catalogue and quotations.

GENERAL SPECIALTY CO.
1008 Arcade Building,
Philadelphia.



THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Notary, Lodge and Corporation Seals,
Send for Catalogue. BRIDGEPORT, CONN.



FRYING-PAN CLOCKS

are most artistic timepieces, ornamental as well as useful. They come in two sizes—10 inches with raised brass figures and 6 inches with painted figures, and with one day, one day with alarm and eight day movements.

Also 60 Day, Calendar, Program, Electric and Synchronized clocks.

Send for catalogue No. 58b.

THE Prentiss Clock Improvement Co.
Dept. 58. 49 Dey Street. N. Y. City.

The "ORIGINAL JENNINGS" AUGERS and AUGER BITS
For Sale by all Hardware jobbers



Genuine have "RUSSELL JENNINGS" stamped in full on the Round of each Bit.

The Russell Jennings Mfg. Co., Deep River, Conn.

Custom Made
FLY SCREENS

Fine Goods. Reasonable Prices.
Good Profits to Dealers. No Investment.
Agency Outfit Free.
The A. J. Phillips Co., Fenton, Mich.
23 Years Experience. 3½ Acres Floors.

Just a trial—but a just trial—is all we ask. It will substantiate all we claim for

Mayhew Tools

We know of no better line of tools that can be handled at a good profit. Send for catalogue and prices.

H. H. MAYHEW CO. Shelburne Falls, Mass.

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writing to our advertisers please mention
HARDWARE

HAROLD McCALLA
IRON AND STEEL
Of Every Description
Plain and Galvanized Bars, Hoops, Bands, Angles, Channels, Tees, Etc.
Shipments from stock or mill.
619 North Front St., PHILADELPHIA

WRITE FOR DISCOUNT—INCLUDING DELIVERY

Sells "On Sight" and Stays Sold.



Show this Level together with the ordinary style, and note the result.

COOK'S PATENT LEVEL
Of all jobbers, or
Made of Wood, Iron and Aluminum Frames DAVIS & COOK CO., Watertown, N. Y



GET BUSY

That is the one secret of success in the Hardware trade.
The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 800 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill

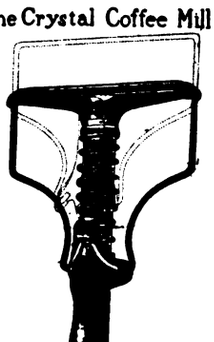
THE CRYSTAL COFFEE MILL with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.



The Jewel Coffee Mill

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.



The Gem Mop Head.

THE FAMOUS GEM is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

THE RIGHT SPACE SPICE CABINET is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.



Right Space Spice Cabinet

Write for Our Latest Catalog

ARCADE MANUFACTURING CO.

Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.

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Two of the World's Winners

The MAJESTIC WASHING MACHINE



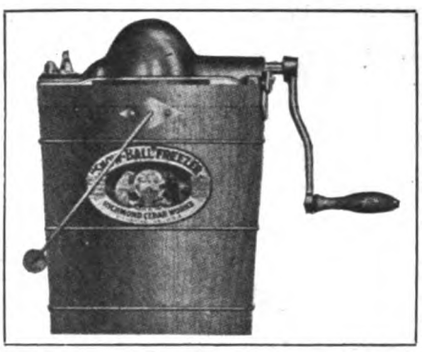
We Manufactured and Sold 41,400 MAJESTICS in 1905 beside many other makes.

Does that tell the story?

We will verify these figures if you wish us to.

It is the quickest seller and commands the biggest profit to you of any Washing Machine made. That is why you should sell it. The tub of the **Majestic** is made of selected **Virginia White Cedar,** and will stand the action of water a life time. It is bound with our celebrated **Electric-Welded Wire Hoops,** is steam-tight and easy to operate Two hundred thousand satisfied customers will testify to all we say.

The SNOW BALL FREEZER



AFTER telling you what we have done with the Majestic Washing Machine in seven years, it is easy to introduce to you the **Snow Ball Freezer.** It is as good a freezer as the Majestic is a Washing Machine. The Snow Ball tub is made also of **Virginia White Cedar,** is bound with electric-welded wire hoops which cannot fall off, and is specially varnished so as to make it attractive and easy to sell. The inside parts are heavily plated with pure block tin which makes it thoroughly hygienic. The outside castings are rust proof.

☞ **Whether you are JOBBER or DEALER write us to-day for particulars and prices which will surprise you.**

RICHMOND CEDAR WORKS,
Largest Manufacturers of Wooden Ware in the World,
RICHMOND, VIRGINIA.

"CLEANER"

Rug and Carpet Beater

made from

The Best Furniture Spring Steel



Beats everything: clothing, upholstered furniture, mattresses, robes, rugs, carpets.

Warranted not to break off at handle, nor to become loose or come off.

Beats all others as a profitable seller.

HOLT'S



Dover Egg Beater

beats eggs in 20 seconds—four times faster than the best hand whipper, lighter and stiffer.

***The* Flare Does It.**

Ours is one-third larger than others.

Four sizes.

Over 23 tons of 15 and 25c. sizes sold in England since July 1904.

Send for circular and prices.

Mention HARDWARE.

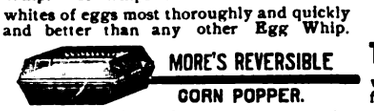
Holt-Lyon Company,
Tarrytown, N. Y.

CHAPMAN'S MONEY MAKERS



The Van Deusen Egg Whip is stamped from a solid piece of tin-plate.

It is stronger, therefore, than any other Egg Whip. It whips the whites of eggs most thoroughly and quickly and better than any other Egg Whip.

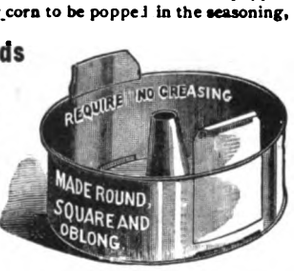


The Only Popper with two sides — one for corn to be popped dry, made of wire;—the other for corn to be popped in the seasoning, made of steel.

Van Deusen Cake Moulds

are made solid. Cannot get out of order nor leak butter because it has openings at the bottom, covered with slides, through which a knife is inserted to loosen the cake for removal.

The handiest and most durable cake mould made.





Superior Clothes Driers

are the most practical for drying clothes from window, balcony or veranda.

Put up as easily as a rope and much more get-at-able.

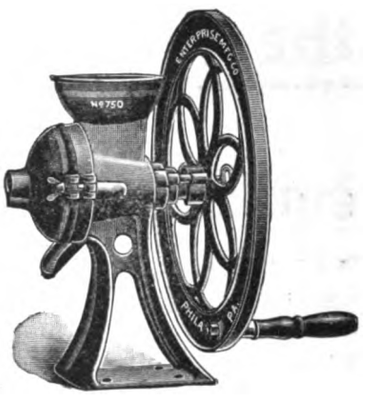
Get our catalog to see the best of our line and prices.

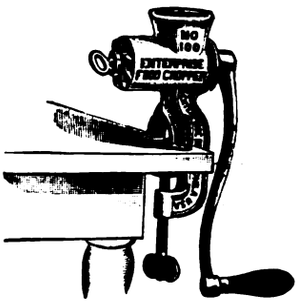
We Have A Special Offer For You

C. A. Chapman, Geneva, N. Y.

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A WORD IN TIME

Plan and prepare NOW to get *your share* of the big sales that are going to be made in the next few months of

"ENTERPRISE"

MEAT JUICE EXTRACTORS, BONE MILLS, FOOD CHOPPERS, AND THE WHOLE LINE

If you are short of advertising literature, electrotypes or catalogues, get in communication with our Advertising Department *today*.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

Back of every big ladder trade there's a cause--a reason for its success.

Push, salesmanship and advertising can move an undesirable stock of ladders—for a time, but a prosperous trade that grows each month larger and more profitable must be based on quality.

Strength, Stability, Lightness and Durability are the qualities that make

UDELL LADDERS

such satisfactory trade builders. There's not an advantage lacking in Udell Ladders to make them only "just as good as other kinds." They are the best.



Udell Ladders combine the best material with the most skilled workmanship and each one is backed by the "Udell" guarantee of satisfaction.

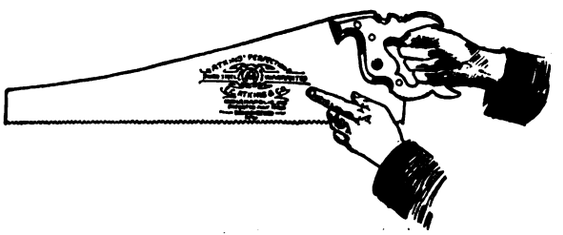
THE UDELL WORKS

Indianapolis, Ind.

Manufacturers of Woodenware for the Housefurnishing Dept.

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THIS IS THE SAW



that pays—It pays you to sell them—pays your customer to buy them THE SAW OF QUALITY—Made on honor. Every detail perfect.

ATKINS High Grade Silver Steel SAWS

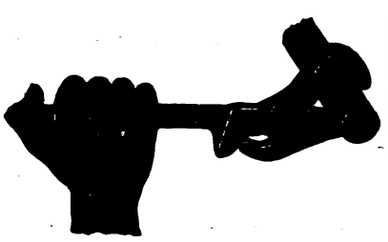
"Finest on Earth"—Send for 1906 Catalogue full of value from cover to cover.

E. C. ATKINS & CO., Inc., HOME OFFICE AND FACTORY **Indianapolis, U. S. A.**

BRANCHES: Atlanta, Chicago, Memphis, Minneapolis, New Orleans, New York City, Portland, San Francisco, Seattle and Toronto, Canada.

The Bullard
Automatic Wrench

The best combination Pipe, Monkey and Ratchet Wrench. Has no flaws, or faults. Strongest where other wrenches are weakest. Does quicker and better work than similar wrenches. Sells quicker, too.



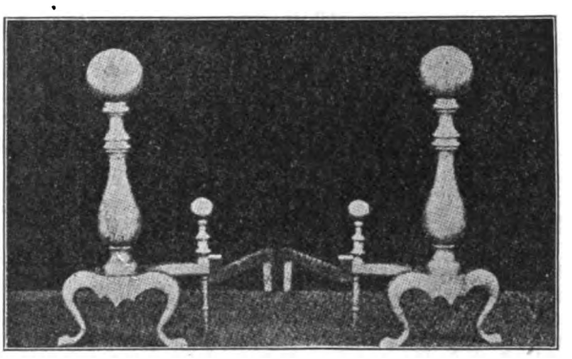
Handiest for all
Un-Get-At-Able Places
Get our "Wrench Book." It tells a convincing tale.

Bullard Automatic Wrench Co.
257 W. Exchange St., Providence, R. I.

Brass Andirons, Fire Sets, Feeders, etc.

To appreciate the completeness and variety of our goods you ought to have our catalogue, as well as our discounts.

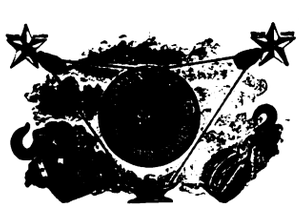
They are leaders in Quality and Price.



They are quick and profitable Sellers.

We reproduce old designs. Send for catalogue H. Mention HARDWARE.

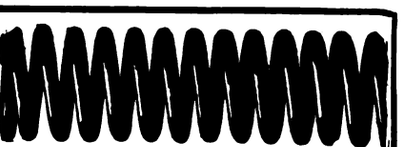
THE ROSTAND MANUFACTURING CO.,
MILFORD, CONN.



Tackle Blocks
for every purpose. 65 years' experience.
Boston & Lockport Block Co.
Boston, Mass.

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs**, either for extension or compression.
These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales





JOHN CHATILLON & SONS,
85 to 93 Cliff St. & No. 13 Jacob St.,
Established 1835, NEW YORK CITY.

If you're Looking for First Class UP-TO-DATE BARROWS

ORDER THE • • •

Champions, the World's Best.

All Kinds of Wood and Steel Barrows.

THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.



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The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . . .



Sash Chains

"Giant," "Red Metal"
Cable and Jack
Chains . .

Our Chains are being constantly *imitated in appearance*, but no one has succeeded in *equaling* them in *wearing qualities*. You will find them in use in the *finest buildings*. :-: :-: :-:



No. 40.

New York Agent: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agents: The Seidel Mfg. Co., Chemical Bldg.



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO
The Wilmot & Hobbs Mfg. Co.,
BRIDGEPORT, CONN.

CENTER PUNCH

No. 18-A



AUTOMATIC ADJUSTABLE - STROKE

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

By turning the cap the force of the stroke is adjusted, and light or heavy indentations may be made as desired.

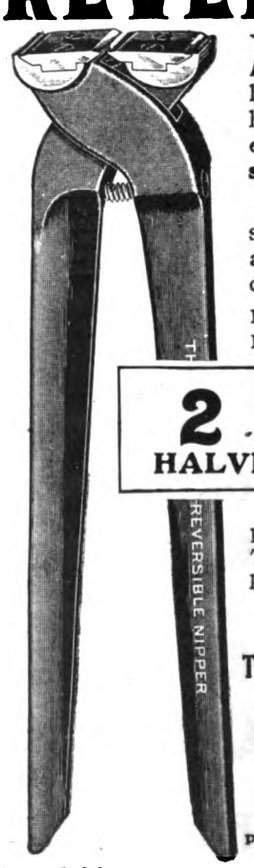
A handsome tool, simply and strongly made.

Send for Catalogue No. 17 T of Fine Mechanical Tools.

The L. S. Starrett Co.

Athol, Mass., U. S. A.

THE NETTLETON REVERSIBLE NIPPERS



have two jaws—each jaw has two fine cutting edges, each held in place by two screws.

The jaws are unusually strong, easily reversible, adjustable and interchangeable.

Five Sizes, 6-8-10-12-14 inches
For 1-16 1-8 3-16 1-4 5-16 wires

2 TOOLS IN 1
HALVING THE COST

If its dollars you're after handle the Nettleton Nippers. They sell quickly and at a good profit to you.

Send for sample and prices.

THE NETTLETON MFG. CO.

Office and Salesroom
157 CHAMBERS ST.,
NEW YORK

Factory: Middletown, Conn.
Address all correspondence pertaining to sales to N. Y. Office

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HARDWARE

GOULDS MFG. CO.'S NEW CATALOGUE.

GOULDS MFG. CO., Seneca Falls, N. Y., issue a handsome catalogue in white and gold of their line of Goulds Pumps for fire service. Illustrations are given of the High Pressure Fire Protection Plant installed at Dreamland, Coney Island, New York, which includes the Goulds Triplex Double-Acting Piston Pumps, Nash Gas Engines, Goulds Underwriters' Triplex Fire Pumps and Electric Rotary Fire Pumps. Various views of Dreamland are given, showing the Fire Pumps in active service, and making this a very interesting pamphlet.

THE NEW UNIVERSAL SQUARE.

The Duby & Shinn Manufacturing Co., Inc., of New York City, have had so many cases of misunderstanding among the dealers who have filled orders with the common squares in place of the "New Universal," because of the fact of the "New Universal" being numbered 1, 2, and 3, and on account of these being similar numbers to those on the common squares, that they are compelled to adopt new numbering, and herewith announce to the trade that henceforth their squares will be numbered as follows, viz.: The six inch, Size No. 6; The ten inch, Size No. 10; The thirteen inch, Size No. 13.

SECURING CHEAPER ALCOHOL FOR INDUSTRIAL PURPOSES.

We have received the report of hearing on the subject of untaxed denaturized alcohol before the Committee on Ways and Means at Washington, D. C., on February 7-9th, at which representatives of the manufacturers, farmers and workers testified as to the advantages which would result from the removal of the internal revenue tax from alcohol made unfit for beverage purposes.

The statements submitted by Professor Elihu Thomson of the General Electric Company, Mr. Leonard Goebbels of the Otto Gas Engine Company, and Mr. James G. Warnes of the International Harvester Company, as to the value of alcohol as a motor fuel, were of special interest to the members of the Committee, as they showed that with the tax removed alcohol could be substituted for gasoline in the internal combustion farm engines which are coming into such general use, thus lessening the steadily increasing demand for gasoline which has operated to advance the cost of that material in recent years.

Testimony was also submitted showing that untaxed alcohol could be used for lighting, heating, cooking and other purposes, for which large quantities of gasoline are now consumed. The substitution of alcohol for these purposes would leave just so much more gasoline for motor vehicle use, and would prevent a still further advance in its cost, due to a diminishing supply in proportion to an increasing demand.

From a recent cable dispatch from London, published in the *New York Herald*, that the five hundred motor omnibuses which will shortly be in use in that city, will alone consume three million gallons a year, there may be some question as to the availability of alcohol as fuel for automobiles, but its substitution for gasoline for purposes that now consume millions of gallons of this, would have the displaced supply for consumption by motor vehicles.

GARLAND NUT & RIVET COMPANY.

The Garland Nut & Rivet Company, Pittsburgh, intends to make some large additions to its works at West Pittsburgh, Pa. A new building will be erected of brick construction 62 by 160 feet and two stories high, which will increase the floor space available for manufacturing to 66,000 square feet. This extension to its plant is made necessary by the largely increased business the company is receiving for its new lines of small Machine, Carriage and Tap Bolts. Other products manufactured by the company are Small Rivets, Cold Punched and Semi-finished Nuts and Galvanized Pump Chain.

GERMAN SILVER.

One of the oddities of our nomenclature is that the combination of metals known as German silver contains no silver in its composition, and is of Chinese and not of German origin, says the *American Machinist*. It was first introduced into Europe by the Germans, and for some time it was not generally known that they had simply borrowed it from the Chinese.

THE J. D. WARREN MFG. CO.'S NEW HOME.

The J. D. Warren Manufacturing Co. have purchased the large plant of the Ellington Manufacturing Co., at Quincy, Ill., for the extension of its business. Equipment is now being removed from the old plant at Quincy into the new works and new machinery added which will make the plant modern in every way. The Ellington plant is of itself handsomely built, and the main buildings are over 400 feet in length. But it is the Ellington no longer, and is now the Warren plant, costing in its modern construction $110,000. The new factory has, in round numbers, 100,000 square feet of floor space or just about four times the capacity of Mr. Warren's present factory. It is remarkable, too, how little work will be necessary to convert into a model wood-working factory a modern iron-working plant, and we are told that the peculiar fitness of the Ellington plant to Mr. Warren's needs had much to do with his ultimate decision to make the purchase. His business had grown to such tremendous proportions that larger manufacturing capacity was imperative, because his old factory has long since been inadequate to meet the demands for his up-to-date shelving, and cabinet work for modern Hardware stores. The show rooms of the J. D. Warren Manufacturing Co. are in the Masonic Building, Chicago. The company manufacture a complete line of Cabinets, Shelving and other furnishings for Hardware stores.

LEGAL CORRESPONDENCE

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

STATUTE OF LIMITATIONS—EFFECT OF ACKNOWLEDGMENT.

QUESTION: Seven years after a note was due one of the endorsers wrote to me as follows: "Several years ago when the blank company went into insolvency, you held a partially paid note of the company endorsed by me. I am not yet able to take up the note and have no definite prospect of being able to do so for a long time to come; but if you are disposed to name a small sum that you will take for the note I shall be glad if I can do so in justice to other interests to buy it." Is this an acknowledgment of the note that will enable me to sue upon it?

REPLY: It is well settled that even though the Statute of Limitations has run against a debt or claim, a new acknowledgment in writing signed by the party to be charged, will remove the bar of the statute and enable the creditor to sue upon the claim. But in order to have this effect, the acknowledgment must recognize an existing debt and contain nothing inconsistent with an intention on the part of the debtor to pay. In other words, it must be an unqualified admission of a present debt, which the debtor is liable and willing to pay. We think this acknowledgment is plainly insufficient. So far from containing a promise to pay, the debtor expressly says that he has no prospect of being able to take up the note. The acknowledgment is plainly inconsistent with a promise to pay.

USURY—LOAN BY PRIVATE BANKER.

QUESTION: A private banker doing business in the State of New York lends money at seven per cent. interest. The interest has been paid. Can the borrower refuse to pay the principal on the ground that the loan was usurious?

REPLY: Not in the State of New York. The general rule in this State is that a usurious transaction is void altogether and the lender can neither recover interest nor principal, if he has agreed to take more than the legal rate of interest. The statute recognizes an exception to this rule, however, in cases of State banks or private or individual bankers. These are put on the same footing as national banks under the federal laws. A loan by them at usurious interest does not forfeit the principal, but the bank can still recover the principal loaned. No interest, however, can be recovered, and if the borrower has already paid more than the legal rate, he can recover twice the amount that he has paid in a suit against the bank or banker.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2 50

CHICAGO - - - - - 1164 Monadnock Block
C. H. Greene, Representative

DETROIT, - - - - - 61 West Congress St.
G. T. Newkirk, Representative

L. E. MACINTYRE, - - - President.
A. P. MITCHELL, - - - - - Secretary and Treasurer

HENRY HOPKINS, - - - Editor.
J. W. PENTZ, - - - - - Advertising Manager.

MARCH 25, 1906

Editorial Trade Review

The few days of wintry weather we are having in this changeable month of March, if they do nothing else, they exert an influence on the orders which have been going forward regularly and in large volume. Having a halting influence, be it ever so little, it will have the effect of giving the manufacturers a breathing spell of limited duration, and enable them to catch up a little so that they can fill some of the more insistent demands that are daily made on orders previously bestowed upon them. The manufacturers would not be embarrased by a lull in the vigor of ordering goods. Orders have been received in such volume that they could almost welcome a month's dullness, enabling them to get some Spring goods ahead, on which they have been hard pressed to deliver within a reasonable limit of specified dating. The demands upon the jobbers' stocks have been so full and frequent by the retailers that they have been depleted to such an extent they themselves find their supplementary orders are in no condition to be filled in the hurry they endeavor to insist upon, interfering with anything like a prompt delivery.

Every Spring and previous to the season's anxiety, it has been customary to find too much delay in shipments, which seems to get worse with each succeeding year. Special orders to be shipped direct from the factory to customers of the jobber seem to be the great cause of the delay. Each with all the increased facilities for manufacturing they have inaugurated, factories cannot ship all they make on an arbitrary date. They have necessarily got to average the delivery of their output. This affects shipments of wire cloth and wire netting very largely. This matter is referred to more at length in our Philadelphia trade letter.

The building season opening much earlier than usual, the dealers are endeavoring to hurry forward all the goods they need to replenish their diverse stocks. They wish this season especially to be thoroughly equipped for business so as to lose no item of trade they anticipate getting, and so throttle the trade of catalogue houses; as they will be able to deliver at once, while their hustling competitors will have the usual delays to contend with, which will make deliveries uncertain and indefinite.

Axes are in great demand at the new prices, which are quite low by comparison with prevailing quotations of the immediate past, which have been so high that the dealers have sold out their stocks to the lowest limit, and the demand to-day is of a character to brace up the market effectually, and will probably show record sales as a result.

There is but little of a speculative feeling behind most of the orders. They are intended to supply but the wants of a few months of regular goods. There seems to be a fear that beyond that time, which even the condition of the axe market engenders, on account of increasing production, if the manufacturers should get a set-back on account of crop failures, all goods would be relatively lower in price.

The entire trade is knuckling down to pay every attention to the strenuous demand that exists to complete the stocks of the retailers, and open up the season thoroughly in harmony with the desires of the trade as planned and purposed.

There is every probability that in the Southern trade March will prove to be the banner month for many years, as all the Spring and Summer goods called for by the dealer are in such increased quantities as were never before realized, especially in steel goods and the various garden tools of the trade. As the planters have been largely investing in the implements which possess so much of an interest to them, it is supposed the new crop of cotton will show an increased acreage of that important staple.

The home industries are in such excellent condition that the export trade, it would seem, would be left to take care of itself as usual; but the care with which markets are studied and the spread of our commerce in the Hardware line is carefully manipulated; there is no let up even under existing conditions that would cause the tendency to sag, but it is followed up, and every advantage taken where possible to foster a trade with territory that promises a profit in the future.

HOW A WOMAN LIKES TO BE TREATED.

The average woman likes to be met on plain business principles. Politeness she expects; but the clerk who bows excessively, who alternates his words with "Ma'am" used expletively, gains nothing unless it be her amusement or contempt. While flattery as a skilfully concealed adulterant may be received with no special disfavor, the crude article is speedily rejected.

Does she prefer a woman clerk? Ordinarily, no; especially not for articles with which she herself is not thoroughly familiar, hence dependent partly on the advice of her dealer. Not that she distrusts her sex, but that she has more faith in the masculine knowledge of things outside of her sphere.

She likes to feel that she is treated as her husband would be—the same goods, the same prices, and no affectation.

DEATH OF WARREN JORDAN.

Warren Jordan, a well-known citizen of Peekskill, N. Y., died at his home, No. 950 Paulding Street, from bronchial trouble on March 9th. Mr. Jordan was born on April 24, 1833, at Croton. At an early age he went to Peekskill and learned the trade of iron moulder. He saved a little money, and engaged in the stove and Hardware business in Main Street. He was the oldest Hardware merchant in the village, and had made a competence. He lived in one of the finest homes in the city. He was a trustee of the village for sixteen years, and for the last few years a water commissioner. He was a member of Peekskill Lodge No 714, B. P. O. Elks; a trustee and vice-president of the Peekskill Savings Bank, and a member of the board of trustees of the Peekskill Military Academy, and trustee of St. Paul's Church, of which he had been a member nearly a half century. He married Ann E. Royce May 9, 1870. She and three children, Warren S., Edmund and Grace, a brother, Cyrus A. Jordan, of Jamaica, L. I., and a sister, Miss Hannah Jordan, of Peekskill, survive him.

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RUMINATIONS OF A COUNTRY HARDWARE MERCHANT.

The Addition of Some of the Newer Ideas to the Successful Methods of Former Days.

The cheery Illinois Hardware dealer greeted me with a smile and pointed to a chair as I asked "What's new."

"There's nothing particularly new," said he. "I'm not specially one of those new fellows. My brother Sam, that's in the grocery business, thinks I'm a kind of back number, though he has to admit that I have got together more money than he can begin to produce. Now Sam is great for progress and for new things. He is an easy mark for the man who wants to put in some new labor-saving machine that will give his clerks more time to loaf, for he will never fire a man, nor make any tremendous shove for business. Consequently every new thing he has adopted is pretty near a dead loss to him. Why he's running one more wagon now than he needs to and is paying for the stabling, care and keep of his horses and wagons instead of having his own hands to do the work themselves.

"Speaking of new methods, the factories help us out a bit and keep us up to snuff by the rounds of their demonstrators who cook on gasoline ranges and all kinds of ranges. That sort o' livens up things and keeps the people interested. Curious how my place has come to be headquarters for the farmers. They simply can't help coming here. They've been doing it for years and their boys are following them. It's not that I spend so much time on the farmers. I just give 'em an observation or a jolly as I go about my work. They know I give them a square deal and a straight opinion on any proposition, no matter if it's a few cents against me. They have got into the habit of bringing stuff in from the country. Just for the fun of things, a few years ago I started a little rivalry between two fellows who thought they were the beginning and end of knowledge on raising corn. Sanders brought in an ear one day, which I duly labeled "Sanders' best ear; who can beat it?" and put it on the shelf in plain sight. You ought to have seen that shelf two weeks after. Well, since that time I have been kind of unconsciously running a young county fair. It's getting to be a nuisance, but what's the use of shutting it off. I just draw the line on pumpkins, for I haven't room.

"The building boom is on now, and between you and me that's where the money is. It didn't look so one time. The builders went running around to everybody getting estimates on all the builders' Hardware for every small job. Of course, I was in strong for the business with the rest and we got profits shaved so closely that there was nothing in it. Then I called off. Whether the others did or not I don't know. I quit following up this trade so strongly and began to quote them a fair profit and put it up to them without any urging for the business. There were the goods. There was the quality. I quoted the exact prices I paid for them. I left myself a fair, decent profit, and I began to capture the trade on the new basis, largely by talking quality. We Hardwaremen don't do enough of that. It is much more profitable than this everlasting harping on price."

"How about housefurnishing goods?" I asked the grizzled though kindly Hardware veteran. "Don't you have any schemes for getting the women and selling a lot of that stuff, or is the store so filled with the bosh of farmers and overalls of the carpenters that there's no room for the women?"

"Don't think that I haven't gone all over that," he replied, "I never go to Chicago without going down into the housefurnishing basements of the department stores to see what is going on. Honestly, candidly, they are offering many an article at retail as low as I can buy it for or lower. Seconds, do you say? Yes, but don't they take especial pains to explain that to customers? The articles give some kind of service, and so the trade wages on. It has given me cold feet to an extent on going in strongly for many kinds of housefurnishing goods and kitchen utensils. But we give some of them a show, though we do not specialize on them. A fellow came along one day with a simple little thing with a rubber on the end cut off squarely at the bottom just below where it joined the little iron handle. It was intended to shove off every vestige of food that stuck to a plate. I didn't think very much of it, but the man was persistent. I bought two dozen and stuck one, with the price mark, on top of my cutlery case where people could see it. Well say, the two dozen lasted just two days and then I ordered some more—six dozen I think. You never can tell how these things will take. Woman is a complex institution, and it takes more than my own X rays to get into her brain. But the women came after these things and they are going pretty well yet. I don't want to get too full of novelties, but when the top of that cutlery case is not too crowded I always take on a few of anything that looks good and put it up there. I dont place a big order for a novelty at first. I stand just as good a chance of being stuck as of selling it. You must try it on the women first.

"Now go back to 'new methods', I suppose some people think I'm an old fogy not to put in more up-to-date labor-saving appliances. Of course, I've got a cash register and the absolutely necessary things. But did you ever think that a man can make things too easy for the boys in the store? When things come to the pass that the force I have have trouble in waiting on customers and I am losing trade thereby, I'll spend money along this line. But the people here have plenty of time and are not running a 2:40 gait."

"Well," said I, "if you persist in calling yourself an old fogy, I suppose you don't warm up real strong to advertising."

Here he gave me a funny look, as he said, "You're about right. I never made any money out of advertising that I can trace, and I do very little of it except at special times and then as much to keep solid with the editor, through the advertising solicitor. There's a close connection, you know."

"But what did you have in the ads.—simply a business card?" I asked.

"Something like that," was the reply. Sometimes there might have been a cut of a range."

"What's the matter with printing that big list of users of the ——— range that's hanging on your wall, and growing from month to month?"

"I never thought of it. Most people have seen it."

"Didn't you ever try to close out some stock that you are tired of through cuts in prices and special advertising?"

"No, for I have but little accumulation of dead stock, as I buy very carefully and keep my stock by a special system of my own."

This closed the interview, and it represents the state of mind of this dealer as nearly as pen can do it. It is not far from the view of the average dealer throughout the country. The man whom we quote is a successful merchant who has adopted his methods to the town in which he lives, and is ranked with the solid men of the place.

The new century, however, has ushered in a new era in which new ideas are being grafted on to the sturdy, common sense principles by which he has won success. No Hardware dealer is getting the most out of his business who has not divided his stock into departments with more or less definiteness and is not pushing the sales of each department as strongly as possible. If he is not doing this, some department store housefurnishing department, some bracket or novelty in a ten-cent store will be carving off slices of his trade in some way or another. The margins are getting closer in the business, and the yearly profits can only be maintained by increasing the volume of sales. Of course advertising, persistently and systematically, must be done to aid in accomplishing these results. And this advertising need not cost a great deal of money. If a dealer contracts for a five or six inch one-column space for a year and changes the ad. every issue, be the paper a weekly, semi-weekly, or daily, the results will be prodigious in the course of a year. The turn of the season, the new goods, the visit of the demonstrator, the special sales of old stock, and many other matters will furnish texts for the man with alert brain to keep the public mind alive to the fact that there is something always doing at the store that advertises in this way. A Philadelphia Hardware house has used this plan for a year or two and proves the fact that a six inch space can be used daily—and changed each day—with profitable results. In this store the show windows are dressed to largely conform to the ad.

Of course, with a system of this kind, the windows and the clerks must back up the ads, or the effect is lost. An indifferent clerk will freeze any customer whom the ad. has brought to the store. He will turn away visitors and nullify the best work of any advertisement writer. The chain must be complete—advertisement window, clerk—and last, but not least, the goods, which are the foundation of the best appeal for trade. To keep this chain complete and every link strong the dealer must be free enough from detail to carefully supervise the whole.

The reader of the above who is located in the country may make the mental comment that advertising is all right for the man in a larger place, but questionable for him. But here is a case which shows that this is not so with the right kind of advertising. We refer to the work of Tobey & Smith, Hardware dealers, of Sherburne, N. Y., a village of perhaps a thousand inhabitants. They have twelve inch deep, double-column space, though half this space, with neat border, would do as well. But space in a country weekly is cheap and they want the display. Here is the gist of one ad. The lines in small capitals were displayed several times in large type:

"JUST A WORD. Time was when people thought of a Hardware store as a musty, fusty old place where nobody's ambition rose above a nail keg and was not expected to. So there was a deal or tradition—not to say prejudice—to overcome when we started

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out to make this the Bargain Store of the town. Yet probably there will be sundry nice old ladies and gentlemen—bless 'em—who wag their heads solemnly and keep on measuring us by the shingle nail and carpet tack standard. Such let us take on a 'believing' voyage while the store is at its bargain best. CONTINUOUS SALE NOW ON.

"Steel Kitchen Knives	.04
Butcher Knives, 6 inch blade	.10
Hand Saws, with large brass screws, 16 inch	.21
Hand Saws, 18 inch	.23
Hand Saws, 26 inch	.48
Blanket Pins, 3 inch	.02
Mrs. Pott's sad irons, 3 in set, polished	.72
Tinned Mixing Spoons, 10 inch	.02
Long handle round point shovels	.33
Long and short handle square point shovels to arrive soon at same price	.33

"A few items only. Watch our ad. for new Hardware and tinware list. Don't be misled by others. Remember we sell at a profit, but, 'we have got the goods and have got the prices.'

In another advertisement the citizens of Sherburne are exhorted to "Look in our show window and see the barrel of flour baked into loaves of bread with less than a hod of coal used as fuel, by the ————range."

Before Christmas "NICKEL PLATED GOODS FOR CHRISTMAS" were exploited—chafing dishes, pudding pans, tea kettles, tea and coffee pots, pocket knives, razors, scissors, shears, fully guaranteed butcher knives, skates and sleds. The "Savory Roasters" came in for attention thus:

"If you knew what the Savory roaster can do with a tough piece of beef, if you knew that a six year old turkey will come out of a Savory roaster as tender and delicate as a Spring chicken, we are sure you would have one of these roaster within 24 hours." Who could resist talk like this—especially a man or woman who needed a roaster.

Here is a concern in a village of 1000 doing some very lively advertising for a place of that size. A dealer in a large place should be very shy of stating that he doesn't believe in the increased trade he can secure by the use of live, well-worded advertising. The Hardware business, as well as any other, is what you make it.

SOUTHERN HARDWARE JOBBERS' ASSOCIATION.

The following letter from Secretary-Treasurer Carter has been sent recently to the members:

KNOXVILLE, TENN., March 8th, 1906.

To the Members of the Southern Hardware Jobbers' Association.

Gentlemen:

EXECUTIVE COMMITTEE MEETING.

There will be a meeting of the Executive Committee of our Association at the Fort Pitt Hotel, Pittsburgh, Pa., on the 27th and 28th inst.

The reason for the selection of Pittsburgh for the meeting was to confer with the Executive Committee of the American Hardware Manufacturers' Association, as a meeting of the officials of that Association will be held at the same time and place. Inasmuch as the convention of the American Hardware Manufacturers' Association will be held jointly with our own Association at Hot Springs, Va., on the 12th-15th of June, it necessitates very close co-operation between the two associations to bring about the best results, ont only in connection with the happy consummation of plans as to the details of the convention but also to consider ways and means whereby the mutuality of interest between the manufacturers and jobbers may be more closely conserved.

The unanimous approval of both manufacturers and jobbers in the decision to meet again at Hot Springs, and the promise of many to meet with us this year who did not come last June, enables us to state positively that the convention this year will be much larger, more attractive, of greater interest and far more profitable. Of course everybody who went last year will be on hand this time. However, to secure the best results, we must have the active assistance of our individual members and looking towards this end, we ask that you "put on your thinking cap" and study up subjects and plans for discussion both at our Committee meeting and also at the Convention. If you are confronted with conditions which are not wholly satisfactory and if there is any likelihood or any possibility of correcting the same, we hope you will communicate with us. It is very necessary for the individual members to keep in close touch with the work and to offer suggestions from time to time. Utilize the Association at every possible opportunity. On account of our conferences with the manufacturers and the very close relationship existing, opportunities were never better to bring about improved conditions.

Yours very truly,

C. B. CARTER,
Secretary-Treasurer.

PENNSYLVANIA WHOLESALE HARDWARE AND SUPPLY ASSOCIATION.

The Pennsylvania Wholesale Hardware and Supply Association held its annual convention at the Hotel Astor, New York City, on the 7th and 8th inst. The meeting was the best attended in the history of the association. Two firms were added to the membership. The meeting was called to order by President H. L. Raub of Lancaster, Pa., after which officers were elected for the ensuing year, as follows:

PRESIDENT, A. W. Lewis, Phelps, Lewis & Bennett Company, Wilkes-Barre, Pa.
FIRST VICE-PRESIDENT, A. B. Stein, Stichter Hardware Company, Reading, Pa.
SECOND VICE-PRESIDENT, Geo. Small, P. A. & S. Small, Cork, Pa.
SECRETARY, John Waeldin, Canton, Pa.
TREASURER, Geo. D. Krause, Geo. Krause Hardware Company Lebanon, Pa.

EXECUTIVE COMMITTEE.

W. H. Conyngham, chairman, Pennsylvania Supply Company, Wilkes-Barre, Pa.
F. W. Bleckley, Hazelton Machinery & Supply Company, Hazleton, Pa.
W. E. Bittenbender, Bittenbender & Co., Scranton, Pa.
J. N. Kline, Kline & Co., Williamsport, Pa.
John H. Obold, John H. Obold & Co., Reading, Pa.

Interesting and valuable papers were read by R. M. Reilly of Reilly Bros. & Raub, Lancaster, on "The Civilizing Influence of Trade;" by J. N. Kline of Kline & Co., Williamsport, on "Parcels Post," and by F. A. Phelps of Phelps, Lewis & Bennett, Wilkes-Barre. Addresses were also made by T. James Fernley, secretary-treasurer of the National Hardware Association, on "Association Work," and by R. R. Williams, Hardware editor of *The Iron Age*, on "The Golden Rule in Business."

A RATHER UNIQUE ENTERTAINMENT.

The Stowell Manufacturing Co., South Milwaukee, Wis., having just completed a large brick addition to the machine shop, before placing the machinery decided to give a Glee Club Concert in it for the benefit of the employes. The Lyric Club of Milwaukee, well known throughout that section of the country for their splendid entertainments, was engaged, as the company did not consider anything too good for this occasion, and the programme of the entertainment was as follows:

PART 1.

DANIEL PROTHEROE, Conductor
CHAS. M. LURVEY, Accompanist
MISS EDITH WEIL, Reciter

1	Soldier's Chorus THE CLUB	*Gounod*
2	The Drowsy Nook MR. ROBERTS *and* THE CLUB	*Storch*
3	(a)—Molly (b)—The Water Million MISS EDITH WEIL	*Anita M. Kellog* *Anny*
4	(a)—Sandman's Song (b)—Laughing Song THE CLUB	*Protheroe* *Abt*
5	Good Night, Little Girl, Good Night MR. HAASE *and* THE CLUB	*Macy*
6	Estudiantina THE CLUB	*Lacome*

PART 2

1	In Vocal Combat THE CLUB	*Buck*
2	A Tragic Tale (Pigtail) G. ARTHUR DANIELS	*Slater*
3	(a)—Calm is the Lake (b)—A Summer Lullaby THE CLUB	*Pfeil* *Gibson*
4	(a)—Jim's Defense (b)—Among the Heather MISS EDITH WEIL	*Anny*
5	Popular Melodies HABHEGGER, RIEDEBURG, OWEN *and* GARRETT.	
6	Sword of Ferrara THE CLUB	*Bullard*

A temporary platform was erected in one end of the new building, and seats arranged in the body of the building. Tickets were issued to all of their employes and their families, and there were nearly a thousand in attendance. All seemed to appreciate the fact that the company were attempting to show their good will, and expressed themselves quite freely in commendation of their action. Being ardently interested in this feature of welfare work, this is the second entertainment of this nature that they have given to their employes, and they expect to make it a permanent event.

✤

Wit loses its respect with the good when seen in company with malice; and to smile at the jest which plants a thorn in another's breast is to become a principal in the mischief.—SHERIDAN.

✤

There is what is called the highway to posts and honors, and there is a cross and by-way, which is much the shortest.—BRUYERE.

✤

Mankind have a great aversion to intellectual labor; but even supposing knowledge to be easily obtainable, more people would be content to be ignorant than would take even a little trouble to acquire it.—*Johnson.*

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PROFIT MAKING LINES

THE ROSE WATER COOLER.

"War has slain its thousands—but disease its tens of thousands." How true this is on endemic and zymotic diseases! If any particular disease has had a hand in this slaughter, it has been malaria and typhoid fever. Few, if any countries, on the face of the globe have not been visited by these scourges, and to-day what locality is free from them?

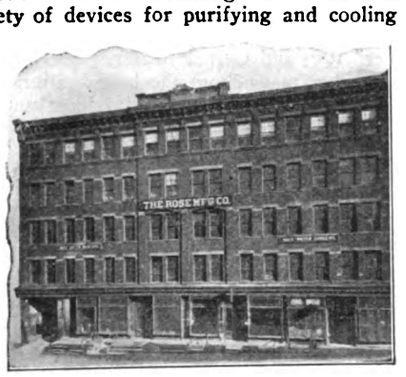
Hygiene and sanitation have certainly made tremendous strides within the past ten years, and municipal governments throughout the land have established expensive filtration plants to stamp out



THE ROSE WATER COOLER.

these "ills that flesh is heir to," but have not quite succeeded, for it seems as though in certain quarters malaria and typhoid fever germs are as alive as ever.

As soon as the presence of these germs was discovered, years ago, in drinking water by medical science, almost everywhere preventive measures were taken to exterminate once for all these enemies to public health. Drinking water was boiled or sterilized; a variety of devices for purifying and cooling water were



made and sold, and today their name is legion. The water vending business, too, sprang into existence, and is today in a most



flourishing condition just because the necessity for clean and pure drinking water is universal.

It is this universal need for clean and cool drinking water in every hamlet, town and city which makes the handling of Rose Water Coolers a most profitable line for Hardware dealers in



every part of the country. The Rose Water Cooler was originated by A. N. Rose, president and manager of the Rose Mfg.



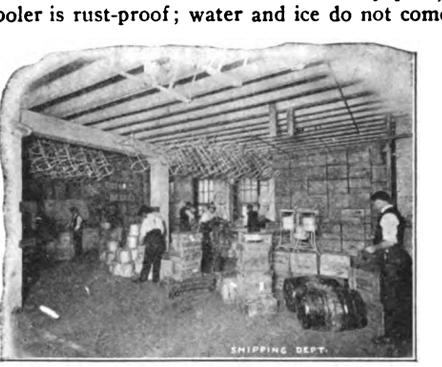
Co., 505-513.W. Fiftieth street, New York City, and patented by him December 9, 1902. The Rose Water Cooler stands in a class by itself, because:

First, It maintains an even temperature of the water which does



not become "ice water," the bane to the digestion and health of so many people. Hygienically it is perfect.

Secondly, The water it cools is made absolutely pure, because the entire cooler is rust-proof; water and ice do not come in con-



tact with each other; every part is cleanable. There are no coil pipes, crevices nor inaccessible parts to collect dirt or slime.

Thirdly, The water container is made of antiseptic and filtering earthenware, faced with white porcelain and may be quickly removed by simply unscrewing the faucet. For this operation no

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tools are required. The container being porous, except for the thin glazed coating, offers no resistance to the cooling contact.

Fourthly, The accompanying cross-section of the Rose Water Cooler shows the space between the double walls to be tightly packed and thoroughly insulated, which permits of a saving of at least 50 per cent. in ice. This saving alone more than pays the cost of a cooler in a single season.

The Rose Water Cooler has other advantages. In construction it is simplicity itself. All the manufacturer claims for it is amply substantiated by the phenomenal increase in the sale of certain sizes for 1906, which is four times larger than during 1905. Rose Water Coolers are not only claimed to be better than other coolers, but are sold at a lower price than others, because all raw material necessary for its construction is bought in large quantities from the mills. Again, rigid economy is exercised in the various departments of this new and rapidly growing industry.

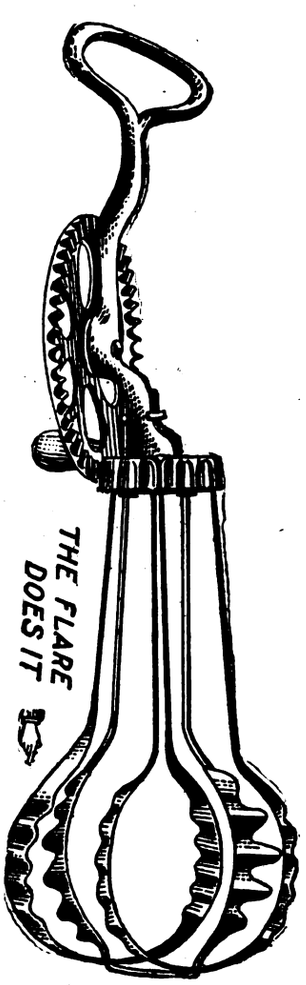
The advantages above enumerated make the Rose Water Cooler an excellent seller, not only for family use but also for those engaged in the water-vending business. The Rose Water Cooler is best for offices, hotels, boarding houses, etc. They are built to withstand hard usage.

The marked advance shown in the manufacture of the Rose Water Coolers and their superiority in every detail is chiefly due to A. N. Rose, whose untiring efforts have been crowned with complete success. The accompanying cuts show the plant and its various departments. Further particulars about prices, discounts and catalogue may be had by addressing the company at Nos. 505-513 W. Fiftieth street.

THE HOLT-LYON CO.'S SPECIALTIES.

Holt-Lyon Co., Tarrytown-on-Hudson, N. Y., are the manufacturers of Holt's Patent Egg Beaters, Lyon Egg Beaters and Cream Whips, "Cleaner" Rug and Carpet Beaters and Holt's Self-Adjustable Flue Stops.

Holt's Patent Egg Beaters and Cream whips come in 10, 15, 20 and 25 cent sizes and their manufacturers claim them to be the

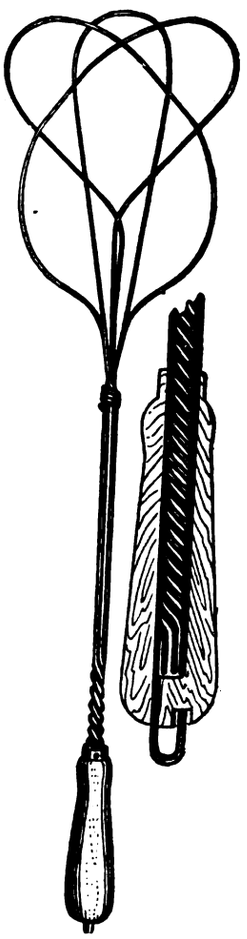


HOLT'S PATENT EGG BEATER.

best Egg Beaters made. This is substantiated in part by their sales.

In six months from July 1, 1904, they sold over 23 tons of their Nos. A and B sizes, 15 and 25-cent Beaters, to wholesale dealers in London and Birmingham, England. In this country the sale of their goods has been phenomenal as last year they sold over $26,000 worth of these goods.

The No. A size is larger and better made than any 10-cent Dover. The Dashers are harder, thicker and flared. It is this "Flare" that makes it possible for anyone to beat eggs with the Holt Beater in twenty seconds, and to whip cream fine in two minutes.



IMPROVED CARPET BEATER.

Holt's new 10 and 15-cent Beaters have the flared dashers, Nos. 5 and 7 have half longer cogs in gears and longer cogs in pinions, and will outlast any two other Egg Beaters made.

The "Cleaner" Rug and Carpet Beater, made by this company, is very elastic, being made from the best furniture spring steel. It has more weight and is far more durable than Rattan Beaters. The "Cleaner" is used all the year round on rugs, furniture, clothing and carpets. It will beat them with half the usual labor because its beater "head" is made six wires wide, closely braided. Four wires, extending from beater nearly through handle, and twisted 1½ inches out of the handle, greatly stiffen it there, so that it does not break off at the handle. Moreover, one wire is driven through, bent and driven back into handle so it will not come off or turn around.

The Holt-Lyon Co. is giving their Egg and Carpet Beaters wide publicity and, judging from the wide sale these goods are enjoying, there is profit for the aggressive Hardware merchant in handling them.

DEATH OF EDWIN BINDLEY.

Edwin Bindley, a widely known manufacturer and business man of Pittsburgh, died of pneumonia at his home in that city on Saturday, March 10th, after an illness of only one week. Mr. Bindley was born in the First ward of Pittsburgh on March 10, 1842. In the late '70's he became associated with his brother, John Bindley, in the Bindley Hardware Co., and has been its vice-president since its incorporation in 1890. While not having an active part in the conduct of the business, yet his personality has always been a factor in the company, and his sunny disposition has cheered those around him. It is noteworthy to refer here to the warm affection that has always existed between the deceased and his brother, John. Theirs always seemed to be a common cause. In 1884 Mr. Bindley was married to Mary, the daughter of the late John Musgrave, who survives him. He is survived also by two sisters, Mrs. Zabina Johnson and Mrs. Mary B. McMillan, and two brothers, John and Josiah Bindley, of the Bindley Hardware Co.

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OUR BRITISH LETTER.

(By Our Own Correspondent.)

LONDON, MARCH 12.

THE WORK OF IRONMONGERS' ASSOCIATIONS IS DEVELOPING.

The number of ironmongers' associations steadily increases. True, some of them are very apathetic and have made little headway, but such bodies are but twigs to the tree. On the other hand, some of the stronger branches are vigorous, and it is clear to all that the work of the present winter sessions is of better quality than on many former occasions. Many of the questions now being discussed are practical and deal with matters of public interest, having some bearing upon the Hardware trade at large. Of course, there are always local affairs to be considered, but such questions are only of small importance compared to the larger and weightier concerns. Especially is this the case on those subjects involving interests of manufacturers as well as retailers. In the promotion of safeguards and other protective measures there is always an element of danger, visions of possible injunctions and actions for libel—in short, such matters require very careful handling. For several years the I. F. A., the Central Board and a few of the local branches have been advocates of the private circulation of a list of names of manufacturers from whom loyalty to the trade might be expected. The first project was to publish a "black list," but to do so was found to be open to serious consequences, so a "white list," or, as it is now called, our "In-Accord" list was devised. This list which has been signed by a number of firms is virtually an agreement to distribute only through the mediums of retail ironmongers. R. B. Browne, of Liverpool, has interested himself much in its preparation, and the first edition of the list was circulated a short time ago. A second edition is now being prepared and efforts have been made to bring the factors into line. Here comes the block at present existing. The Birmingham Factors' Association consists of the bulk of the Hardware factors in this country and they as a body refuse to sign, considering that the demand for signature to an "In Accord" list on the part of the I. F. A. is overstepping the limit usually adopted in business. Again, it is pointed out that many of the leading manufacturers are not signatories to the document; also, that there are still very many of the best ironmongers in the country who are outside the association movement. The latter statement is a fact tob true; for, in the country district and even in towns, there are a large number of leading Hardwaremen who are either too busy to take part in the association membership or else prefer to retain their isolated positions. In the States it would appear from the reports you publish from time to time, that the best Hardware dealers are active members of associations—here it is almost the

WHAT ASSOCIATIONS ARE DOING.

Since the establishment of ironmongers' assistance associations the workers in Hardware emporiums have had a distinct individuality and their doings have been brought more prominently before the trade than formerly. The movements of these bodies are being closely watched by employers and also by those who take an active share in the conduct of employes' associations. Naturally, there is a tendency, especially among the members of some associations, to indulge in recreative entertainments and social gatherings and not give quite as much recognition to the true object of traders assistants' associations as is desirable. Undoubtedly, advancement in business knowledge, and co-operation in the benefit intellectually and financially of the members, both individually and collectively, should be the first motive and principal aim of all members. Some of the assistants' associations have capital leaders who show great zeal and energy in guiding the younger men, and in instituting lectures and addresses on trade subjects as well as in encouraging assistants themselves to read papers. Quite recently a very useful address on "Ticket-writing" was given before the members of the Croydon Association and some good examples of ironmongers' tickets shown, as well as practical points on how to do the work given.

The third annual examination in Ironmongery has just been held in Birmingham; the entry was not large, the number taking part in it being thirty-seven. Judging from the photographs of the group I have seen I should consider the candidates were an exceptionally intelligent lot of young men, all apparently zealous and wishful to make their mark among their fellows. Some of them who, it is hoped, will be possessors of the coveted certificates and prizes, will themselves be ironmongers in a few years. There is no doubt the opportunities now offered, both for technical education and practical experience are greater than they have ever been and the prospects of an elevated and advanced type of Hardwaremen in future years loom bright. The Birmingham examinations were presided over by Charles Parsons (the president of the I. F. A.), C. C. Theedam, H. Smith and R. M. Iddon, in conjunction with Secretary Smith. The questions put were very well spread over a wide area showing the extent of the retail Hardware trade in this country. Among the compulsory subjects dealt with were handwriting, gauges, calculation of areas and cubic capacities, locks, bolts, screws, tools and cutlery, holloware, wire and wire goods, workshop management, standard weights and measures, lamps, woodturnery, furnishing ironmongery, etc. The optional subjects were practical and the questions fairly stiff, at any rate sufficiently tough and varied to show pretty clearly that those who answered them had a grip on the matters under consideration. The ground covered was grouped under physical characteristics of metals and alloys, gasfitting, sanitary plumbing, electric lighting and electric bells, rainwater goods and kitchen ranges, agricultural implements, colliery and mill furnishings, cycles, guns, oils, paints and glass.

A NEW SOCIETY.

The formation of the Society of British Gas Industries is a very desirable connecting link between ironmongers and plumbers and gasfitters and gas companies. It is primarily a society of manufacturers of all the different branches of the gas industries —gas plant, retortsetters, conveying and labor-saving machinery, makers of gas stoves, gas fittings and contractors. Hitherto the Institute of Gas Engineers has been the only society in which those interested in gas engineering could take part. The new society, however—which is in no way antagonistic to the older and more scientific body—will unite a section hitherto left out in the cold. It will also be of great importance to Hardwaremen at this juncture when they are becoming more aggressive in capturing gas business, and are now, with more or less success, approaching gas companies with a view to checking corporate trading, and are obtaining a share in the sale of gas stoves and fittings. Several of the active members of this new society are large makers supplying through retail ironmongers, and it is more than likely that the Society of British Gas Industries will, sooner or later, prove a useful ally, and be helpful in bridging over any difficulties or differences which may arise between the gas companies and members of the Hardware trade so many of whom are not only wishful but quite capable of carrying out gas contracts, and in many ways putting forward the development of lighting, heating and cooking by gas.

DEATH OF FRANK S. COWLES.

Frank S. Cowles, president of the Norwalk Lock o., died at his home in Norwalk, Conn., Friday, March 9th, after a lingering illness following an attack of pneumonia a year ago. Mr. Cowles was born forty-three years ago at Belchertown, Mass., where he received his education. When a young man he obtained employment in the Boston office of the Norwalk Lock Co., where he quickly developed qualities fitting him for the Hardware business. Later he represented the Company in the selling branch of the business throughout the New England States, making his headquarters in Boston. In 1896 he assumed charge of the New York office of the management, which position he retained until he was elected president of the company in 1903. Mr. Cowles is survived by a widow.

DEATH OF WILLIAM J. STAIRS.

William J. Stairs, president of Wm. Stairs, Son & Morrow, wholesale Hardware, Halifax, Nova Scotia, died on the 27th ult., in his eighty-seventh year. For over three-score years Mr. Stairs was identified with the firm as well as being honorably conspicuous in the commercial and financial life of Nova Scotia.

ACCIDENT—NEGLIGENCE—FELLOW SERVANTS.

The Supreme Court of Minnesota held, in the case of Doerr vs. The Daily News Publishing Company, that where an operator or pressman of a printing press, while engaged with his helper in the usual duty of running the machine, starts it without giving proper warning to the helper, who by reason thereof is injured by having his fingers drawn between the rollers, the relation between them is that of fellow servants, notwithstanding that the helper is under the direction and control of the operator in respect to the running of the press.

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NATIONAL RETAIL HARDWARE ASSOCIATION

The Seventh Annual Convention of the National Retail Hardware Association was held at the Great Northern Hotel, Chicago, Ill., Tuesday, March 20th, and the two days following. The proceedings had great significance, as it was the largest and most enthusiastic they had ever held. Seventy delegates responded to their names on roll call.

TUESDAY AFTERNOON SESSION.

The Association was called to order at the Great Northern Hotel promptly at 2 P. M. by Preseident Bogardus.

The president stated that the session was an executive one for accredited delegates only.

President Bogardus introduced George H. Harper of the National Enameling Company of Baltimore, who he said was obliged to leave on an early train and that he had a communication to read from the American Hardware Manufacturers' Association, and suggested that he be given the floor before the regular program was opened.

Mr. Harper read the following communication from F. S. Kretsinger president of the Association.



E. M. Bush, President.

Dear Sir:—

The bearer, Mr. Geo. H. Harper, while representing directly the National Enameling & Stamping Co., which concern is a member of our Association,, has consented, and is therefore commissioned to represent this Association in conveying to you our hearty fraternal greetings and best wishes for the welfare of your Association.

"We are pleased to recall that we have been favored more than once by the presence of representatives of the Retail Trade at our gatherings, and I only regret that circumstances may possibly prevent a recognition of this on our part, by the personal presence of some of our officials during your sessions.

It affords us pleasure to congratulate you on conducting successfully, an organization, composed as it is, of active, earnest workers, whose calling is not only an ancient and honorable one, but one in which intelligence and ability are marked requisites.

By an interchange of views and concert of action, you have done much to correct evils and to minimize competition, as well as to improve conditions generally, and not only for your own individual members, but for the trade at large. Furthermore, you have doubtless learned that an enlarged acquaintanceship among others in your line of work, and a free interchange of views on questions pertaining to the occupation, brings both pleasure and profit.

We sincerely trust that the result of your deliberations will be a betterment of trade conditions among yourselves, and also with those from whom you draw your supplies.

As an Association, and also as individual manufacturers, we have your interests sincerely at heart; and it is our desire to so conduct our affairs as to merit the good will of every distributor—retail and wholesale alike.

Although a large part of our product finds a consuming market through the channels of the Jobbers, we recognize that the retailer's is an important factor whose influence and co-operation are of value to us—he it is who displays our wares, explains their use, and praises their merits to the actual user, whose verdict reflects favorably or otherwise.

Our Association, as you perhaps know, has a membership making so varied a line, that the manner of marketing their wares naturally differs. Some rely largely on direct trade with you, and have little or no trade with the larger buyer—the jobber; some again look altogether to the wholesale trade to distribute their product; and others manufacture such articles as pass directly into the hands of the consumer.

Under the circumstances, it naturally follows that our Association can act only in a general and advisory way in our relations with each other, and with the trade. For most of the lines of materials and merchandise produced by our members, you are the natural and proper distributors to the user of same, and so we have interests in common to no small degree.

Rest assured, please, of a cheerful willingness, and a desire on our part to co-operate with the trade in its improvement and its up-building, and we shall avail ourselves of every favorable opportunity so far as possible, to do so, for an organization composed, as ours is, of industries differing in a very great degree, as ours do.



M. L. Corey, Secretary.

President Bogardus stated that he would be unable to name all of the committees until tomorrow morning, but said there were some committees that he felt necessary to appoint immediately.

The following committees were appointed:

Press: S. R. Miles, Iowa; F. C. Moys, Colorado; G. R. Lott, Illinois.

Auditing: J. P. Doty, Iowa; J. S. Ogden, Kentucky; A. J. Scott, Michigan; H. J. Hall, Nebraska; B. L. Andrews, New York.

Suggestions: F. C. Moys, Colorado; C. N. Barnes, North Dakota; G. R. Lott, Illionois; W. H. Tomlinson, Minnesota; E. W. Hawkins, South Dakota; James De F. Phelps, Connecticut; F. Alexander Chandler, Massachusetts.

President W. P. Bogardus of Mount Vernon, Ohio, then delivered his annual report, which in part read as follows:

PRESIDENT'S ANNUAL ADDRESS.

In making my report to you of the work of the year just passed it is with a good deal of pleasure that I am able to report progress. There has been a large growth in the membership of the several State associations and unusual enthusiasm was manifested at the meetings. It was my duty to visit the State associations at Little Rock, Ark.; Saginaw, Mich.; Milwaukee, Wis.; Lincoln, Neb.; Des Moines, Iowa.; New Haven, Conn.; and the meeting of the New England Hardware Association at Boston. I found that the work is going on with vim and as it progresses and the Hardwaremen of the several States become accustomed to the work still greater results will be achieved. In

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the progress of our work it has been our duty to attend the meetings of the manufacturers and jobbers, both North and South. I observe that it has been and still is necessary

TO CARRY ON A CAMPAIGN OF EDUCATION

with both manufacturer and jobber. While a very large percentage of the jobbers have gotten our point of view and are in sympathy with our objects there are some manufacturers who have failed to get a proper conception of the wants of the Hardwareman. There are some yet who seem to think that the Hardware associations are unions which are making demands on them, and in the event of failure of the manufacturer to yield to these demands will seek to enforce them by boycott—a proposition so foreign to the ideas and policy heretofore followed by the Hardware associations that I am at a loss to understand how such an idea could find lodgment in the mind of any manufacturer. I can understand how some might conclude that the presentation of the stereopticon views at Washington last fall was a challenge, but it was not; it was simply a presentation of the retailer's point of view from an entirely new standpoint. By this means we in a large measure succeeded in placing before the manufacturers the fact that what we wanted was not combat, not even discussion,

BUT CONFERENCE AS BETWEEN BUSINESS MEN

who were interested in the same things and the accomplishment of the same result, viz: the disposition of the manufacturers' output so that the consumer might be best served and his wants satisfied at a minimum of cost to him. There has been no effort to bring about new conditions that would result in a hold-up of the consumer. Even should such an attempt be made the universal intelligence and the widespread circulation of prices would preclude any hope of success.

EXHIBITS HAVE BEEN INAUGURATED

this year by the many State associations in conjunction with the conventions. This has resulted in a greatly increased number of exhibitors. As the plan has been to rent the hall where exhibitions were held and to sublet to those who desired to show their line of goods, the result has been satisfactory in two ways; First, it has been profitable to the association, and second, it has acted as an educational factor for the men who attended the conventions. The success attending this scheme will undoubtedly cause it to be still further developed. In the furtherance of the scheme of the exhibition it is suggested that the meetings of the several associations be so arranged that it will be possible for the exhibitors to go from one meeting to another. As they are now arranged it requires several sets of samples and a corresponding number of salesmen to take in all the association meetings.

* * *

GROWTH OF MUTUAL INSURANCE.

The report of the National Insurance Company will show a substantial growth. The successful management of the National, as well as several of the State insurance companies, has done much to give strength to association work. Their policy to declare dividends to be returned to the insurance from 20 to 40 per cent. shows that they have come to stay.

In the furtherance of good will and a better understanding between the jobber, the manufacturer and the retailer, last fall I extended an invitation to both the Manufacturers' Association and the National Jobbers' Association to send delegates to our annual meeting. I did this believing that the better we get acquainted the better we will understand each other's condition and we will be the better able to help one another.

SECRETARY'S ANNUAL REPORT.

Secretary M. L. Corey of Argos, Ind., next read his annual report. He said in part:

The success and progress of the past year should inspire extra effort and confidence in the future of the National Retail Hardware Association. We have added four new States and over 2000 new members. Nearly every State has doubled its convention attendance, and everywhere there is enthusiasm, lively interest and absolute harmony in our ranks. More letters from members are reaching the secretary and more manufacturers are showing

A DISPOSITION TO TREAT WITH US ON ISSUES OF POLICY.

Practically every jobber is pledged to respect and protect our rights and territories. Governors, legislatures, Congress, even the people themselves have been warned of the apparent danger and widespread injury that would follow the success of the catalogue house system of distributing merchandise and its concentrating of capital, trade and population at the expense of the country at large.

Many have gone on record in opposition and many plans and schedules have been proposed as a solution.

THE COUNTRY PRESS HAS SOUNDED A WARNING

and trade papers in other lines are taking an active part in the fight and many new organizations are being formed. During the year we have persistently worked to obtain this result, to awaken merchants in other lines to the danger of the mail order system, and we have corresponded with the secretaries of nearly all the retail organizations.

Early in the year the Inland Empire Hardware Association, having members principally in Washington and Idaho, voted to join us. During the year your secretary assisted in organizing a State association in South Carolina, the meeting having been held at Columbia. There is a move toward combining with North Carolina, and we believe it can be done, thus making a strong body in this territory. In January a State Hardware Association was formed in South Dakota. We have had letters from Hardware merchants in Delaware, New Jersey, Kansas, Alabama, Tennessee and Montana, asking us to assist them in organizing.

With 20 State associations in adjoining territory, nearly all desiring to meet in the month of February, some

SCHEDULES SHOULD BE ARRANGED TO AVOID CONFLICT

of interest. This should also be done if the presence of a national official is desired, as well as to accommodate manufacturers who wish to exhibit goods. We might meet the first two weeks in January and the first two in March, making eight weeks in all, and if adjoining States will agree in some instances to use the same week where two-day sessions are held, choosing the days from Tuesday to Friday, it would permit of our attendance at both.

We suggest that this matter be taken up by the secretaries' meeting and if possible, a schedule arranged for our 1907 conventions.

The report of Treasurer A. T. Stebbins of Rochester, Minn, showed a balance on hand of $4225.40.

President Bogardus stated that T. Frank Ireland, one of the members of the Association, was lying critically ill at his home at Belding, Michigan, and suggested the appointment of a committee to prepare a telegram to be sent to him expressing the sympathy of the Association. The following committee were appointed for that purpose:

Mr. Peck of Wisconsin, Mr. Digby of Pennsylvania and Mr. Johnson of Ohio.

President Bogardus stated that the report of the treasurer would be submitted to the auditing committee and that the report of the president and secretary would be referred to The Committee on Suggestions in the president and secretary's report.

S. R. Miles of the Joint Committee on the Catalogue House Question read his report.

President Bogardus stated that arrangements would be made for a theatre party for any delegates accompanied by ladies and asked all of those present who desired to attend the theater party to raise their hands. The president also stated that the delegates would be entertained on Wednesday evening with a banquet by the Retail Hardware Dealers of Chicago.

After announcing the programme for the next day the president stated that the association would adjourn until the next morning at 10 o'clock.

WEDNESDAY MORNING SESSION.

President Bogardus called the convention to order promptly at 10:00 A. M.

E. M. Bush, Indiana, read the following paper on

LEGISLATION.

He said in part.

Gentlemen:—

That the community whose patronage affords a measure of success—the living wage—to the retail merchants in her midst, keeping in her own marts of trade the money to the community, thus affording in her well stocked stores investment for capital, employment for clerks, bookkeepers, porters, drivers, etc., whose families help to build up the community, and whose living expenses add, in their turn, to the prosperity of their neighbors. That such a community is *alive*, full of healthy growth is as *sure* as in the gradual decline and eventful decay of a community depleted by the constant drain of every drop of blood that flows away from her, in money sent out to other cities and never again returned to add to her strength and natural growth.

Retailers throughout the country—we as well as others, are vitally interested in any remedy for this depleting drain—for instance, in the passage of laws that will compel those firms doing a retail mail order-house business, interstate and interurban in character, to stand some just proportion of tax or license to be paid into those localities from which their business is derived. Just how to draft a law to this effect which would be constitutional, is beyond my knowledge; but that it would be just, I believe that all will admit.

Perhaps all have not yet reached such a degree of enlightenment and development as will enable them to think that the tax-paying citizens who assists in building up a community has some rights which the outsider—the free booter, who, in order to sell, misrepresents the quality, quantity and value of many of his wares—should be compelled to respect.

The tax or license referred to may not be feasible, but something must be done to stop this drainage of money from the smaller communities.

Unless I mistake greatly the intelligence and fairmindness of our people, there is now springing up,—perhaps hardly perceptible, but stirring into life—a sentiment against the favored centres of trade which congest population in their own fevered centers and draw the very life blood from smaller urban and rural districts, wherever their long tentacles can reach.

The hope of our country's future lies in developing these smaller urban and rural populations, in making ours a country of homes, not tenements—a people content with their surroundings. Free rural delivery was a step in the right direction, but if it is prostituted to further this tendency of congesting popu-

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lation and centering great wealth in large cities by the passage of the Parcels Post Measure, there will be much lost for which we have striven—and stringent laws of necessity may be passed for the benefit of the many as against the few.

I need not dwell upon the importance of your opposition to the passage of this Parcels Post bill. We all recognize in it class legislation—a measure for the benefit of the few mail order houses as against the interest of hundreds of thousands of retail merchants all over the country—against the interest of the communities which these merchants have helped to build up and make prosperous and the rural districts whose wide tarms are dependent in many ways on the prosperity of the little cities which they surround. Shall these all be improverished, that seething centers of trade shall become even more congested?

This organization may congratulate itself upon the very important part it has taken in educating all other classes of merchants against this iniquitous Parcels Post.

We should oppose the measure now before Congress to consolidate third and fourth-class mail matter, as it is only an open wedge for Parcels Post.

Some changes should well be made in postal rates—one cent letter postage, weekly and daily newspapers read now so universally, at even a lower rate, but periodicals and monthly magazines, a higher rate than they now pay.

The modern method of introducing goods to the consuming public through advertising calls for a large expenditure of money. Since in many cases, the manufacturer who makes the goods creates a demand for them by this vast amount of advertising for which he pays. Has he not ethically and lawfully the right to say that the value of his property shall not be destroyed by price cutters?

When a retailer, going into business, either hardware or otherwise, is called upon by those extending credits for a statement of his assets, should it not be a criminal offense for him in reply to make false or misleading statements? More than the wrong to individual creditors is the injury to legitimate retail interests which must compete with receivership and bankrupt sales, easily avoided had true conditions been known. It would lighten our woes considerably could we also establish an X-Ray commission to make investigations of capacity and ability, as well as assets. Is there a genius in the audience who could frame such a law for the relief of suffering competitors?

The present bankruptcy laws are so few and the amounts involved so small that we have had no personal experience with the law.

But laws, however favorable, cannot in these strenuous days of competition, make a business success. It's up to us, gentlemen, to keep abreast of the times with stores well-stocked, goods properly bought and well displayed by the use of modern shelving cases and counters, with attentive salesmen interested in their work, with proper regard for your home competitor, but a grim determination that no money for Hardware shall be sent away from home, with the proprietor in the foreground to greet with a smile or hand-shake, those who pay him the compliment of trading at his store, and a watchful care that every customer receives prompt and courteous treatment and a dollar's worth of goods for every dollar spent.

Gentlemen, I thank you.

A general discussion followed.

The convention then adjourned until 2:00 P. M.

WEDNESDAY AFTERNOON SESSION.

The convention was called to order at 2:00 P. M.

Mr. Abbe of Boston read a paper on the subject

"WHAT ATTITUDE SHOULD WE AS RETAILERS TAKE TOWARDS THE MANUFACTURER?"

Mr. Abbe said in part: "One thing certainly I believe the retailer should insist upon and that is that the manufacturer should see to it that no retailer buys his goods at the jobber's price. I believe that a large buyer in the retail business is entitled to a small percentage for quantity, but this percentage should be so small that it would not cut any figure in the retail price of the goods."

"We should also insist that the manufacturer discontinue the practice of shipping direct to the retailer's customer—the consumer—as I understand many manufacturers ship direct from the factory to the consumer upon the order of the catalogue house."

"I feel that the retailer should confine his purchases to goods manufactured by people who show by their actions that they appreciate his business and want to hold it."

The proper distribution of goods should be from the manufactprer to the jobber, the jobber to the retailer, the retailer to the consumer."

President Bogardus announced the next thing on the program would be a paper by H. F. Emery, President of the North Dakota Hardware Association, on the subject of the

"RELATION OF THE RETAILER TO THE JOBBER."

Mr. Emery's paper was in part as follows: "After a thorough discussion by the Trade Journal the conclusion reached by many is that the jobber is a necessity and is here to stay. In analayzing this question we find that the retail Hardware merchants are divided into three classes:

First, the small dealer who employes not to exceed $2000.00 capital, doing a credit business, trying to carry an assorted stock with a limited amount of yearly business. This merchant is by the condition of things bound to go to a jobbing house for his supplies and our advice to him is, stick to one good jobber and he will see you through.

Second, the second class to be considered are those who have at their command a large capital. They are a cless by themselves and must be taken as individuals, for no rule can apply to them, as they are in a position to go upon the open market and buy where they wish and of whom they wish.

Third, the third class are made up of the great army of merchants scattered through the length and breadth of our land, having from five to $20,000.00 in their business, and, maybe, in a large part, trying to do a greater amount of business than their capital justifies, when we take cash discounts into account. These merchants are in a position to buy goods from the manufacturer, but are not large enough but that they must keep close to the jobber in order to replenish their stock very often. The relationship between a merchant of this class and his jobber ought to be very close.

HE SHOULD BE ABSOLUTELY HONEST

in his statements and keep his jobber posted to such an extent that the greatest confidence exists between them.

From these viewpoints we see that the relation between the retailer and the jobber is absolutely mutual. It is a good merchant who can successfully compete against illegitimate competition, but let our competition be what it may, in the swift age of changing conditions, all must be alert, up and doing. The jobber says, 'Keep your stock in shape and meet the price,' and this opinion is held by several members of our organization.

A general discussion followed on the points raised in the paper.

President Bogardus announced that A. T. Stebbins of Minnesota would read a paper on "SUGGESTIONS AS TO FUTURE WORK."

Mr. Stebbins said among other things: "I am no prophet, neither am I the son of a prophet, nor can I now sound the depths or trace the current of future trade condition, but if we are to judge the future by the past as did Patrick Henry, I would say that organization and co-operation must be our watch-words if we expect to accomplish results. Let us then, for a moment, consider the question of organization. There are at present but twenty-five States affiliated with the National Retail Hardware Association, scarcely more than half, even though Oklahoma and Indian Territory should by the grace of Congress be admitted as one. Should not then our attention be given to the organization of all the States and Territories? With the growth and splendid showing of our association it would seem to be a comparatively easy task to accomplish. Hardware merchants, north, south, east and west, are numbered the progressive and foremost of our American citizenship. They are not slow to grasp a situation. It only needs a leader—some one to issue a call, and when once assembled and the situation fully presented, in the light of present conditions and achievements already accomplished, organizations would surely follow. My suggestion as to our future work would be that this association take up this work at once to the end that next year when we meet we may have double the representation that we have this year."

Local organizations should be recommended and encouraged.

Mr. Stebbins closed his address by referring to the good work done by the Bulletin edited by Secretary Corey.

Charles H. Williams of Illinois next read a paper on the subject

"WHAT WORK WE MIGHT DO THAT WE ARE NOT DOING."

Mr. Williams, among other things, said that the Hardware association movement had not trailed along any beaten path made by older organizations; that it has sewn its own way thus far; combining the best ideas offered by the followers, weeding, sifting, weighing, and moving with stability, self-respect and dignity; that he favored that the same general policy should be followed in the future. He said the field was still open for doubling the present membership in the National Association; that eternal watchfulness and work was necessary to prevent unfair legislation in the interest of the few against the many.

That the retailer occupied a position on the firing line of discontent. He referred to the subject of false advertisements, which should be corrected.

Referring to the matter of education he said:

"Along the line of mutual education I believe that most of our members need to improve in our knowledge of advertising and of salesmanship and in the training of salesmen. Private courses in these are expensive and an educational department in the Bulletin, furnished by specialists in each line, is a thing worthy of our consideration."

G. R. Lott of Chicago distributed the banquet tickets for the evening, the banquet to be held at the Sherman House at 7 P. M

The meeting adjourned until 9.00 o'clock the next morning to enable the various committees to meet in the meantime.

THURSDAY MORNING SESSION.

President Bogardus called the convention to order at 10:00 A. M.

The first thing taken up was the report of the committee on suggestions in the President's and Secretary's reports.

The committee on suggestions referred that portion of President Bogardus' annual report referring to the Parcels Post Bill to the committee on resolutions. The committee recommended that the free and frequent use of the telephone would be beneficial to the members. They suggested that the national officers attend and assist in organizing any State Hardware Association where their presence is desired.

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It was recommended by the committee that the State Associations so arrange the dates on their annual conventions that they will not conflict with the meeting of the National Association, so that the officers of the various State associations would be enabled to attend the meeting of the National Association.

President Bogardus called for the reports of other committees.

Report of the committee on fire insurance was called for.

Mr. Miller of that committee presented his third annual report. He said the year just closed had been the most successful that the National Retail Hardware Dealers' Insurance Company had experienced; that it showed a decrease both in expense and loss ratio over the first two years, and that the dividends for the year had averaged about thirty-two per cent. He said that the company had been well represented at the various State Association conventions.

Mr. Miller gave a statement in detail of the fire losses incurred during the year. He also stated the number of policies issued in the various States. He said it is interesting to note that the total amount of insurance carried by the Hardware mutuals, according to the various statements issued by them January 1st, 1906, was $7,625,306.91; that, assuming that the membership is 7,000, there would be an average of $1,099.00 insurance to each member.

On motion, the report was referred to the insurance committee of the association.

The auditing committee reported as having found the books and accounts of the treasurer in good condition.

The committee on legislation reported no recommendations.

The committee on by-laws had no changes to suggest in the constitutions and by-laws.

RESOLUTIONS.

The Committee on Resolutions submitted the following resolutions with a number of others and recommended their adoption by the association.

REPORT OF THE COMMITTEE ON RESOLUTIONS.

Your committee beg leave to report that they recommend the passage of the following resolutions:

PARCELS POST: Would recommend that our association continue opposition to the extension of the Parcels Post system, and that the State Secretaries communicate with each member of the State Association that they request their U. S. Senator and member of Congress to oppose such legislation.

RATE LEGISLATION AND FREIGHT DISCRIMINATION: That we approve the course of President Roosevelt on these questions, and would recommend that the Legislative Committee of this Association take proper action to carry out the sentiments of this association on these questions.

That this convention direct their secretary to send the following letter to Mr. S. Norvel, of the Norvel-Shapleigh Hardware Co., of St. Louis, expressing our confidence in their methods of doing business and their attitude towards this association.

CHICAGO, ILL., March 22, 1906.

MR. S. NORVEL, ST. LOUIS, MO.

DEAR SIR:

The National Retail Hardware Association here assembled. In reply to yours of recent date would say we appreciate your offer to pay the expense of a committee to your place of business for the purpose of investigating certain reports that have been published concerning your method of doing business. We believe these reports to be untrue in every respect, and were published for the purpose of sowing discord and discontent in the ranks of our association and for your personal injury. We at this time wish to extend our heartfelt thanks to you as chairman of the Joint Committee, for the great amount of good that committee has accomplished and assure you that we have the utmost confidence in the business methods pursued by your house and your attitude towards the retail dealers. Hence, there is no occasion to send the committee you have suggested, and it is the sense of this convention that the success of the Joint Committee will be largely enhanced if you are continued as its president, and the convention assembled earnestly urge and instruct their delegates upon that committee to continue you in the office of chairman.

With the best of wishes to each and every member of the Joint Catalogue House Committee, of which you are chairman, and again assuring you that we greatly appreciate the work they have done for the retail dealers in this United States of ours, we beg to remain as loyal as ever.

Resolved, That we advise all retail Hardware merchants of the country, before sending to the trade press criticisms of a personal nature and of policy or methods of officials and committee members, to confer with some official, preferably with the secretary of their respective State associations, thus acquainting themselves with actual facts.

The committee on the next place of meeting made their report and stated that a ballot of that committee showed the selection of Boston as the next place of meeting, by a large majority.

The report of the committee on nominations was called for.

ELECTION OF OFFICERS.

The Nominating Committee made the following report and recommendations, who were subsequently elected unanimously: President, E. M. Bush, Indiana; First Vice-President, S. R. Miles, Iowa; Second Vice-President, G. W. Rockwell, New York.

EXECUTIVE COMMITTEE.

A. T. Stebbins, Minnesota; H. J. Hall, Nebraska; D. Fletcher Barber, Massachusetts; H. L. McNamara, Wisconsin; G. R. Lott, Illinois; G. W. Wolbert, North Dakota.

President-elect Bush was called to the platform and he addressed the convention briefly cordially thanking them for the honor conferred upon him.

At the close of Mr. Bush's remarks Mr. Cormick of Illinois presented the retiring president, Mr. Bogardus, on behalf of the association, with a handsome gold-handled cane.

Mr. Bogardus feelingly thanked the association for the favor bestowed.

The convention then adjourned.

THE PERCUSSION-CAP CENTENARY.

It will be news to many people that this year, says the *Ironmonger,* is the centenary of the percussion-cap—not, indeed, the cap as it is now known, but rather the principle of ignition by the use of a detonating agent as applied to the firing of a charge of powder and shot contained in the barrel of a gun. The inventor was a Scotch minister named Alexander Forsyth, who took out a patent in 1806. Prior to that date flintlocks, or devices yet more rudimentary, were employed for the production of the fiery spark essential to the ignition of gunpowder. Our authority for these statements is the firm of F. Joyce & Company, of 7 Suffolk Lane, E. C., who have compiled a highly interesting booklet dealing with the invention of the percussion-cap and the evolution of the sporting cartridge. To the founder of Joyce & Co., Mr. Frederick Joyce, a chemist, belongs the distinction of having turned to practical account the inventions of Forsyth and subsequent investigators, by evolving, in the year 1820, what was known as Joyce's anti-corrosive percussion powder. Forsyth's detonating substance was injurious to iron and steel; Frederick Joyce devised a powder consisting of mercurial fulminate instead of a chlorate, and thus solved a problem which had puzzled many clever heads for fourteen years. The writer of the booklet under review claims that "around the Joyce cap of 1821 the whole fabric of modern sporting and military firearms centres, for in essentials the caps now used do not differ from the caps then introduced." The first achievement of the firm of Joyce & Co. was to establish the percussion-gun as the predominating type for muzzle-loaders on a method of construction which endures to this day. In 1820 Mr. Joyce set up works for the manufacture of caps at 55 Bartholomew Close, West Smithfield, E. C., where the business was carried on until 1842, when a site at Waltham Abbey was selected for the factory.

In 1835 the breech-loading gun came on the scene, and later on "Needham" ammunition, known as the "skin cartridge," was introduced, the needle of the gun penetrating the skin-covered base and igniting the fulminate inside. In 1853 Mr. Charles Lancaster introduced the central-fire breechloader. The original Lancaster cartridge was made without a cap, but in appearance was not unlike the modern central-fire case, although the rim at the base was not very pronounced. For ignition by cap the permanently successful system, all inventors adopted the methods inaugurated by Mr. Joyce. Combining with the making of caps the production of gun-wadding, Joyce & Co. were as intimately concerned in the developments of the muzzle-loader as afterwards they were with the breechloader. Continual references to the firm will be found in the writing of the period. Tom Hood the elder found inspiration in the products of the firm; in the poem entitled "Shooting Pains" he wrote:—

Joyce may talk of his wonderful caps,
But for night-caps they set me desiring;
And it's really too bad, not a shot have I had
With Hall's powder, renowned for quick firing.

Joyce & Co.'s pamphlet describes the central-fire gun and the centrically-capped case introduced by a Mr. Daw, who obtained a prize medal for the invention at the Exhibition of 1862. Both cap and gun, however, were really of French invention. In the early days of the central-fire paper case, with metallic base, two defects were constantly being encountered. The first was that the paper tubes were very apt to tear or split, while in addition the cap, although tightly fitting into its place, did not entirely prevent the escape of gas. To prevent the escape of gas at the cap-chamber, Joyce & Co. introduced the Bailey case, which was an ordinary central-fire paper case, slightly reduced in size at the base, this part, as well as the cap, being covered with a capsule of thin brass. In modern cartridges the cap, lightly seated in the cap-chamber, expands under the pressure created by explosion, and so effectually seals the base that until the pressure relaxes and there is no longer gas present, any escape is effectually prevented. Not the least valuable feature of the work is a glossary of technical terms relating to ammunition, which I. F. A. examination candidates and ironmongers' assistants generally ought to find extremely useful.

A contented mind is the greatest blessing a man can enjoy in this world; and if in the present life his happiness arises from the subduing of his desires, it will arise in the next from the gratification of them.—ADDISON.

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THE VIEWS OF NATIONAL PRESIDENT BOGARDUS ON THE CATALOGUE HOUSE QUESTION.

On the subject of Catalogue House Competition, the following address was delivered by W. P. Bogardus of Mount Vernon, Ohio, president of the National Retail Hardware Association, before the annual convention of the Connecticut Retail Hardware Association, at New Haven, February 28.

A solution of the catalogue house question in its various ramifications has a good deal to do with the future success of the retail trade of this country. And, while some may be very tired of the subject, it is one that will not rest or be quiet until it has been settled and settled right. There is a good deal of talk about the rights of this and that party in the controversy. Some have taken the position that the catalogue houses are here to stay; that they are legitimate and as proper as any line of business; that the agitation of the question is simply to make them stronger and more widely known; that we cannot do anything and that we are wasting our time in bothering with them; that

THEY CAN GET ALL THE GOODS THEY WANT,

if not at first hands then at second or third. There is a very much mistaken idea, on the part of some manufacturers, as to the policy of the retailers in their organizations in the several states. The first organization was started to fight against the destructive methods of doing business by catalogue houses. We all know that it has ever been their policy to undersell and undermine the retail trade; that they have based their claim to public consideration on the claim that they are price-cutters; to undersell the retailer that they might create doubt in the minds of the consumers and so undermine the confidence necessary to carry on business. The foundation of their success has always been

THE FAVORS THAT HAVE BEEN GIVEN THEM.

Manufacturers have taken the position that the retail trade through their organizations have undertaken to dictate to them how they should run their business, and meddling with something that did not concern them by trying to tell them how they should distribute their goods. Then they go on to say that they, the manufacturers, think that if every other method fails to coerce them there will be an effort to start a campaign of boycott.

If a number of jobbers buy their supplies from a manufacturer at certain prices with the expectation of selling the goods to the retail trade, and the manufacturer sells to a retailer at prices that practically prohibit the jobber from selling the goods he has bought, is it dictation for the jobber to protest against such treatment? When the jobber says that he cannot stand such treatment is it not a little silly for the manufacturer to cry, "Oh, you are trying to boycott me!"

There has never been any discussion or advocacy of the boycott by Hardware associations. As far as I am concerned I do not believe in it as a means to the ends we are after. The manufacturer who takes the position that he promises to sell the catalogue houses must not expect patronage from any one else. For what is the use of buying goods that you cannot sell? Then, how silly to cry "boycott" when a manufacturer favors some of his trade and demands that the balance shall buy without the favors. To give a retailer the same price that a jobber gets is not fair, and for him to put any of his trade in a more favorable position than others is not equity. To demand that the catalogue houses should raise their prices is not what we want.

What we want is that

THE CATALOGUE HOUSES SHOULD BE RATED AS RETAIL STORES

that are price cutters and base their claim for trade on that proposition and therefore are not entitled to as good a price as even an honest retailer is given. We do not care about their maintaining fixed prices; we think the effort on the part of manufacturers to do this has resulted in utter failure. What we want is that they should pay as much as we do, and then we will take care of ourselves.

It seems to be a determination on the part of some manufacturers that

THE SOLUTION OF THIS QUESTION

is to get the catalogue houses to maintain prices. Again I say it is not what they sell for but it is what they pay the manufacturer that causes all the trouble. What is the sense in selling an article to a catalogue house at forty cents and to a retailer at sixty and then demanding of the catalogue house that the retailer be protected by maintaining prices.

If a manufacturer's platform is that there is a straight road from his factory to the warehouse of the catalogue house let him stand on it like a man. He has no right to whimper or cry out boycott if other than the catalogue people do not buy from him.

It is a far cry to undertake to bring the customer into this controversy. This is a question between the manufacturer on the one side and his distributing agents on the other. And the point of the controvery is that

IT IS NOT FAIR OR JUST OR EQUITABLE

for the manufacturer to show favors; to give prices to some of his customers that he does not give to the balance. The manufacturer does not want to see this point and he dodges by saying that the catalogue house is in some cases a larger buyer than any single jobber and that nine-tenths of his output goes through the jobbers, therefore the catalogue house should not have the price given the jobber; the other reply is, "Well, he buys a lot of goods, and the man who buys the lot gets the price."

The immorality of the position does not seem to strike the manufacturer. To say to your opponent, "You're another," has never appealed to me as a very strong argument. To seek to justify a wrong by saying that the beam in the other's eye is greater than the mote in mine, and should be removed first, is but a shuffle to hide the real issue. Why should prices be given one-tenth of a manufacturer's trade that are lower than those given to the other nine-tenths? Why should prices be given a retailer that will enable him to sell as cheap as the jobber?

The suggestion from the manufacturer that the retailer should keep up his store; assort his stock; study the needs of his constituents; advertise so as to keep his name before the public; take hold of the new things, and then he will not be bothered by the catalogue houses, is talk that would not be indulged in if he had any adequate conception of the conditions existing in the country.

IT CERTAINLY SHOWS A WANT OF KNOWLEDGE

of the true inwardness of the situation for a manufacturer to say that the catalogue houses are a convenience, if not an economy, and that the only way to get rid of them is to educate the people not to buy of them. If they are a convenience and an economy what argument are you going to use to teach the people so that they will not buy of them?

Is the blame on the manufacturer or jobber or retailer because he happens to have a surplus and sells it at a sacrifice to get some ready money? Not a bit of it. For fluctuations in business and prices have been going on since the year one and will continue while the world lasts, and men who go into business realize it. But the blame for this disturbance in business lies at the door of every manufacturer who favors the catalogue houses in prices, knowing full well that the jobber who buys of them cannot live and sell his goods to the retailer. Until the manufacturer will take other conditions into the sale of his goods than quantity the fight will go on.

It is trivial to cite the case of one retailer who charged two and a half times the cost of his goods as a reason for the existence of the catalogue house. It is the prices the catalogue house gets from the manufacturer that enables it to thrive. The solution of this question is not with the consumer. Let the manufacturer give all retailers the same price and they will take care of the consumer.

COMPETITION IS TOO SHARP FOR EXCESSIVE PROFITS,

and the citation of a single case is but begging the question.

Treat all alike and there will be an end of the trouble, for it is favoritism that makes the trouble. It will not do for the manufacturer to say to the retailer, "Go to the consumer and convince him that the retail Hardware merchant can render better, more efficient and as economical service as the catalogue houses and you have nothing to fear from their competition." Let the manufacturer give us the price and treat us as he does the catalogue house and we will not fear any other competition.

KEUFFEL & ESSER CO.'S CATALOGUE.

The Keuffel & Esser Co., 127 Fulton Street, New York, manufacturers and exporters of drawing materials and surveying instruments, have published the thirty-second edition of their catalogue, which has been subjected to a thorough revision, and has received many additions, which make it the most complete catalogue of such goods which has been brought to our attention, comprising in all 546 pages. In a special notice, which is introductory to its contents, they say: "We have copyrighted this entire book, and have also copyrighted separately about 400 of the illustrations contained in it, and much of the descriptive and explanatory matter, although the general copyright of the book covers all of its contents. We have done this at considerable expense in the interest of our patrons to protect them against those dealers who claim to be manufacturers, and copy our cuts and descriptions to create the impression that their goods, mostly bought in the cheapest market, are the same as the special grades and patterns which we manufacture or control." Views of the New York head office and salesroom and the several branch houses in Chicago, St. Louis and San Francisco, together with a page view of the factories at Hoboken, which alone occupy two large squares, ornament the early pages of the volume. The catalogue is unique in the fact that the descriptice matter of the varied contents leaves nothing to be desired, but is plain enough about matters that are usually insufficiently described. Compared with anything previously issued, they state, "We have added an Optical Department, fitted with the latest appliances for manufacturing lenses, prisms, etc., so that we are now able to guarantee also for these important parts of our instruments the same degree of perfection for which our goods in general are known." Besides this general catalogue, they publish separately a catalogue of nautical instruments and catalogue of instruction for forest work; trade price lists, supplemental to the general catalogue listing drawing instruments for schools, etc., and trade price lists of Measuring Tapes for the Hardware trade.

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RECENT TRADE PUBLICATIONS.

FOREST CITY BIT AND TOOL CO., Rockford, Ill., are issuing to the trade their Catalogue "G" of Mortising and Boring Machine Supplies. They have taken great pains to show up the excellent qualities of their goods as may be seen in the following extract taken from the introduction to the catalogue: "With this publication it has been our aim to illustrate our regular Hollow Mortising and Wood Boring Tools in a concise and practical way, adding only such information as may prove of value. Consistent with our system each tool is carefully inspected after each operation and thoroughly tested before leaving the factory. All tools illustrated in this catalogue are manufactured in our shops, thoroughly tested and sold under our guarantee. Every tool illustrated in this catalogue and stamped 'Forest City' is made of the finest and toughest steel known in the market and is fully warranted against defects in material and workmanship." The catalogue in pamphlet form, numbering 48 pages, and is well printed and profusely illustrated. Send for a copy of this very interesting and instructive book.

WRIGHTSVILLE HARDWARE CO., Wrightsville, Pa., are issuing to the trade an exceedingly attractive and instructive illustrated Catalogue and price List. The book numbers over 140 pages, is carefully indexed and profusely illustrated with very fine cuts of the various products manufactured by this Company. They make mention of their exceptionally fine facilities, as shown in the following extract: "We have extra good facilities, we believe, for making high- grade goods at a low cost. Located where we have a direct side-track connection with the Pennsylvania Railroad, it is apparent that our shipping facilities are, at least, unexcelled. In our Nickel-Plating department our facilities are such as to enable us to do this character of work promptly and satisfactorily. We also continue to offer special inducements to parties placing large contracts for custom castings. We have had varied experience in this class of work, making large quantities of Oil and Gas Stove, Night Latch, Cupboard Catch, and special castings of all varieties in Grey Iron." They also state that all prices quoted in the catalogue are subject to discount, and will be cheerfully furnished only to the trade upon request. Orders and correspondence by mail will receive their best attention.

RANNEY REFRIGERATOR CO., Greenville, Mich., has issued a most artistic catalogue and price list of the Refrigerators of their manufacture for the season of 1906, describing and illustrating their Lapland, Monitor and Mascot lines in ash, oak and other hard woods. A feature of these refrigerators, to which they call attention, is the All-Metal Cushion Ice-Compartment Supporters, possessing many advantages. The trimmings illustrated are of handsome designs, and the company state that they are manufactured expressly for them, being fully guaranteed against breakage from defects. It will also be noted that the adjustment of the shelves in an expeditious manner is arranged for. Illustrations of the shelves and ice racks will also be found, as well as of the lid holders. Interior views of the construction of these Refrigerators is given as well. The line includes a complete stock for the use of grocers. This company manufacture Ice Chests with double lids, made of hard wood, and a variety of Improved Kitchen Cabinets. A smaller catalogue accompanies this catalogue, devoted to their line of "White Enameled" Refrigerators marketed under the name of the "Charter Oak," made of ash, and the "Monitor," with table top. These catalogues should be sent for.

CONSOLIDATED MFG. CO., Dorr Street Station, Toledo, Ohio, successors of the Kirk Mfg. Co., are presenting to the trade their Eleventh Annual Catalogue of "Yale" Bicycles and Motor Cycles. This is a booklet of 16 pages, attractively gotten up, finely printed, and on the front cover is shown a Yale student in bicycling costume with a "Yale" bicycle. Illustrations and specifications are given of several styles, including the "Yale" California Motor Cycle, the "Yale" Racer, the "Yale" Light Roadster, and the "Yale" Juvenile. In the back of the catalogue will be found a statement as to the equipment of their line for 1906, as well as terms and guarantee. An illustration of their immense plant devoted entirely to the manufacture of bicycles, Hussey bars, and drop forgings and fittings, and consisting of fourteen buildings, completes the contents, and if the dealer will send for a copy of this catalogue it will be gladly sent upon request for same.

NILES MANUFACTURING CO., Nos. 14-16 North Canal Street, Chicago, Ill., manufacturers of spring hinges, lavatory door trimmings and other Hardware specialties, have recently distributed an artistic booklet which is their Catalogue and Price List No. 15, intended for Hardware dealers, plumbers, architects and marble works. The contents contain illustrations of Bronze Metal Trimmings for Lavatory Doors, such as spring hinges and blanks, strikes and bolts, pulls, nuts and stops. A copy of this catalogue will be sent upon application.

ODIN STOVE MANUFACTURING CO., Erie, Pa., are sending out their Catalogue No. 15 of Odin Natural Gas Appliances for the Summer season of 1906. A full description is given of the Odin Ranges, as well as several illustrations. They also describe and illustrate what they term their "single oven and broiler series," which they manufacture under the name of the Rival Odin. A full line of "Eric" Gas Cookers is also shown; also "Eric," "Odin" and "Viking" Hot Plates, the "Joey" Nursery Burner, the "Odin" Water Heater with copper coil, Tri-Odin sectional burners for natural gas only, as well as for ordinary cook stoves and heaters. The contents include a line of Tailor and Sad Iron Heaters, Gas Cocks and "Eric" Gas Ovens. This catalogue is one of a very useful line of goods, and is well worth having.

NORVELL-SHAPLEIGH HARDWARE CO., St. Louis, have presented us with their Catalogue of Diamond Go Carts. They state that they have paid great attention to the finish, style and construction of this line, and have made them up-to-date in every way. They are all built to fold up in a very compact form. These Go Carts are made in several patterns, including the "Little Devil," "Cupid," "Buster," "Lady Jane," "Dolly Varden," "Roosevelt" (for twins), and many others, from the cheapest to the most expensive styles. They also illustrate several lines of baby carriages full size, and different patterns of parasols and cushions. Catalogue may be had upon request.

SARGENT & CO., New Haven, Conn.; New York office, 149-153 Leonard Street, have favored us with a pamphlet containing descriptions and specifications of their lines of Standard Steel Squares. They also show tables and scales which are used with the various squares. The contents include a mention of Bridge Builders', Stone Cutters' and Machinists' Squares, electroplated and blued; also steel squares with metric measure, squares with rafter table, and directions for same; a brace measure, an octagon "Eight-Square" scale, and board measure; also steel squares not tapered, steel rules, and Sargent's Superior Screw Drivers. This is a very useful and valuable pamphlet, and should be sent for.

THE SAMUEL WINSLOW SKATE MFG. CO., Worcester, Mass., are placing before the trade their Catalogue E of Roller Skates, both plain and ball bearing, of the "Vineyard" and "Winslow" patterns. A line of racing and polo skates is shown, as well as a number of ball-bearing rink skates, extension sidewalk, Columbia adjustable, extension cycle with rubber tires, plain and ball-bearing extension; also ball-bearing rolls, and an illustration of the ball-bearing mechanism. A price list is included in the back of the catalogue; also a telegraphic code for use in ordering. The catalogue will be gladly sent to those interested in the above line of goods.

THE INTERNATIONAL SILVER CO., successors to the Holmes & Edwards Silver Co., Bridgeport, Conn., have issued their Catalogue No. 27, with price list, illustrating the various patterns of spoons manufactured by them, including the Imperial, Marina, Kings, Westfield, Waldorf, Minnehaha, Orient, Lincoln, Rialto, Nassau, Windsor and Shell, all of sterling silver, and of the most artistic designs. Other grades of spoons are also shown, such as the Railroad Windsor pattern, of special quality plate, and Old English, intended for steamship, hotel and restaurant use. The contents include a line of Half Plate goods, as well as Bar Supplies, such as julep strainers, lemon knives, soda spoons, etc. Table cutlery of the latest designs will also be found illustrated, as well as orange and dessert knives; also carving sets, and silver-plated steel knives, combination sets in lined boxes suitable for presents, including oyster, berry, salad, ice-cream, fish, cold meats and soup sets. Pearl cutlery with sterling silver ferrules is also shown, hotel cutlery, Craig silver spoons, knives and forks; also those made of Mexican, German and nickel silver, as well as a line of stag handle carving sets. Attention is called to their brand of silver polish. Specifications for replating and refinishing are also given. The catalogue is handsomely illustrated, attractively gotten up, and finely printed on excellent paper.

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NEW GOODS AND SPECIALTIES

AUTOMATIC ADJUSTABLE-STROKE CENTER PUNCH.

The L. S. Starrett Co., Athol, Mass, have recently added to their assortment of labor saving tools the Automatic Adjusable-Stroke Center Punch, No. 18-A. which we illustrate with a full size cut. This centre punch is provided with a knurled adjustable screw cap which, working in connection with a spring, regulates the stroke. For work requiring a heavy mark, turn cap down; for work requiring a light mark, turn it up. To use it no hammer is needed. The punch being placed in an upright position over the working line, a downward pressure releases the striking block and makes the impression without danger of slipping, as is liable when a hammer is used. When adjusted for either light or heavy stroke all indentations are of uniform size for starting the drill, etc., and accurate and quicker work can be done. The working parts are hardened, durable and accessible for such repairs as may be needed. The adjustable cap fits the hand, with no stroke-adjusting screw through and above it to bother. The point can be ground without removing it. This punch, while small and light, is capable of giving a powerful stroke, thus taking the place of a heavier as well as a lighter punch. It is ½ inch in diameter, 5 inches long when adjusted for medium stroke and weighs but 3 ozs.



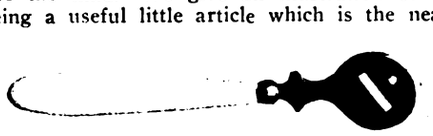
AUTOMATIC ADJUSTABLE-STROKE CENTRE PUNCH.

THE KLIP-KLIP "PREMO."

The Klip-Klip Co., Rochester, New York, have recently added to their line of Klip-Klip specialties the Klip-Klip "Premo" and the Klip-Klip Corn Shave, which are articles likely enough to catch the taste of the trade and become the best selling specialties of the kind. We give an illustration of both, the "Premo" being a useful little article which is the neatest and strongest nail clipper that has been added to these pocket manicuring appliances, is heavily nickeled and simply made to be sold at a moderate price and pay the dealer a good percentage of profit.



THE KLIP-KLIP "PREMO."



KLIP-KLIP CORN SHAVE.

THE "HAPPY THOUGHT" RAZOR STROP.

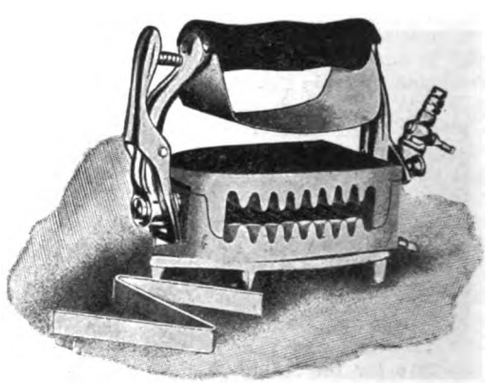
Geo. W. Collins, Peninsular Bank Building, Detroit, Mich., is introducing the "Happy Thought" Razor Strop, which we illustrate. A strip of wood runs between the two Strops, keeping them on a flat surface. The wood strip is also slightly thicker in the centre than it is at the sides, thereby preventing the "round edge" when stropping. A full line is offered, from several low-priced grades to the highest-priced, the latter being of genuine Russian leather, and being self-honing. One of the cheaper Strops has porpoise-hide finished side, with solid web back, especially fitted with hardwood "Happy Thought" center, flat loop, leather handle and single loop swivel, being 23 inches long and 2¼ inches wide. The highest grade is a double leather strop, the finishing side is of light-colored Zulu-finish horse-hide, and the sharpening side is of heavy black horse-hide. Specially fitted with hardwood center, padded leather loop handle and malleable swivel; 24 inches long and 2¼ inches wide. Each Strop is distributed to the trade put up in a neat heavy paper envelope.



THE "HAPPY THOUGHT" RAZOR STROP.

THE "LEONARD" GAS SELF-HEATING IRON.

The Leonard Mfg. Co., Providence, R. I., are presenting to the trade the "Leonard" Gas Self-Heating Iron shown in the accompanying illustration. It is made in two weights, viz., 6¼ and 9 pounds. They also make a Tailor Iron weighing 18 pounds. The Iron is nickeled and polished, while the corrugations on the interior of the body increase the heating surface, the metal being so arranged that the outer sides or edges of the body are considerably thicker or deeper than the center walls, thus adapting the iron, when in use, for the retention of heat for a longer period at the part which first comes in contact with the dampened cloth. The interior is constructed so that the gas flame from the central burner tube has a great heating capacity. The Iron may also be used for a stove by placing the Iron on its side and making a few changes. In this revolving Iron the upper face is heated, while pressing, with the lower face. In the Tailor Iron the faces are 9¾ inches long and 3 ¼ inches wide.



THE "LEONARD" GAS SELF-HEATING IRON.

THE HENIS COMPARTMENT STEAM COOKER.

William G. Henis, 1347 Ridge Avenue, Philadelphia, Pa., is the patentee and manufacturer of a new design in cooking utensils, in the Henis Compartment Steam Cooker, an illustration of which we give herewith. It is unique in its construction, as will be seen by reference to the illustration. It consists of an outside Agate kettle, in which are fitted four compartments with covers complete, in each of which something different

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may be cooked. It can be used without the compartments if desired, by simply removing the ring, which is made of steel and handsomely tinned. The tin compartments are accurately machine made of the best grade of XX bright charcoal tin. The tin made especially for the Henis Cooker is extra heavy and

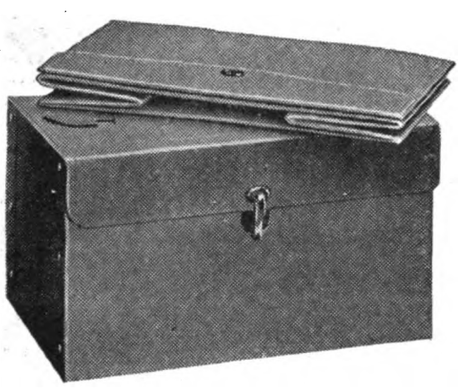


THE HENIS COMPARTMENT STEAM COOKER.

warranted to wear five years with ordinary usage. The handles on the compartments are so arranged that the operator can entirely drain the compartment of surplus water by simply reversing the compartment, without losing the smallest portion of the other contents or scalding the hand. More information is contained in a circular, which will be sent on application, and which every dealer should ask for to be up-to-date.

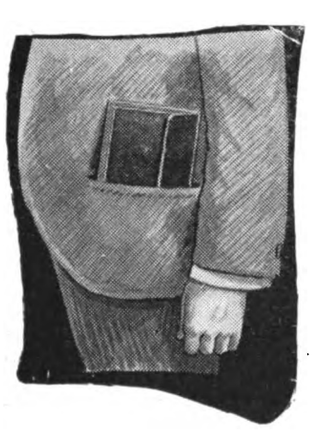
THE IDEAL LUNCH BOX.

The Rochester Lunch Box Mfg. Co., Rochester, N. Y., are placing on the market The Ideal Lunch Box, which is claimed to be an improvement on any that has preceded it, and is convenient



IDEAL LUNCH BOX.

to carry and attractive in appearance. It is constructed in two grades. The Ideal No. 1 is made of the best black rope fiber, with black patent leather handle. Waterproof both sides. Double bottom and ends. Solid cover. Size, 8x5x4¾ inches. The Ideal



HOW IT MAY BE FOLDED FOR THE POCKET.

No. 2 is made of good quality rope fiber, with webbing handle. Waterproof outside, double bottom and ends. A strong and serviceable box. Size, 7½x4¼x4½ inches. The manufacturers supply advertising matter, window cards and electrotypes with sufficiently large orders.

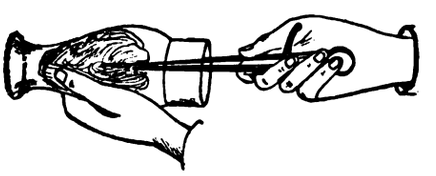
THE "DANDY HANDY" TONGS.

The Lowell Scale Co., Lowell, Mass., are placing on the market what could be made a popular housekeeping specialty, which they name the "Dandy Handy" Tongs, which we illustrate herewith. It is made of steel, nickel-plated, and can be used for



AS A ROAST POTATO HANDLER.

a number of purposes, such as taking vegetables from the kettle, hot potatoes from the oven, handling boiled eggs, boiled corn, in each of which it will be found useful; or it may be used in the operation of cleaning lamp chimneys, or milk bottles. The device is made of metal, formed to shape, with

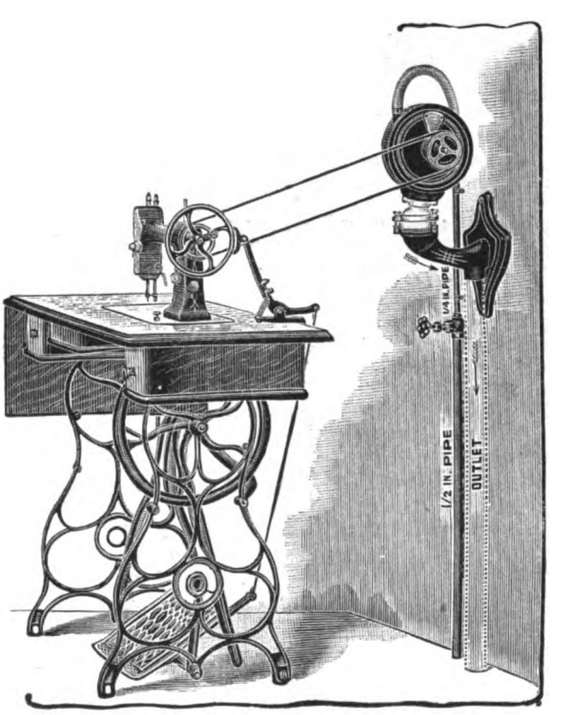


AS A CHIMNEY CLEANER.

teeth near the end of the prongs. A small curved bar guides the two prongs and keeps them in position. A shoulder on this bar locks the arms when they are closed. A slight pressure releases them, when they open with a spring. The device is quite attractive in appearance, and is made to be sold at a moderate price, which affords the dealer a satisfactory profit.

THE POLAR WATER MOTOR.

The A. Rosenberg Motor and Mfg. Co., Baltimore, Md., are the manufacturers of the Polar Water Motor shown in the illustration herewith. The Motor which we illustrate is the seven-inch decorated and enameled Adjustable Water Motor. It has steel shaft 12 inches long, ⅝ inch diameter, with brass hub, steel discs and brass pulleys for either round or flat belt. It is shown here driving a family sewing machine with auto-



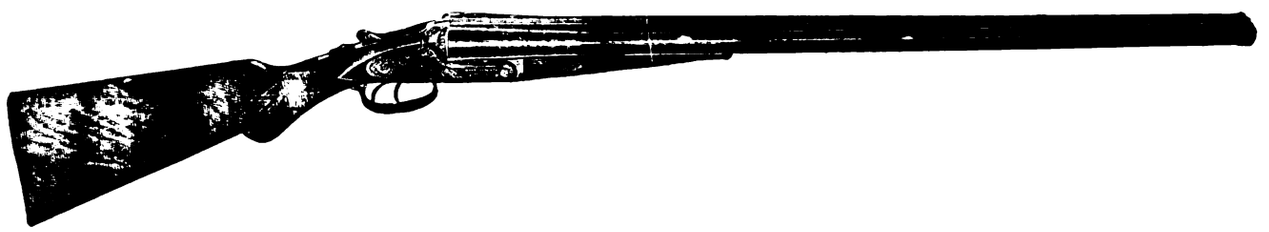
THE POLAR WATER . .OTOR.

brake for stopping, starting and regulating speed of sewing machine. It can be run on any ordinary house supply with ½ H. P. with 20 to 75 pounds pressure. It can be used with any pressure when used for driving light machinery. Uses from 10 to 20 cubic feet of water per hour. The same Motor can be used for running a fan.

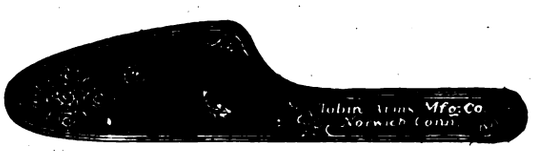
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THE TOBIN "SIMPLEX" HAMMERLESS SHOT GUN.

The Tobin Arms Mfg. Co., Norwich, Conn., are the manufacturers of the Tobin "Simplex" Hammerless Shot Gun, which we illustrate herewith, giving an idea of the excellent appearance of these goods. An article of merit meets the approval of the buyer whose motto is "A Satisfied Buyer" and when this is taken into consideration with the fact that such goods have merit enough to afford a margin of profit that is greater than is usually to be had on similar goods, the subject is an attractive one for consideration. In this issue of HARDWARE is shown a reproduction of a few original letters that speak volumes concerning the Tobin Arms Mfg. Co.'s "Simplex Guns". The Tobin Arms Mfg. Co. claim some advantages worthy of the attention of the trade, among which are the following: Their line of Simplex guns which sell at a popular price, comprises every feature of excellence demanded by the shooter who has passed the initial stage of cheap guns, and in addition has unique features of simple construction, fine finish, neat design, strictly first-class work and material that combine to make a hammerless gun that merits their claim of "A modern improvement in hammerless gun construction."



THE TOBIN "SIMPLEX" HAMMERLESS SHOT GUN.

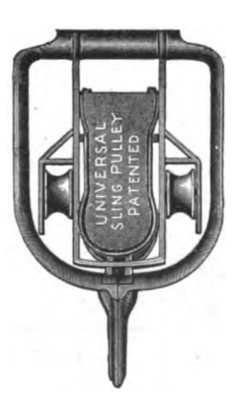


SIDE PLATE SHOWING STYLE OF FINISH.

The Tobin Arms Mfg. Co. are making every effort to handle their line through the legitimate trade channels. Our readers will notice that they have never had an opportunity to refer to these goods being offered by cut-rate dealers anywhere. These makers do not pretend that it is possible to furnish something for nothing and consequently do not wish to convey the idea that they have the lowest priced article on earth, but if you wish an article that looks good to you and your customer, that makes new customers for you when sold, they can supply it to sell at from $22.50 up to $200. Their hammerless guns for "nineteen o six" will be fitted with automatic ejectors or single triggers if required. They also make 12 gauge guns as light as 6 pounds.

MYERS IMPROVED UNIVERSAL SLING PULLEY.

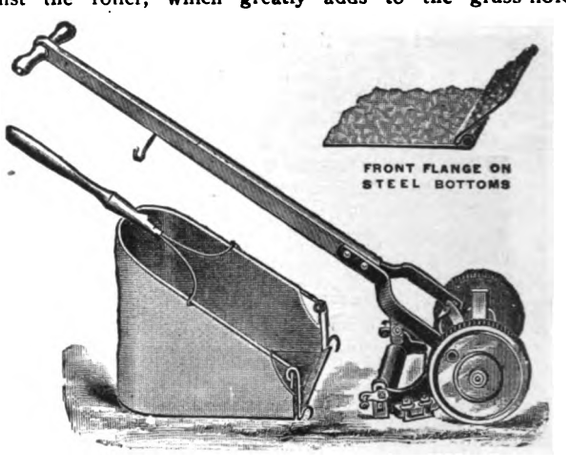
F. E. Myers & Bro., Ashland, Ohio, are placing on the market the Universal Sling Pulley in an improved form. The increased demand for and the use of slings for unloading hay and grain has made a requirement for a device that could be used with the ordinary hay carrier, which the farmer has already placed in his barn, and the Universal Sling Pulley is especially designed to meet this requirement. It can be used on any make of hay carrier without requiring a different fork pulley or registering device of any kind. It is so arranged that it cannot be misplaced on the rope, as it can be used with either side up in connection with any shape or style of fork pulley. It is the only device known making it possible for one traveling pulley to pass through another, and form a loop. In this way they accomplish everything that is possible with any hay sling, and the fork pulley registers in the carrier just as it does with a hay fork. It is adapted for Center Trip Slings, and deposits the hay or grain in the mow in the same relative position as it is in the wagon, and not crosswise, as is the case with many sling carriers. It is referred to as being light, convenient to handle, and a proven machine.



MYERS IMPROVED UNIVERSAL SLING PULLY.

THE EASY EMPTYING GRASS CATCHER.

The Specialty Mfg. Co., St. Anthony Park, Minn., are the makers of the Easy Emptying Grass Catcher shown herewith, which is made in two sizes, which fit perfectly any size or make of lawn mower. It is made from heavy duck, with galvanized steel frame. The galvanized iron bottoms are provided with a flange in front, to prevent the grass being carried forward against the roller, which greatly adds to the grass-holding capacity of the catcher. In order to make it fit any make of lawn mower, the flange may be adjusted by bending it either up or down. The method of attaching the duck side to the galvanized steel bottom is spoken of as being the strongest possible. Special machinery rolls the duck and metal together without injury to the duck, and makes a joint that is referred to as being strong, light and yet durable. The Catcher is emptied by lifting it from the mower by the handle.



THE EASY EMPTYING GRASS CATCHER.

DEATH OF EDWIN GILBERT.

Edwin Gilbert, president of the Gilbert & Bennett Mfg. Co., Georgetown, Conn., and Chicago, died at his winter home in Crescent City, Florida, where he had been accustomed to go for twenty-three years past, on February 28th, in his eighty-fourth year. When Mr. Gilbert went South a little more than a month ago, he was apparently in good spirits and in his customary good health. Edwin Gilbert was born in Georgetown, Conn., in September, 1822, and for many years worked in the factory at the business established in 1818 by Benjamin Gilbert, his father. Edwin became a member of the firm, originally Gilbert, Bennett & Co., in 1844. The business under the present title was incorporated about 1873, and in 1884 Edwin Gilbert was elected president of the company, an office he filled with great ability until his death. He was very domestic in his habits, exceedingly hospitable, intensely religious, and during his life always doing charitable work among the deserving by giving only after personal investigation and on intelligent lines, a characteristic that was perpetuated in his will, in which over $250,000 is given to various worthy institutions; all of the bequests becoming effective on the death of Mrs. Gilbert. Mr. Gilbert nine years ago celebrated his golden wedding. His widow, a few years his junior, survives him, but he left no children.

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OUR CANADIAN LETTER

Toronto, March 15, 1906.

THE COMBINE INVESTIGATIONS.

There is little to report this month regarding the trial of the tack manufacturers in Toronto charged with conspiracy to restrain trade. In last month's letter reference was made to eight Canadian manufacturers of tacks being committed for trial on January 24. The case came before the grand jury of the criminal court on February 8, a true bill being brought in against the eight named a month ago. Through sickness of a juryman, however, the court adjourned its sittings and nothing has since been heard of the matter except occasional articles in the *Daily Press* demanding that the trials of the alleged combines in tinware, etc., be proceeded with. The Prosecuting Attorneys are, however, busily engaged in other investigations and the Hardware men can wait for a while.

The Plumbing Supply men have been equally fortunate in gaining time as while their cases have been taken up again another adjournment was made until March 12. Unlike the master plumbers, who laid down and practically admitted their guilt of conspiracy, the supply men intend putting up a warm fight, claiming that they were forced to enter into an agreement with their customers and did so only after they had secured legal advice on the matter.

RETAIL TRADE ORGANIZATION.

The Western Canada Retail Hardware and Stove Dealers Association held their semi-annual convention at Winnipeg, commencing on Feb. 13, the attendance being very large and representative of all that section between Lake Superior and the Rocky Mountains. Little of interest to American readers was transacted, the most important actions of the gathering being their affiliation with the Retail Merchants' Association of Canada and the shelving of the Mutual insurance proposition for another six months. The old secretary was re-elected, his address being J. E. McRobie, 53 Scott building, Winnipeg. J. A. Lindsay, the retiring president has become a manufacturers' agent at Winnipeg, representing several American houses.

The Retail Hardware Dealers' Association at Montreal is progressing favorably and the proposition to organize the retail trade in Ontario is meeting with considerable success.

LUMBER TRADE.

The absence of snow is causing the lumbermen in all parts of Canada a lot of anxiety as it is practically impossible to move their winter's cut. This, of course, has a serious look to those dealers who depend largely upon the lumbermen for trade.

SPORTING GOODS TRADE.

The remarkable winter has had a bad effect upon the many winter lines of sporting goods. Skating, hockey and curling have been indulged in almost as much as in previous winters but there has not been a day's snowshoeing or tobbogganing in Toronto during the entire winter and other sections have fared little better. The heavy snowfalls of the last two winters had caused a revival of these sports but the snowless winter may discourage trade next year.

Everything points to a tremendous trade in summer goods, however, as there is marked enthusiasm displayed in baseball, lacrosse and football, while both lawn tennis and golf are also immensely popular. Bicycling is also experiencing considerable of a revival in Canada, while shooting and fishing are becoming more popular each year, the newly opened districts in Northern Ontario and Quebec providing plenty of field for sport.

OUTLOOK SATISFACTORY.

The Smith and Fergusson Company, Regina, Saskatchewan, report the trade outlook in Western Canada to be very good. The farmers have held large quantities of their grain to be marketed in the spring, this insuring the circulation of a lot of money during the coming summer. Other western houses make similar satisfactory reports.

On the other hand, Mr. A. M. Bell, jobber, Halifax, expresses the opinion of the trade in the Maritime Provinces. He says there is nothing to indicate a better year than last although building is active. The poor winter for lumbering, the high price of cod fish, etc., are reasons put forward to show why the trade will suffer during the coming year.

OPPOSE DUMPING CLAUSE.

During the past month Canadian jobbers of Hardware have entered strong protests against the continuance by the Dominion Government of the Dumping Clause of the Canadian Tariff, aimed to prevent American manufacturers from dumping their surplus stocks upon the Canadian market at lower prices than prevail on the home market. Representing the Canadian Wholesale Hardware Association, Wm. Vallance, Hamilton, Pelee Howland, Toronto, and jobbers from other large centres asked the Tariff Commission at Ottawa to abolish the clause. It was, they declared, impossible of equitable application; it encouraged fraud; it was an injustice to honest importers; it was an unwarranted restriction on freedom of purchase; its tendency was to take the trade in such lines as were affected from the Canadian wholesale merchant and give it to his foreign competitors; it unduly enhanced the laid-down cost of such lines as Canadian manufacturers could not supply when crowded with business, with resultant serious loss on contracts. An increased duty in place of this clause would be infinitely less objectionable.

Mr. Howland maintained that the effect of the anti-dumping clause was to order importers to buy at a combine price, whereas if a combine existed in Canada the duty was thrown down. Importers were continually being asked, he said, by foreign manufacturers to arrange various plans for evading the clause, by charging advertising, travelling expenses, etc. He declared that he had never encountered any instances of American manufacturers selling below actual cost.

Another matter which has created quite a stir amongst the Canadian Hardware trade recently is the proposed duty of 33 1-3 per cent on tin plate entering Canada. The duty is requested by a coterie of company promoters headed by J. Walter Allison, originally a Canadian but more recently of New York. The entire trade, particularly those users of tin plate and sheet metals in manufacturing tin ware, metal roofiings, tin cans, etc., are protesting vigorously, desiring to be able to bring tin in free of duty. Allison is building a rolling mill at Morrisburg but it is freely predicted that, like the Cramp Steel Company at Collingwood, which he promoted, it will never turn a wheel.

TRADE EXPANSION.

The Norris Safe and Lock Company, of Seattle, are to erect a five story business block at Vancouver.

The Peterboro (Ontario) Lock Company have closed a successful year, declaring a dividend of six per cent and an additional bonus of one per cent. after spending $5,000 in enlarging their plant.

The Aikenhead Hardware, Limited, Toronto, have moved into a large new building and are extending their jobbing business in builders' Hardware. The firm was established in 1830 and is the oldest Hardware concern in Toronto.

McLesnnan, McFeeley & Co., Vancouver, are to build a new $7,000 warehouse for their Hardware trade.

The Kemp Manufacturing Company, Toronto, makers of enamel and tin ware, are considering the advisability of establishing a branch factory at Montreal. Norman Wylie, formerly with Lewis Bros., Montreal, is now assistant to A. E. Kemp, M. P.

INDUSTRIAL CHANGES.

The Nicholson File Company, who were formerly represented in Montreal by the late Walter Grose, have decided to discontinue their agency there. They will make Port Hope the headquarters of their sales department. The Canadian agency of the G. & G. Barnett Co., Philadelphia, manufacturers of Black Diamond Files, will also be centred in Port Hope, as the Nicholson File Works have for some time been Canadian sales agents for this company.

The imperial Steel and Wire Company, Collingwood, Ont., are to build a wire fence plant.

The Brentford Roofing Company, a branch of the Patent Roofing Company, Lafayette, Ind., have commenced manufacturing.

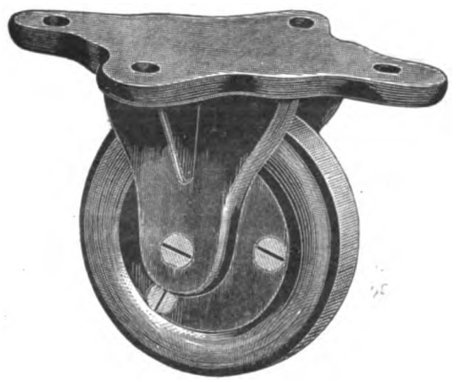
The Canada Cycle and Motor, Company, Toronto Junction, have completed extensions to their plant. In addition to bicycles and automobiles, they now manufacture large quantities of skates.

The Anthony Wire Fence Co., Flint Mich., have established a factory at Windsor, Ont.

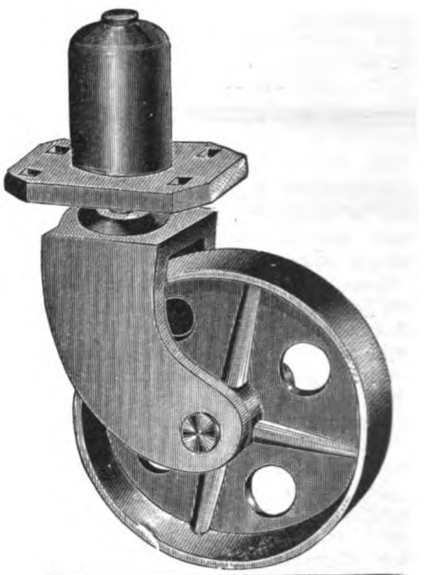
The James Pender Company, St. John, N. B., are doubling the size of their nail and wire mills. At their recent annual meeting a 12% dividend and a bonus of 9% was declared.

The Peacock File Company, Buffalo, are said to intend to remove their plant to Port Colborne, Ont.

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TRUCK CASTERS

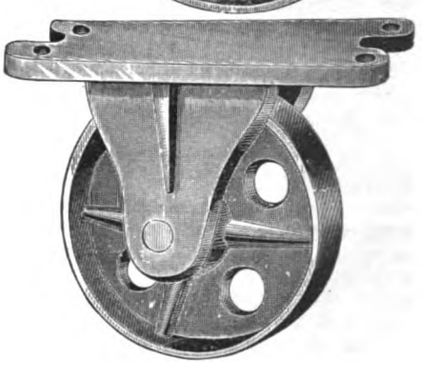


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The GEO. P. CLARK CO. Windsor Locks Conn.

Dept. A.

New York Office: 253 Broadway

ABOUT MEN IN THE TRADE.

The death occurred in Winnipeg on February 19, of W. G. McFarlane, vice-president and manager of the Winnipeg branch of the Marshall-Wells Company of Duluth. He was only 34 years of age and he had worked his way steadily to the front.

W. R. B. Leslie, formerly traveling representative in Eastern Ontario for Caverhill, Learmont & Co., Montreal, has entered into partnership with A. C. Jenkins in the agency business in Montreal, representing Smith & Hemenway, New York, and other American houses.

W. A. C. Hamilton, Toronto representative of the Consumers Cordage Company, Montreal, has been transferred to the latter city, he being now vice-president of the company.

Prices of binder twine were slaughtered in Canada last year by the International Harvester Company and about half a dozen Canadian mills were forced to close down. A similar condition is looked for this year, although prices will probably be a trifle higher. The coming to Canada of the Plymouth Cordage Company is not expected to have much effect on the market this season, but interesting developments are looked for when their monster plant at Welland gets in full operation in 1907.

TRAVELLER ARRESTED IN QUEBEC.

About a month ago, J. Greenburg, representing a New York house, was arrested in Montreal because he had not paid the travelers' tax on representatives of "foreign" houses. Mr. Greenburg was engaged in eating his dinner and was prevented from finishing it being taken to jail and thrown into a cell with a housebreaker and kept there six hours before securing a hearing. As Mr. Greenburg also represented an English house he was released and an apology tendered for the manner of his arrest. Not satisfied with this, however, he has started suit against the Province of Quebec for maltreatment and false arrest. Captain Gorman, Deputy U. S. Consul-General at Montreal, having charge of the case.

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PAPENTS ISSUED FEBRUARY 30, 1906.

812,262. WINDOW SHADE BRACKET. A. B. Dunkle, Steelton, Pa.
812,292. WASHING MACHINE. T. C. Purves, Chicago, Ill.
812,299. NUT LOCK. J. Schmitt, Brooklyn, N. Y.
812,308. BOX FASTENER. H. Stotz, Albert Lea, Minn.
812,309. BROOM HANDLE. T. I. Swagerty, Pleasanton, Kans.
812,334. HUB WRENCH. M. F. Edwards, Stillwater, Okla.
812,346. DOOR HANGER. J. L. Lawrence, Sterling, Ill.
812,347. DOOR HANGER. J. L. Lawrence, Sterling, Ill.
812,406. CAN OPENER. C. Cochran, Plattsburg, N. Y.
812,411. GAGE READING DEVICE. G. P. Doern, Chicago, Ill.
812,429. NUT LOCK. J. W. Koch, Reynolds, Pa.
812,440. ADJUSTABLE WRENCH. G. McKerahan, Marshfield, Ore.
812,497. NUT LOCK. R. G. Jahnke, Cincinnati, Ohio.
812,538. WRENCH. I. Weisnek, Mindenmines, Mo.
812,551. WRENCH. N. Delisle, St. Tite, Canada.
812,580. LIFTING JACK. H. M. Marsh, Chicago, Ill.
812,590. CULINARY VESSEL. A. W. Obermann, Newcastle, Pa.
812,591. NUT LOCK. M. Omalia, Scranton, Pa.
812,592. CHURN. Wm. L. Pool, Aztec, N. Mex.
812,701. TACK PULLER. J. H. Stiner, Gowen, Pa.
812,772. WASHING MACHINE. S. K. Rice, Concord, Neb.

PATENTS EXPIRED FEBRUARY 26, 1906.

398,392. SPRING LOCK. H. K. Barker, Cincinnati, Ohio.
398,410. COAL HOD. G. Laube, Huron, Dak.
398,492. CARPET FASTENER. J. E. Caldwell, Goodland, Kan.
398,611. MEANS FOR FASTENING MOVABLE BARS OR BOLTS IN DOORS, ETC. Joseph L. Hall, Cincinnati, Ohio.
398,633. SEALING DEVICE FOR FRUIT JARS. John Legan, Xenia, Ohio.
398,660. PERMUTATION PADLOCK. George F. Seiser, Calvin R. Johnson and M. B. Perry, Port Royal, Ky.
398,743. SELF-HEATING SAD IRON. Wm. H. Mull, Lawrence, Mass.
398,763. DOOR CHECK. Owen T. Boker, Fort Worth, Tex.
398,781. ADJUSTABLE ANGLE TROWEL. Francis T. Hovey, Homer, N. Y.

PATENTS ISSUED FEBRUARY 27, 1906.

813,399. DOOR HANGER. R. B. Browne, New York, N. Y.
813,411. WEATHER STRIP. C. M. Eveleth, Plymouth, N. H.
813,492. FISHING ROD. J. B. Fisher, Chicago, Ill.
813,501. BRACKET. H. F. Keil, Bronxville, N. Y.
813,518. WEATHER STRIP. J. H. Pisor, Electric, Mont.
813,539. LAWN EDGER. G. Vincent, Minneapolis, Minn.

(Continued on page 48.)

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REVIEW OF THE MARKETS.

WIRE NAILS: From present indications the jobbers will be well stocked up on Nails for April, as specifications on the contracts already booked form the bulk of the active business. The mills are not receiving new business in any great volume, but the advance that was looked for never materialized. Quotations are as follows: f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

Carloads to jobbers	$1.85
Carload lots to retail merchants	1.90

New York.—There is an ordinary demand for small lots from store from contiguous territory, but the local trade otherwise seems to be a waiting market. Quotations for small lots from store are on the basis of $2.15 per keg.

CUT NAILS: Similar conditions prevail in the Cut Nail market that was characteristic of the Wire Nail market, specifications on orders already placed furnishing the bulk of the business. Quotations are as follows: f.o.b. Pittsburgh, for carload lots, $1.80, base; for less than carload lots, $1.85. For carload lots on dock New York, $1.95; for less than carload lots, $2. Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 5 to 10 cents advance on Steel Cut Nails.

New York.—Local business is extremely light, and the prices being obtained by jobbers are firm and satisfactory. Quotations are on the basis of $2.05 per keg.

BARB WIRE: Specifications on orders already received at the mills are satisfactory and liberal in their demands, the jobbers having anything but a heavy stock in warehouses. New business is about as usual at this time in the season. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$2.00	$2.30
Retailers, carload lots	2.05	2.35
Retailers, less than carload lots	2.15	2.45

SMOOTH FENCE WIRE: Manufacturers anticipate a very heavy trade this season. The fence manufacturers are heard from in the shape of large specifications on contracts already in hand. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads	$1.70
Retailers, carloads	1.75

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

BINDER TWINE: General market quotations f.o.b. Eastern factories may be given as follows:

White Sisal (500 feet to the pound)	9¼ @ 9½
Standard (500 feet to the pound)	9¼ @ 9½
Standard Manila (550 feet to the pound)	10½ @ 10¾
Manila (600 feet to the pound)	11½ @ 12
Pure Manila (650 feet to the pound)	12½ @ 13

Less than car lots ¼ cent advance.

ROPE: The following prices may be said to represent the market:

	Cents per Pound.
Pure Manila, 7-16 and larger	12½ @ 13
B Quality Manila	11½ @ 12
Pure Sisal, 7-16 and larger	9½ @ 10
No. 2 Sisal, 7-16 and larger	8 @ 8¼

LINSEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....43 cents per gallon.
In lots of 5 barrels or more.....42 cents per gallon.

The "American" brand for respective quantities, 2 cents per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Double Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Regular Boiled Linseed Oil, 1 cent per gallon higher than Raw.
Calcutta Oil .....65 cents per gallon.

THE PHILADELPHIA TRADE.

The month of March fully maintains the high record established this year, as the demand for goods continues unabated. The manufacturers report an unexampled rush of business, and the same report is made by the large jobbers, who are unusually busy in filling Spring orders, and who find considerable trouble in getting the goods from the factories. Much complaint exists on this score, and the clamor for wire cloth and wire netting is loud and insistent. It seems unfortunate that the Hardware trade has fallen so largely into the habit of ordering wire cloth and netting to be shipped direct from the factory, and at the same time of the year. With the exception of the far South, almost every dealer wants his wire netting about March 1st, and while the capacity of the factories has been greatly enlarged, it is not to be expected that manufacturers will maintain a plant large enough to ship all their wire netting March 1st. To make a manufacturing plant profitable, it must be run continuously, and wire netting manufacturers should hardly be asked to make all their shipments in one month. The remedy for this state of affairs could be easily found, if retailers were only willing to pay the small freight charges incurred in having their netting shipped from the jobber's stock. The jobber tries to anticipate his customer's wants, but, of course, where he is asked to make direct shipments, he cannot compel shipments at the exact time specified.

Axes are also in great demand. The high prices of the last few years have been the cause of almost entire exhaustion of stocks in the hands of both jobber and retailer. Probably there has not been a time for years when the actual supply of axes in the country has been so small as it is to-day, and now that prices have been so greatly reduced, all dealers—large and small—are replenishing stock; while the farmer, who has been sharpening his old axe almost down to the eye, is now willing to purchase a new one, at the present low price. It may be that this heavy demand will be sufficient to absorb the output of the two or three new factories which have lately come on the market. This now appears highly probable, and if so, a possible advance in price may come before the season is much older.

Trade indications generally are more promising. Some fear was expressed a short time ago, that the mild Winter might be followed by heavy frosts, which would imperil the coming crops, but the colder weather of the last few days has retarded vegetation to such a point, that it now seems as if the great danger of frosts is likely to be escaped. If crops this year should be as large as the previous two or three years, and if there should be the average foreign demand for them—which now, in view of the famine in Japan seems more than probable—there is apparently no reason why a fair volume of business should not be expected for the next six months.

There is a cloud on the horizon, in the threatened coal strike, which now appears to be ominous. For the last few weeks business in the anthracite region has been greatly prostrated, as no one can forecast the situation and business comes to a standstill. A settlement of the question either way is likely to improve the immediate situation. For if a strike is declared suspension will be over, and while the mining of coal would stop, the miners would go to work in their gardens and in other lines of activity, so that a certain volume of business could be reasonably counted upon.

Collections are hardly as good as they should be. Of course, this is the dullest time of the year in the country, where mud reigns supreme. April 1st is the recognized settling time in Pennsylvania, and an improvement in collections may be reasonably expected about that date.

BIDDLE HARDWARE CO.,
James H. Ritter.

THE CLEVELAND TRADE.

Business for March will be large, but inability to furnish goods is seriously affecting the output. Ten to twelve weeks' delay is not unusual on goods wanted at once; this usually loses the sale. The old panic microbe is not dead but panic-creating competition is modified by co-operation. More iron and steel will be used in 1906 than was ever used in any year before, unless serious strikes interfere. Shortage in goods seems to be increasing while demand is not abating. The agitation of public questions alarms some people, but it is well to remember that no high civilization was ever attained without it, and business has nothing to fear from that source. Light let into dark places disturbs only

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FILES

Nicholson
Arcade
American



Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASPS

Kearney
& Foot
Eagle



J. B. Smith
"X-F"
Gold Medal

MANUFACTURED — BY — **NICHOLSON FILE CO., - Providence, R. I.**

the bad, while it inspires the multitude to higher endeavor. The big stick and big man may help keep peace but purity can only make it permanent and agitation tends to purify. We are getting no party legislation in Ohio this season, as each House is controlled by a different party, which is an ideal way of preventing bad legislation. The legislation promised by both parties to change the compensation of county officers from fees to salary, has not been passed. The activity of court house cliques has hitherto prevented such legislation. Auditors, clerks, sheriffs, etc., who get from $30,000 to $50,000 per year in fees are making every effort to continue the wrong, and their supposed influence at the primaries has great power with the timid members, but legislation to modify the influence of bosses and leave the nominations in the hands of the people may strengthen the timid and secure the needed legislation to abolish a shameless swindle and wipe out one of the prolific causes of corruption in Ohio politics.

The Lockwood-Taylor Hardware Co.
C. B. Lockwood, *Pres.*

THE PITTSBURGH TRADE.

At the date of this writing, March 16th, the coal labor question is the important matter for this section. If all the miners were in one organization their demand for an increase of wages could be granted and added to the price of coal, the consumer paying it, but as things are there are enough unorganized mines to supply a considerable percentage of the demand. These mines will run at present rates no matter what the others do, and their competition fixes the selling price for the operators who pay the higher rates. It is earnestly hoped that the convention reassembled at Indianapolis and now in session, may arrive at some settlement that will avoid a stop of work at this time, when it would so seriously inconvenience our large manufacturing interests. Belated winter visited us in March, a snowfall of fifteen inches having occurred within the past five days. As this is a general condition, we shall have high water in our rivers within a week. Trade continues quite active, with sales running considerably ahead of corresponding weeks of last year.

Logan-Gregg Hardware Co.

THE ST. PAUL TRADE.

Surely all business is prospering as never before. The trouble is now and will be greater to get goods to supply the demand. So early in the Spring many manufacturers cannot deliver at once, but put off delivery one, two or three months. Of course, under these conditions, we can expect higher prices. It seems to us that we are almost too prosperous, but the proper thing for all is to take advantage of conditions and do all the business possible without too great a risk. Everybody knows that prices are firm. No one owning anything need sell without a profit and the accruing profits should make a bank account to rely upon when trouble comes. We see no clouds in the financial sky and believe that great crashes are not as possible as years ago; yet this era of prosperity cannot go on forever, though a good healthy condition may exist for many years to come. In the meantime, all merchants should buy early and get the goods in to be prepared for the Spring trade which is to come.

Hackett, Walther, Gates Hardware Co.

THE SAN FRANCISCO TRADE.

The growing wheat crop continues to look well. Those parts of the belt which last month were suffering from drought have been visited by copious falls of rain, and no further apprehensions of damage to the plant are now heard. In bank clearings the Pacific Coast cities continue to send in the largest gains, taking the Pacific Slope as a whole. Our local conditions continue excellent, with the weather very favorable for the crops, which are looking well. Our sea commerce is very good, while our domestic trade is active and at profitable prices. We have abundance of funds, rates of interest are moderate, collections are on a normal basis and no complaints of any consequence are heard from any quarter.

Accuracy in reporting is my strongest point. My experience has educated me to the point that I wouldn't incorporate in this correspondence a death notice appearing in some of our local dailies without first verifying the announcement. And now what shall I say of the *California Retail Hardware Dealers' Association News*, edited by the state officers? This publication, sent monthly to Hardware dealers throughout the State, had in its issue that appeared late in January this notice: "The annual convention of the California State Retail Hardware Association will be held in San Francisco, Wednesday, Thursday and Friday, March 7, 8, and 9." Finding occasion to refer to this association, in the March 10 issue of Hardware, I quoted these dates from the associations *News*. And now I want to apologize. The convention did not meet until yesterday, the 14th of this month, and at this writing is still in session.

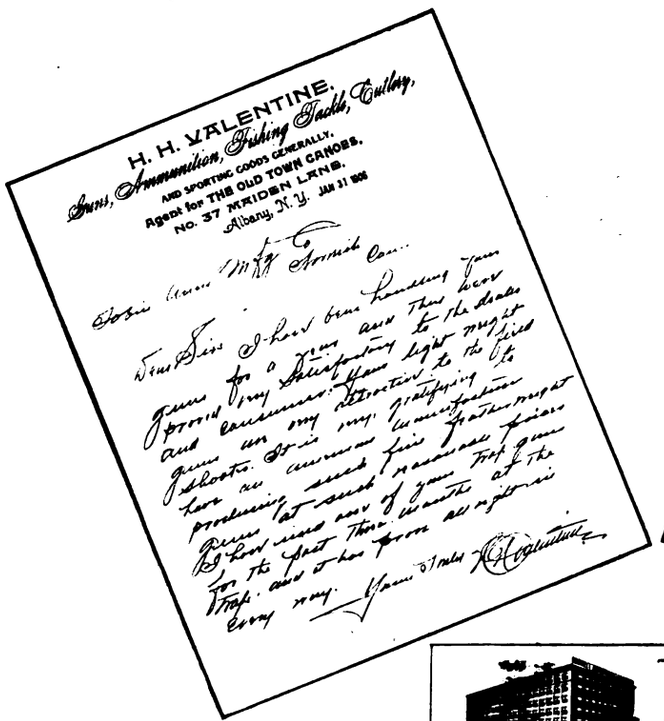
In the opening address, delivered by President H. C. Bennett, a plan of importance to retail Hardwaremen of California was suggested. This was to establish in this city for the interests of the retailers, an office, with a permanent secretary, stenographer and all the conveniences for keeping well informed and for the dissemination of information among members of the association for their common good. The audience of Hardwaremen from all parts of the State applauded when President Bennett said:

"The matter of funds to carry on the work during the coming year is a hard problem. We think that the plan adopted this year, when a few shouldered the expense of paying for an organ-

(Continued on page 41.)



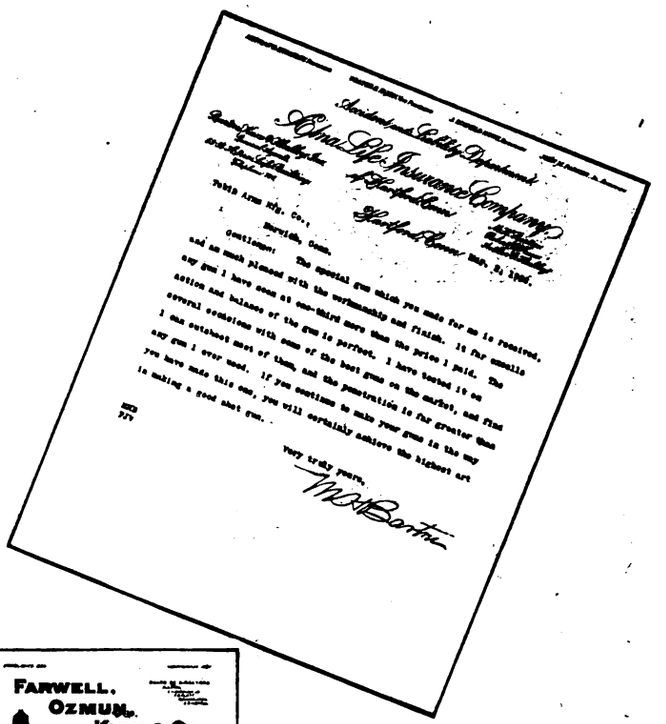
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H. H. VALENTINE,
Guns, Ammunition, Fishing Tackle, Cutlery,
AND SPORTING GOODS GENERALLY.
Agent for THE OLD TOWN CANOES.
NO. 37 MAIDEN LANE.
Albany, N. Y. JAN 31 1906

Tobin Arms Mfg Co Norwich Conn

Dear Sirs I have been handling your guns for a year and they have proved very satisfactory to the dealer and customer. Your light weight guns are very attractive to the field shooter. Your single gun is very satisfying to those who admire fine workmanship and quality. I consider your guns fine producing guns at a reasonable price. I have used one of your Trap guns for the past three months at the Trap and it has given all right every way. Yours Truly H. H. Valentine

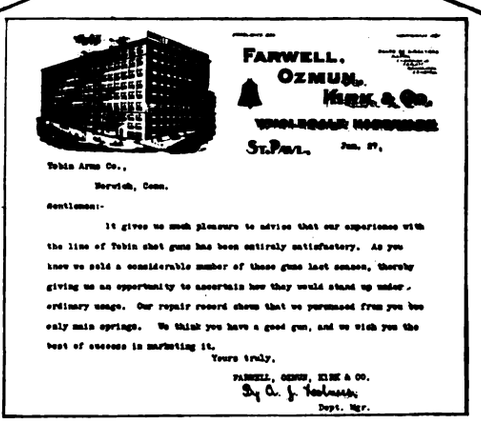


Standard Accident and Liability Department
Guarantee Fidelity Bonds
Steam Boiler Insurance Company
Hartford, Conn.
Hartford, Conn. Mch. 8, 1906.

Tobin Arms Mfg. Co.,
Norwich, Conn.

Gentlemen: The special gun which you made for me is received, and am much pleased with the workmanship and finish. It far excells any gun I have seen at one-third more than the price I paid. The action and balance of the gun is perfect. I have tested it on several occasions with some of the best guns on the market, and find I can outshoot most of them and the penetration is far greater than any gun I ever used. If you continue to make your guns in the way you have made this one, you will certainly achieve the highest art in making a good shot gun.

Very truly yours,
M. O'Borne



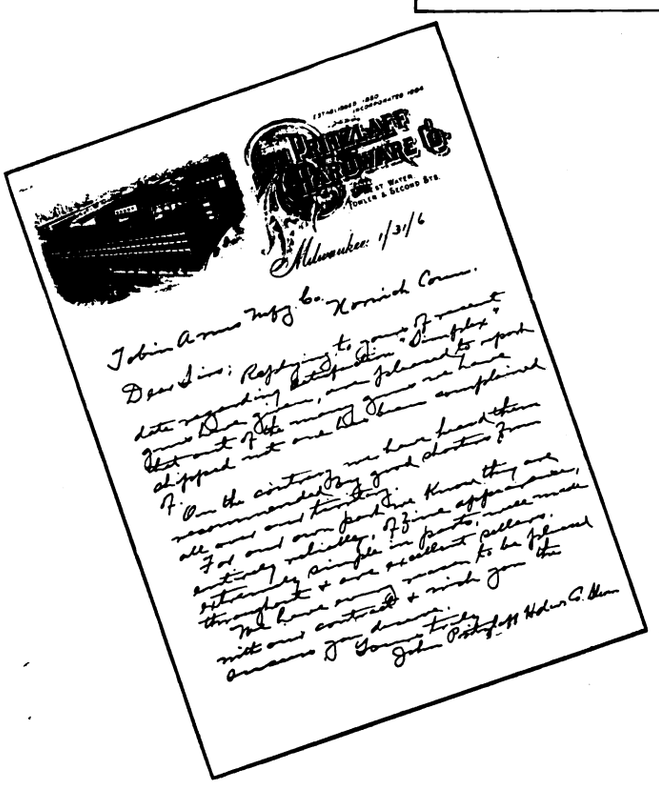
FARWELL, OZMUN, KIRK & CO.
WHOLESALE HARDWARE
ST. PAUL, Jan. 27,

Tobin Arms Co.,
Norwich, Conn.

Gentlemen:-

It gives us much pleasure to advise that our experience with the line of Tobin shot guns has been entirely satisfactory. As you know we sold a considerable number of these guns last season, thereby giving us an opportunity to ascertain how they would stand up under ordinary usage. Our repair record shows that we purchased from you but only main springs. We think you have a good gun, and we wish you the best of success in marketing it.

Yours truly,
FARWELL, OZMUN, KIRK & CO.
By A. J. Tenbrook
Dept. Mgr.

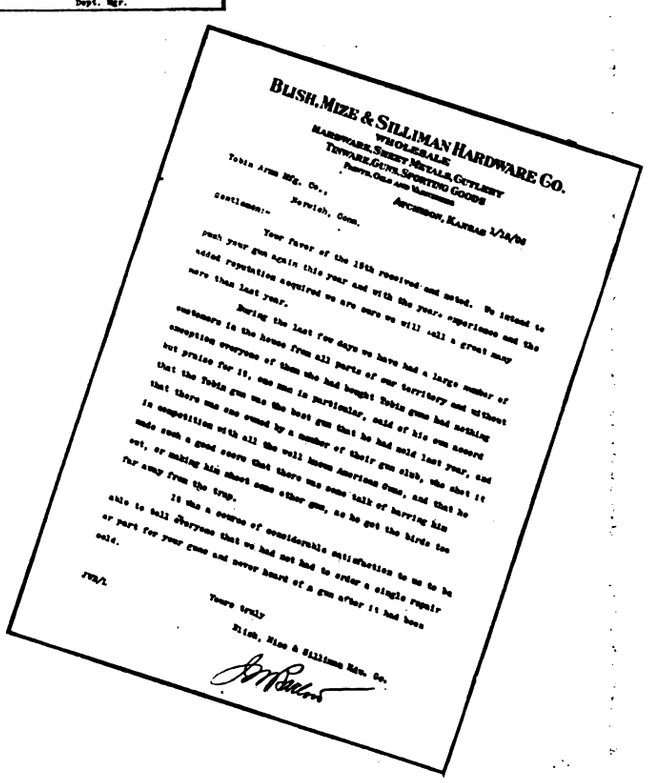


Milwaukee 1/31/6

Tobin Arms Mfg. Co. Norwich Conn.

Dear Sirs: Replying to your inquiry dated regarding [illegible] we are pleased to say that we have handled your Tobin guns for the past [illegible] and have found them to be very satisfactory guns. We have had no complaints from our customers regarding them and we consider them a very good seller. We have sold a number of them during the past season and have found them to be very satisfactory. We have had no trouble with our customers regarding them and we consider them a very good seller. We have sold a number of them during the past season and have found them to be very satisfactory. We have had no trouble with our customers regarding them and we consider them a very good seller.

Yours truly,
John Plumb Hdw. Co.



BUSH, MIZE & SILLIMAN HARDWARE CO.
WHOLESALE
HARDWARE, SHEET METALS, CUTLERY
TINWARE, GUNS, SPORTING GOODS
POWER, OILS AND VEHICLES
ARCHIBOLD, KANSAS 1/24/06

Tobin Arms Mfg. Co.,
Norwich, Conn.

Gentlemen:-

Your favor of the 15th received and noted. We intend to push your gun again this year and with the year, experience and the added reputation acquired we are sure we will sell a great many more than last year.

During the last few days we have had a large number of customers in the house from all parts of our territory and without exception everyone of them who had bought Tobin guns had nothing but praise for it. one man in particular, said of his own accord that the Tobin gun was the best gun that he had sold last year, and that there was one owned by a number of their gun club, who shot it in competition with all the well known American guns, and that he made such a good score that there was some talk of having him out, or making him shoot some other gun, so he got the birds too far away from the trap.

If this is a source of considerable satisfaction to us to be able to tell everyone that we had not had to order a single repair or part for your guns and never heard of a gun after it had been sold.

Yours truly
Bush, Mize & Silliman Hdw. Co.

Mr. Dealer, Does This Mean Anything to You?

Simplex Guns are both profitable to you and satisfactory to your customer. Every one you sell will sell another.

Compare Quality, Simplicity, Profit and Satisfaction with any other line. Send for catalogue.

TOBIN ARMS MFG. CO., NORWICH, CONN.

Mention HARDWARE.

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Gillette Safety Razor

NO STROPPING NO HONING



It Pleases Every User.

It Saves $52. and 15 Days of Time Each Year



"THE GILLETTE" gives a CLOSE SHAVE without discomfort, without roughening the skin, without irritation, without creating rash, without cuts, and without loss of time.

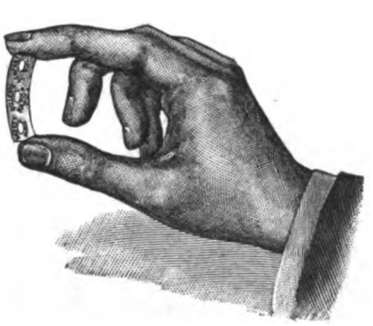
"THE GILLETTE" is the way to escape from barber shop waiting, wasting and torture.

12 BLADES, 24 SHARP EDGES,

Every blade will give from 20 to 40 close, smooth, comfortable shaves.

Triple silver-plated set with 12 blades $5.00.
Quadruple gold-plated set with 12 blades $10.00.
Quadruple gold-plated set with 12 blades and monogram $12.00.
Standard combination set with shaving brush and soap in triple silver-plated holders $7.50.
Other combination sets in silver and gold, up to $50.00.





Standard packages of 10 blades with 20 sharp edges, for sale by all dealers, at the uniform price of 50 cents.

Science has reached the acme of skill in the fusion, tempering, hardening and sharpening of these blades. The process is one of the wonders of the 20th century. The steel is of a quality as fine as a Damascus sword.

The most simple and durable shaving device in the world. NO HINGES, NO CLASPS, NO SPRINGS, and nothing to learn or adjust. Simply lather and shave in four minutes time.

Sold by Leading Drug, Cutlery and Hardware Dealers.

We Supply all Dealers with Signs and Booklets.

Write us for facts, and for terms.



GILLETTE SALES COMPANY,

Times Building, - - New York City

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J. H. SMITH ON HIS TRAVELS.

HAVANA, CUBA, March 1, 1906.

Editor HARDWARE:—

I am having a new experience and a most enjoyable one. Havana is a city so different from any I have ever seen before; it is hard to give a clear idea of what it is like. The dwellings in the old part of the city in the business part look more like prisons than residences. The main entrance is closed with doors from 2½ to 3 inches thick and 12 to 16 feet high; with smaller secondary doors cut in the main doors. The windows (no glass) are protected with heavy iron bars of fancy design, but the majority are plain round iron bars. The streets all over the old part of the city are from 12 to 18 feet wide, including the sidewalks. On many of the streets the sidewalks are only wide enough for one person to walk on. You are expected to keep on the right side of the street which gives you the right of way and anyone coming the wrong way must step out in the street and let you pass. A good fat fellow would have to walk sidewise with his bay window to the street, a dangerous thing to do as it would be liable to come in contact with the passing vehicles. On a number of streets traffic must all go down one street and up another. Street cars are so close to the houses you could reach from the car window and tickle a Senorita under the chin if she was ticklish. The sleeping and cooking apartments are in the rear of the store rooms. The better houses have a wide hall or court and the rooms open into the court. Many of them are open and have pretty flower beds and plants. Very few buildings are over two stories high, while most of the residences are but one story. The ceilings are from 16 to 20 feet high; and in the finest residences as well as the cheaper ones the ceilings are not plastered; the joists and wood floor above are not covered or decorated in any way.

The walls are mostly of stone and heavy, and plastered outside and in. The floors are all tile or cement; no base boards are used; the roofs are half round earthen tile, so the houses are delightfully cool and airy. You must sleep under mosquito netting if you don't want to waken a sieve. Fleas are plenty and busy, but they don't mind little things of that kind here. This is the land of the roosters' delight, and they crow the live long night. Dogs are as numerous here as on Third Street, Columbus. I visited four Hardware stores, and three of them would be classed as curiosity shops in the States. I was introduced to one dealer who showed me through the store and I think I never saw a second hand or what we term a "junk store" that looked worse. The building was formerly a convent and 200 years old. The building looked younger than the goods—stocks and dies. Carpenter tools, wire rat traps, etc., were red with rust and could not be sold at any price north. Most of the goods are German and English. I notice some Disston, Stanley and Eagle Lock Company's goods in most of the stores. Goods are jumbled in the shelves and under counters promiscuously. My escort was a son of his father; at any rate, he said he was, and he explained that his father had done business so many years in the old Spanish way that he could not see the necessity of changing his methods. The son deplored the condition of things but said he could not prevail on his father to adopt modern methods. He was five years in Philadelphia, but that city would not put the right hustle in a young man.

Now, if he had been in Columbus five years he would have changed methods in spite of his father. The next place I visited I found the proprietor and clerks eating what they call here breakfast. It was 11 o'clock (10:30 our time). Two others besides myself stood waiting for them to see what we wanted (and the other two were laboring men), but not a move did they make until they finished their meal. Mind you, the table was not more than 25 feet from the front, and not over 10 feet from the counter; and in plain view of customers. I thought if I had a store across the street I would be taking the business while they were taking the cake. The two I have described were wholesale stores. I next visited a retail store. They had finished breakfast and one of the clerks was removing the table cloth. This store is in the heart of the city on a prominent corner, and the table was not more than 12 feet from the front and in plain view of people passing by. This is the custom here. If we had a little of the Cuban indolence in the north we no doubt would live longer, but instead we hustle so much we hardly take time for lunch. In one store (retail) goods were suspended from the ceiling like hams in smoke houses. American Steel & Wire Company's galvanized barb wire sells at $2.65 per reel of 95 pounds. It pays no duty. There is not much demand for it as fences are very scarce here. I visited a large sugar plantation and mill and was well repaid for the trip. We had a drive of three miles over the worst road that could happen after leaving the electric car line. They make a charge of $1.00 each, American money, for the privilege of going through the mill; they furnish no guide, and we did not find anyone around the mill that could talk English. We could easily follow the process from the crushing of the cane to the granulating of the raw sugar which is shipped in jute sacks to refineries. I counted 35 visitors while I was there; and decided I would rather have the income from visitors than the profit on the sugar. The soil is very rich to grow two crops each year as the growth is very rank. The country is not so different from some of the States; hills and valleys, but the tropical growth makes it very beautiful. The air is so good that I am inclined to take a few bottles home with me.

Teaming is all done by mules and oxen, and practically all the trucks are two wheeled. Cows are scarce but asses and goats, especially goats, are numerous. Most of the milk used is from goats and asses. The children often nurse from goats (have strong stomachs.) They say the asses' milk is the best for children as it is stronger; I believe them, especially as to strength. For some reason I haven't drank any milk since I landed. I want to know what kind of an animule it comes from. They have no sewage system in the city, but sink or rather drill and blast wells called cesspools to the sea level, and the sewage is run into these cesspools. The rock formation is very porous and the ebb and flow of the sea extends hundreds of feet from shore in the rocks and carries off the sewage. Each household furnishes its own cesspool and in the higher parts of the city it is expensive to dig the cesspools. There were no street cars prior to the occupation of the Island by the United States, but the city is now well supplied with modern electric street car service.

Sunday, the 25th, was the beginning of a six weeks' celebration in honor of the freedom of Cuba. I never saw a gayer procession than I saw on the Prado last Sunday. The turnouts, both carriages and horses, were fine; the procession kept going around Central Park and the Malecon, which are about a half mile apart—the Malecon at the north end and the park at the south end of the Prado. At least one hundred thousand people lined the streets and filled the center of the Prado which is a park the entire length with drives on each side. This will be repeated for five more Sundays, while enthusiasts may be seen in different parts of the city almost any day dressed in fancy costumes, marching around and having a jolly time. I saw the national game of Jai Alai (pronounced Hialia). Pool selling at a race course is not in it with Jai Alai. I saw common people in their shirt sleeves in a space of about ten feet bet at least a half peck of silver and gold. This of course was only a sample of what was going on all over the grand stand. I was told that as much as one hundred thousand dollars changes hands on one game sometimes. I have seen Morro Castle, Cabanas and other forts. It is most interesting to go through these old forts and have the different dungeons, moats, towers, etc., explained to you. Although Morro and Cabanas are more than 400 years old they show no signs of decay and would stand for centuries longer. I have been busy sight-seeing every day since I arrived a week ago. I have also become an expert in Spanish lace, linen, and drawnwork has been drawing money out of my pocket in good shape. For fear of tiring your many readers I will quit. I think after spending a month in Florida I will be ready to go home and take a rest. Yours truly,

J. H. SMITH.

THE SAN FRANCISCO TRADE.

(Continued from page 38.)

izer, ought not to be continued. Our plan would be to hire an efficient secretary, combining secretary and organizer, open an office in San Francisco, where all visiting Hardware dealers would be welcome to make a headquarters, to keep a stenographer who could attend to the correspondence of members, and so on."

The president reported that the membership during the last year had been increased and that the work of the organizer who was appointed last year had been efficient.

It is altogether certain that Louis H. Kohn, the Western Addition Hardware merchant on Polk street is on the crest of the wave of prosperity that Hardwaremen generally in San Francisco are enjoying. Within the last fortnight he has bought the business and lease of an adjoining store and added it to his already double-store plant. And this is not all. This last week he purchased the Cooper & Co. Hardware store, six blocks away, and is now moving this large stock to his enlarged place of business.

The other evening before the Churchmen's League, William R. Wheeler, manager of the Hardware house of Holbrook, Merrill & Stetson, was a speaker of the evening and supported the contention of President Roosevelt that the Interstate Commerce Commission should be given the power of amendatory legislation and the right to determine upon a just and reasonable rate, where a given rate has been challenged, and upon investigation found to be unreasonable.

A few nights ago the Parkinson Hardware Company store at Palo Alto was robbed of $150.

INDUSTRIAL PRESS ASSOCIATION.

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POPULAR TALKS ON LAW

Copyrighted 1906, by William C. Sprague, President The Sprague Correspondence School of Law.

LANDLORD AND TENANT.

NO. II. THE RIGHT TO COLLECT RENT UNDER PARTICULAR CIRCUMSTANCES. NECESSITY OF DEMANDING RENT UNDER PARTICULAR CIRCUMSTANCES. PART ONE.

Whenever the ownership to land changes, the right to collect rent follows as a matter of course, but the new landlord must give a reasonable notice to the tenant of his right to the rent, otherwise, the tenant having paid the rent to the former landlord will not be compelled to pay it again.

Where the rent is payable monthly and a transfer of ownership is made during the month, the new owner (unless by special agreement), is entitled to rent from the first of the following month.

The question arises as to who has the right to the rent where the landlord dies during the rent paying period. There is no question but what if he dies after the rent is due but before it is paid, the executor or administrator is entitled to it as being personal property, but where the rent falls due after the death of the landlord, it is held that it goes to the heir as being part of the real estate. In some States, however, administrators are permitted to have possession of the real estate after the death of the owner. In these States the rent would go to the administrator.

It follows from the fact that the tenant is bound to pay the rent, even though the building be destroyed, that he is entitled to the exclusive use of it as well as the ground covered by the lease. If the landlord attempts to take possession, even for the purpose of repairing or rebuilding, without the tenant's consent, the tenant may consider himself evicted and not bound to pay the rent.

This brings us to the subject of eviction. Eviction in the law is the taking possession by the landlord, or by someone by his authority, or by someone who has a title superior to that of the landlord, of all or a part of the leased premises. It must be something more than a mere trespass. The act must be of a permanent character, or the conduct of the landlord must be persistent so as to deprive the tenant of the use of a part or all of the premises.

Acts of the landlord which will relieve the tenant from paying rent are such as show an intention on the part of the landlord that the tenant shall no longer hold possession. There must be something more than trespass, as said. In order that the acts constitute an eviction the lessee must abandon the premises. An eviction from part of the premises will relieve the tenant from the payment of the entire rent accruing after the eviction. If the eviction is by someone other than the landlord, and not acting under the landlord's authority, that is if it is by a stranger, the rent will be apportioned, the tenant being only liable for such part as still remains in his possession. Where the tenant is evicted by one who claims a title as against the title of the landlord, the tenant is not bound to pay rent until possession is restored to him.

Where the premises are taken by the city for public use, the tenant continues liable for the rent. He has a right to action against the city for damages, though it is held in Pennsylvania and Missouri that the liability for rent ceases.

The landlord has a right to sue for rent without demanding payment of it. Rent that is overdue is like any other debt. The debtor if he wants to avoid a suit must tender what he owes to his creditor, but where the landlord wants to recover possession of premises for non-payment of rent, he must make a demand of payment before he can proceed in an action compelling forfeiture of the lease, unless, of course, the demand is waived in the lease. The safest way is to make demand in writing. In most of the States this is required. It is not safe for the landlord to proceed without legal advice in the matter of demanding possession of the premises for non-payment of rent, inasmuch as the statutes in the various States have laid down requirements more or less specific that must be followed exactly. As a rule the landlord must make his demand on the very day the rent is due, in the most convenient and public place, on the premises, and at a convenient time. He must not demand more than is due. The tenant may save himself by tendering the rent at any time before midnight, for rent is not due until the last moment of the last day of the rent period.

(To be continued.)

CHICAGO FLEXIBLE SHAFT CO.'S NEW CATALOGUE.

The Chicago Flexible Shaft Co., La Salle Avenue and Ontario Street, Chicago, Ill., with branches in New York and London, have sent us copies of their catalogues devoted to the Horse Clipping, Sheep Shearing and Grooming Machines of their manufacture. These are very timely catalogues, as their large colored poster, which they are also distributing to the trade at this season, gives the advice: "Clip your Horses in the Spring." One of the above mentioned publications, devoted to Stewart's Reversible Grooming Machine, is dedicated to "A Horse—A Valuable Asset." The frontispiece contains a view of their immense factory, and scattered throughout its pages will be found pictures of historical characters mounted on their steeds, as well as a full description of these Grooming Machines, accompanied by testimonials from various sources. Different racing records are included, such as the American Derby, Suburban Handicap, etc. Their catalogue devoted to the Stewart Clipping Machines is another interesting one, containing interior views of stables with the Clippers in operation, illustrations of the Lightning Belt Clipper, Chicago Clipper Knife, the Improved Balance Arm Clipping Machine, Vertical Hanger Machine, Electric Clippers in operation, as well as some handsome colored pictures of the stable yard, where a Clipper is in use. A price list of parts is also given. Their catalogue of Sheep Shearing Machines is replete with descriptions and illustrations, and contains many valuable testimonials and reproductions of the many medals that have been awarded them. These catalogues should be sent for.

COMMEMORATING HIS 76TH BIRTHDAY.

John J. Snyder, Sr., one of the best known residents of Flatbush, Long Island, and senior member of the firm of John J. Snyder & Son, Hardware dealers, was presented by his employes with a handsome silver loving cup on March 17th, the occasion being the seventy-sixth anniversary of his birthday. The presentation was made by Leon J. Lipman on behalf of the other employes of the store, at the corner of Snyder and Bedford Avenues. The cup bears the following inscription: "Presented to sixth birthday."



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IMPERIAL COMPOUND GARAGE PUMP.

Among the numerous specialties of a valuable character which are manufactured and marketed by the Imperial Brass Mfg. Co., 245-247 Jefferson Street, Chicago, Ill., the Imperial Compound Garage Pump here illustrated, is a popular addition. It is so constructed that the air is first compressed in the large cylinder,



IMPERIAL COMPOUND GARAGE PUMP.

the result being a large volume of air. This compressed air is then compressed in the small cylinder, resulting in immense pressure. As the pressure increases, the leverage increases. This pump is claimed to be far ahead of all other lever pumps, because while its capacity is large and its pressure high, it is still remarkably easy to operate. It is especially recommended for use where pressures of from 50 pounds up to 200 pounds is desired.

THE 1906 THOMAS AUTO-BI.

The Thomas is the Pioneer American motorcycle, and in the 1906 Model No. 44 machine made by the Thomas Auto-Bi Co., 1443 Niagara Street, Buffalo, N. Y., the manufacturers have used their years of experience in producing a machine different from anything heretofore on the market, a machine for the average buyer, who is not a mechanical expert, acquainted with the principles and construction of gasoline motors. This machine is so constructed that it can readily be taken apart, and all parts inspected and assembled even on the road, without removing engine from frame. Many improvements and new features are comprised in the model.

CONTROL.—The control of entire machine is accomplished by means of an adjustable grip on handle bar, working on a friction cone so that the grip will stay at whatever point it is placed, without attention of rider. There is absolutely no vibration in speed, due to turning sharp corners when machine is in motion.

TANKS.—The gasoline tank is a strong, cylindrical torpedo-shaped tank holding six quarts, in which the needle point is directly located, doing away with intermediate valves. The battery attached to gasoline tank is of triangular shape, holding three cells, and fitted with flexible connections. These cells which are of standard make are packed in pasteboard cylinders which prevent short circuiting.

MIXER.—The Thomas Buffalo Mixer is used, and is fastened directly to motor head.

MOTOR.—One piece, cylinder and head. The bearings which are of phosphor bronze are extra large throughout. Adjustable connecting rod, also of phosphor bronze, and with the use of a hardened one-piece crank, makes them very durable. The crank case bolts directly, of which it is an integral part, and the lower case can be removed at any time for inspection. Timing gears can be inspected by removal of one nut. All valves are large and so located that they can be easily removed.

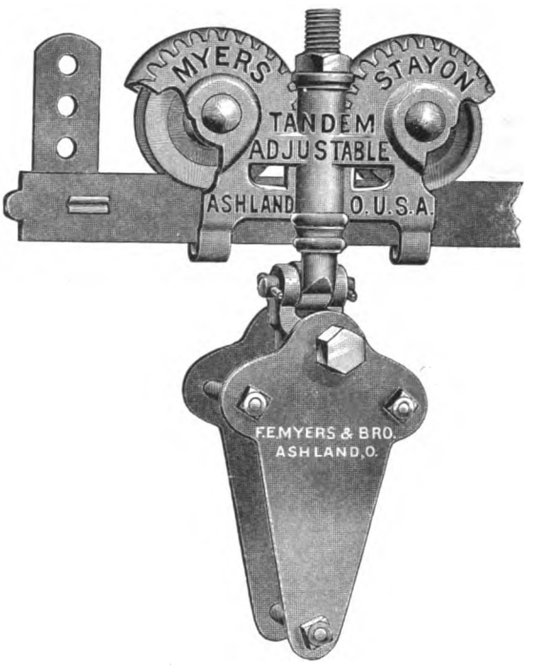
This machine is a three horse-power with 2⅞ inch bore and 3¼ inch stroke. The wheels have extra heavy spokes, wood rims and is fitted with 1¾ and 2 inch Goodrich, G. & J. or Dunlop tires. A Corbin Duplex motorcycle brake is used on rear hub.

SURETY COMPANY BONDS—INVALID LAW.

The Supreme Court of Ohio held, in the case of State ex rel. McKell vs. Robins, that a statute requiring all bonds given for the faithful performance of official or fiduciary duties, or the faithful keeping, applying or accounting for funds or property to be executed by a surety company, was unconstitutional.

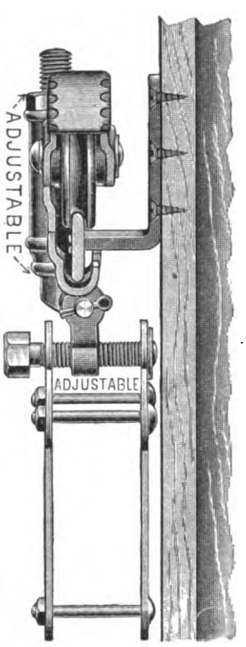
THE MYERS ADJUSTABLE TANDEM STAYON FLEXIBLE DOOR HANGER.

F. E. Myers & Bro., Ashland, Ohio, are placing on the market a new improved Door Hanger, which we illustrate herewith, which combines all the patented features of their original Stayon



THE MEYERS ADJUSTABLE TANDEM STAYON FLEXI LE DOOR HANGER.

Flexible Hanger as well as the special features to which we call attention. It is made with steel roller bearings, and can be adjusted perpendicularly so as to locate the door at any point above the ground desired, or laterally, so as to adjust the door to or from the building, and will also adjust itself to any thickness of door. The perpendicular and lateral adjustments



SIDE VIEW OF HANGER.

are made with an ordinary wrench, and at the will of the user. In Fig. 1 is presented a face view of the Hanger, showing the manner in which the wheels are most completely covered, the bracing of the frame and the Stayon feature. Fig. 2 represents an edge view of the Hanger, showing the cross bolt by means of which the door can be adjusted to or from the building; also its adjustability for different thicknesses of doors.

♣

Father (of large family)—My dear, isn't it about time you were thinking of getting married?

Daughter—Heavens! I haven't thought of anything else for years.

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HARDWARE DEALERS RECORD

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Bradshaw, Nebr.—The C. L. Smith Co. has been incorporated with a capital of $25,000, to do a Hardware business.

Denver, Colo.—Albert Herrod Hardware Company has been incorporated by Albert Herrod, P. L. O'Neill and P. H. Balfe. Capital, $10,000.

Des Moines, Iowa.—The J. W. Watson Company has been incorporated with a capital of $10,000, to do a Hardware business.

Enola, Neb.—The Hume-Robertson-Wycoff Co. will engage in the Hardware business.

Florala, Ala.—The Lake Hardware and Furniture Company has been incorporated. Capital, $15,000. Incorporators, J. W. Barns, J. A. Hembey, C. M. Powers, J. D. Bailey.

Fond du Lac, Wis.—Rusch & Hurth Hardware Co. has been incorporated. Capital stock, $10,000. Incorporators, R. C. Lovell, Frank Callahan and W. J. Steiner.

Gillespie, Ill.—F. E. Schmidt Hardware Company has been incorporated; capital, $3,400. Incorporators, G. W. Schmidt, Jr., F. E. Schmidt and A. A. Schmidt.

Hackensack, N. J.—Romaine Hardware Co., 241 Main Street, have opened a new Hardware store, putting in a stock of Hardware and tools and supplies for mills, builders, mechanics, etc. They desire catalogues.

Jersey City, N. J.—The Sterling Supply & Equipment Company has been incorporated to deal in heavy Hardware. Capital, $10,000: Incorporators—H. O. Coughlan, Thomas F. Barrett and John R. Turner.

Kearney, Neb.—F. G. Keens is opening a new stock of Hardware, etc.

Kearney, Neb.—J. C. Wright will open a Hardware store.

Lake Elizabeth, Minn.—N. J. Johnson will engage in the Hardware business.

Los Angeles, Cal.—Brown & Matthews, Spring & Franklin Streets.

Morrisonville, Ill.—Morrisonville Hardware and Stove Company has been incorporated; capital, $10,000. Incorporators: Harry E. Wadsworth, John R. Easle, Charles A. Wyckoff.

Newark, N. J.—The Banister & Pollard Company has been incorporated to deal in Hardware. Capital stock, $125,000. Incorporators, William J. Banister, J. Frederick Pollard and Robert W. Brown. Registered office, 206 Market Street.

Seattle, Wash.—C. W. Boynton Hardware Company has been incorporated with a capital stock of $30,000. C. W. Boynton, H. N. Hyland and S. L. Boynton are the incorporators.

Williamstown, Mass.—Mark and Charles Spooner and John Poland have formed a partnership and will open a Hardware store on Spring Street.

Union, N. J.—A. Schneider Hardware Company has been incorporated to deal in Hardware, household goods and furniture; capital, $11,000. Incorporators, Albertina and Emil Schneider and Albert Lenly.

Changes and Improvements.

Albuquerque, N. M.—E. J. Post & Company have sold their wholesale and retail business to the McIntosh Hardware Co.

Belpre, Kan.—King & Sprigg have been succeeded in the Hardware and implement business by Etling & Sprague.

Blanco, Tex.—Johnson & Massey have sold their Hardware business to Thomas L. Durham and John W. Lindman.

Bluff City, Kan.—F. Baird & Co. have been succeeded in the Hardware and implement business by F. Baird.

Cedar Rapids, Iowa.—The Cedar Rapids Hardware Co. has sold its business to the Cadd-Boynton Hardware Co.

Cedarville, Kan.—G. W. Bandt has sold his Hardware business to V. J. Bottomly.

Delhart, Texas.—J. J. Myers & Co. have purchased the retail business of the Delhart Hardware Co.

Douglas, Neb.—A. N. Mathers & Company have purchased the Hardware and harness business of F. E. Kruse.

Dwight, Neb.—J. Ably has sold his Hardware and implement business to L. C. Robler & Co.

Erie, Kan.—B. F. Volts has purchased the Hardware store of E. L. Holley.

Exeter, Neb.—William F. Dickinson has purchased the business of the Leader Hardware & Furniture Co.

Fort Smith, Ark.—W. A. Willis has purchased the Hardware business of P. A. McLaughlin.

Gage, Okla.—G. Haden has purchased the Hardware business of E. Learnard.

Gilmer, Tex.—Chandler Bros. have succeeded to the Hardware and furniture business of Chandler, Mathis & Co.

Heldey, Neb.—A. D. Moody has sold his Hardware business to Cecil Bosley.

Henderson, Neb.—The Henderson Hardware Co. has succeeded to the business of A. C. Neufield.

Holdrege, Neb.—A. C. Roach has purchased the Hardware and furniture store of Jackson & Son.

Hooker, Okla.—McGregor & Cox have succeeded to the Hardware business of Williams & McGregor.

Kansas City, Mo.—The Kinney Hardware & Manufacturing Co. has been incorporated, and succeeds to the Hardware business of John J. Kinney.

Kildare, Okla.—P. A. Hoefer is removing his Hardware stock to Newkirk.

Kirkville, Iowa.—J. W. Glass has succeeded to the Hardware business of Glass & Co.

Lexington, Okla.—J. E. Brown has purchased the Hardware business of J. S. Little.

Manassa, Colo.—J. M. Jensen and H. Ruffaker have purchased the Hardware store of Mrs. William Christian.

McPherson, Kan.—Poe & Company have sold their Hardware store to Gunn & Co.

Milan, Mo.—George Roth has sold his Hardware and furniture business to Knight & McNealy.

Mt. Union, Iowa.—H. R. Williams has been succeeded in the Hardware business by H. R. Williams & Co.

Mt. Vernon, Iowa.—M. A. McCarthy has purchased the Hardware business of B. F. Robinson & Co.

Mulhall, Okla.—J. C. Elliot & Co. have sold their business to the Beaver Valley Hardware & Implement Co.

Naponee, Neb.—Collins & Co. have purchased the Hardware business of R. T. Croley.

Okmulgee, I. T.—The dissolution is reported of the Hardware and furniture firm of York, McCracken & Co.

Overton, Neb.—Maddox & Franscouer have been succeeded in the Hardware business by A. O. Franscouer.

Page, Neb.—E. E. Hunter has sold his business to the Townsend Hardware Co.

Sabetha, Kan.—Selden Miner, Jr., has purchased the Hardware business of A. N. McCleary.

Severance, Kan.—W. C. Gunn has purchased the Hardware store of Gregg & Gregg.

Silver Creek, Neb.—F. Buchanan has purchased the Hardware business of Gray & Magner.

Silver Creek, Neb.—Gray & Magner have sold their Hardware business to F. Buchanan.

Simpson, Kan.—Johnson & Krenkel have been succeeded in the Hardware and implement business by Johnson, Krenkel & Chapman.

Skidmore, Mo.—Jordan, Thomas & Company have purchased the Hardware and furniture business of G. A. Wolfe.

Springview, Neb.—C. S. Pettit has succeeded to the Hardware business of Allen & Pettit.

Unionville Center, Ohio.—N. T. Henders has purchased the Hardware stock of A. E. Wetzel of this place. Mr. Henders was formerly in the employ of T. W. Bodell, of Harrod, Ohio.

Wann, I. T.—Charles Osborn has succeeded to the Hardware business of Osborn & Warner.

Wilson, Kan.—A. T. Frinzel has purchased the Hardware store of O. B. Coffe.

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ASK FOR "AGENCY"



The Comfort Swing Chair

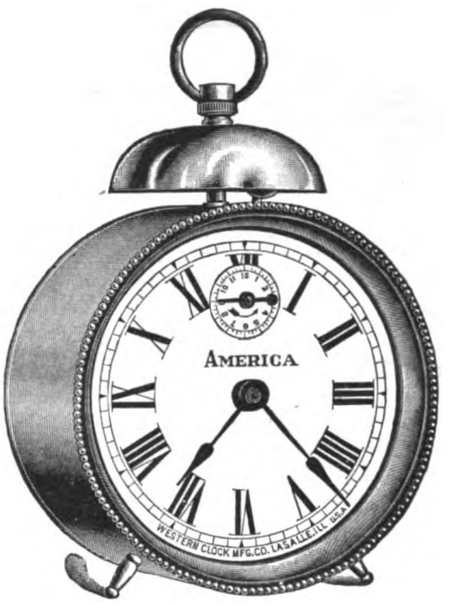
The Comfort Swing Chair combines the comfortable features of ordinary porch chairs, hammocks and swings. Occupies but little space and can be moved about at will. The frame work is made of steel. The back and seat of fancy colored canvas. Retail selling price **$3.50** f. o. b. Chicago.

Our advertisements in popular magazines this year during May, June and July will occupy large space commanding the attention of nearly 7,000,000 readers monthly. This advertising creates the demand. We sell through the trade exclusively so far as possible. Write for "agency proposition."

HAGGARD & MARCUSSON COMPANY
Manufacturers
425 South Canal St., Chicago

COMFORT SWING CHAIR

The America Alarm



Gives you an opportunity to offer a clock, accurate, efficient, guaranteed, at a remarkably low price and is sold at a figure that leaves you plenty of room for profits. Your jobber has the "America."

The Western Clock Mfg. Co.
La Salle, Ill.

NEW YORK
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131 Wabash Ave.

"HOW TO FIGURE LEVERAGE"



Leaflet free. Applies to all kinds of shovels.

Our Shovels SAVE MUSCLE!

If you buy in 5 Doz. lots and your jobber won't quote, write for OUR price, also catalogue.

THE AVERY STAMPING CO.,
Cleveland, Ohio.

Mfrs. "Never-Break" Utensils.

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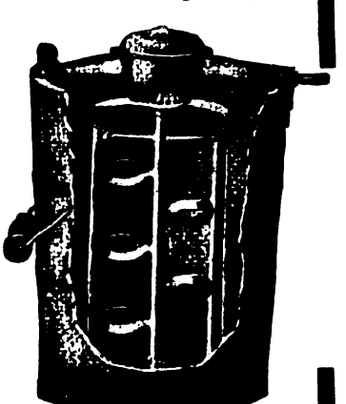
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in every particular" is the verdict of thousands of satisfied users of the best Ice Cream Freezer made—

"The Alaska"

Such universal satisfaction makes it easy for the dealer to sell it quickly.

The Guarantee,
Aerating Spoon Dasher,
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make it the most popular machine on the market.
If you'd like to hear
The Jingle of Profits
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The Alaska Freezer Co., Winchendon, Mass., U.S.A.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Anderson, Ind.—The Anderson Scale Computing Company have filed articles of incorporation. The capital stock is $50,000 and the directors are John H. Osborne, George A. Lambert and B. O. Barnes. Mr. Osborne is president and general manager of the company, which will make self-computing weighing scales and cheese cutters.

Chicago, Ill.—Acute Tool & Novelty Company has been incorporated with a capital of $2,500, manufacturing. Incorporators, Ferd W. Brettcher, B. Schmidt, M. A. Doherty.

Grand Rapids, Mich.—Articles of association have been filed by the Caloric Fireless Cookstove Company. The purpose of the corporation is to manufacture, buy and sell this new invention in this city. The capital stock is given as $25,000. The incorporators are Albert S. Hicks, Albert T. Thoits, John G. Gronberg, William B. Collins, Arthur W. Dean and Edgar M. Metheany.

Jersey City, N. J.—Eastern Supply Co. has been incorporated for the purpose of manufacturing building materials, plumbers', painters' supplies, Hardware, etc. Capital, $125,000. Incorporators, H. J. Moore, N. H. Raymond, W. L. Webb, Jersey City.

Marion, Ind.—Marion Range and Stove Works has been incorporated with a capital stock of $100,000; directors, Robert J. Spencer, J. Wood Wilson, S. Dallas McClain, John Prior, Mark L. Swayze, Harry L. Gable, Charles C. Jamieson, Will J. Swanger and William H. Charles.

New York, N. Y.—D. S. Thompson Manufacturing Co. has been incorporated to deal in machinery; capital, $100,000. President, G. M. Jackson, New City, and treasurer, D. S. Thompson, Livermore Falls.

New York, N. Y.—Kampfe Bros. has been incorporated to manufacture safety razors, razor strops, etc.; capital, $84,000. Incorporators, Frederick Kampfe, Richard Kampfe and Otto Kampfe, all of Brooklyn.

Orange, N. J.—The Elastic Nut & Bolt Company has been incorporated with a capital of $125,000; Wisconsin headquarters to be in Milwaukee; William D. Sargent, president, and Percival Manchester, secretary and treasurer.

Ossining, N. Y.—Oldenbusch Metal Spinning Machine Company has been incorporated to manufacture machines, etc. Capital, $100,000. Incorporators: Ernest Oldenbusch, No. 158 Park Side Avenue, Nelson H. Stewart, No. 94 Seventh Avenue, both of Brooklyn; William W. Shaw, No. 15 Wall Street, New York.

Portland, Ore.—Articles of incorporation have been filed for the Bloomer Safe & Lock Company, which proposes to engage in the buying and selling of safes, vaults and desks. The incorporators are Thomas C. Bloomer, G. F. Bloomer and L. B. McDaniel, all of Portland. The capital stock is $5,000.

Rochester, N. Y.—Reversible Sad Iron Co. has been incorporated to manufacture sad irons, etc. Capital, $10,000. Incorporators: J. A. Evarts, R. H. Morgan, W. E. Hazard, Rochester.

Syracuse, N. Y.—Miller Combination Tool Co. has been incorporated to manufacture tools, machinery, etc.; capital, $10,000. Incorporators, L. Elsohn, Auburn; L. L. Silverman, W. Joel, D. Grady, Syracuse.

Union, N. J.—The Perfect Metallic Washtub Cover Company has been incorporated with a capital of $25,000. Incorporators, John Conway, Fred Grube and Thomas McClelland.

West Medford, Mass.—Tudor Manufacturing Co. has been incorporated to deal in machinery, tools, etc.; capital, $500,000. President, C. C. Marvel, West Medford; treasurer, E. B. Page, Boston; clerk, C. C. Marvel, West Medford.

Changes and Improvements.

Adrian, Mich.—The Adrian Pulley Co. has leased the old Gilliland factory and their machinery has been shipped from Three Rivers.

Albany, N. Y.—Burdick & Son, manufacturers of stove specialties, dies, tin boxes, etc., at Hamilton and Mosher Streets, will, in a short time enlarge the plant by building a big four-story addition on the lots adjoining on the south. The necessary land has been purchased and the work of building the addition will be begun as soon as possible.

Baltimore, Md.—J. Henry Miller has been awarded the contract on the large addition to be erected by the S. R. Sexton Stove and Manufacturing Company. The building will have a floor space of about 150 by 150 feet.

Bellaire, Ohio.—A. L. Houston has been awarded the contract for erecting a large addition to the present plant of the Bellaire Stove Company. The new addition will be a two-story brick structure, 80x100 feet, and will be located west of the main building and foundry. It will be occupied by the offices and finishing department of the works, but the major part of the room will be used for storage purposes.

Belleville, Ill.—The Quality Stove and Range Company has certified to an increase of capital stock from $10,000 to $20,000.

Elbridge, N. Y.—Walter E. Johnson of the firm of Johnson & Robedee has sold his interest in the Elbridge Tool and Machine Company to his partner, William L. Robedee.

Ensley, Ala.—T. C. Thompson & Bro., who are the contractors rebuilding the nail mills of the Southern Steel Company which were destroyed by fire a few weeks ago, are pushing the work. The plant is being put up with structural iron, and cement flooring will be put down, making the buildings fireproof. Machinery has been ordered and will be placed upon arrival. It is intended to have the plant ready for operation by May 1.

Kansas City, Mo.—The Kansas Moline Plow Company have taken out a permit for the foundation for a seven-story warehouse from 959 to 967 Mulberry Street in the West bottoms. The foundation will cost $10,000. The building will have a ground area of 100x192 feet.

La Crosse, Wis.—Having outgrown its present quarters the Western Hammock Company of 1260 Horicon Street, is preparing to erect a new factory in the Spring. The building will be of brick or cement block, two stories with basement, and fitted with all modern conveniences.

Philadelphia, Pa.—Henderson & Co. will build a four-story storage house, 95x73 feet, on the west side of Philip Street, north of Dauphin, for the Abraham Cox Stove Company, to cost $40,000.

Port Huron, Mich.—The air tool department of the Lee Manufacturing Company will be enlarged within the next month. This has been decided upon by the stockholders in order to take care of the increasing business. By the changes, the output of the institution will be greatly increased, and a large number of additional men will be employed.

Richmond, Va.—President F. Sitterding, of the Sitterding-Carneal-Davis Company, has announced that the company has decided to increase its capital stock $50,000 and the entire amount of the increase was to be expended in building and equipping a large and entirely modern wire screen factory for manufacturing of all kinds, sizes and descriptions of wire screens. Work on the big plant will start immediately, and it is proposed to have the plant completed as soon as possible. Over 100 experienced hands will be employed by the plant, at Lombard and Leigh Streets, between the Seaboard Air Line and the Atlantic Coast Line tracks, where the plant will have easy connections for Southern shipment. The company is composed of Fritz Sitterding, Creed Davis, William Carneal, Fritz Will and Robert Perkins.

South Columbus, Ohio.—Negotiations have been completed by which a syndicate of local business men will take over an interest in the Capital Lock Nut and Washer Company, now erecting a plant in South Columbus, and will take an active interest in the affairs of the company. The present company is organized under Colorado laws, and T. H. Ryan, a leading official of the Colorado Fuel and Iron Company, is president. Other prominent Denver men are also identified with the company. The company will make a patent lock nut for bolts and also manufacture the ordinary nut washers and bolts. The plant is well on the way to completion and it is expected to begin operations about May 1.

St. Louis, Mo.—Woodhouse Hardware Manufacturing Company has filed a statement to show that it has made an increase in its capital stock from $10,000 to $65,000, all the increase paid.

Taunton, Mass.—The Weir Stove Company are just completing an addition to their works in the rear of the office. The addition which will be built to the foundry as soon as the barn is removed will be an unusually large one.

Unionville, Conn.—The Upson Nut Company has sold to J. Broadbent & Son the property known as the clip shop.

Winsted, Conn.—The Empire Knife Co. has filed a certificate of an increase in its capital stock from $40,000 to $80,000.

Wrightsville, Pa.—The National Novelty Company has purchased the Wrightsville Hardware Company's plant, York County. The company owns large works at New Brighton and other points. The Wrightsville works employs 275 men. The plant, including machinery, appliances, ground and buildings, is estimated to be worth $200,000.

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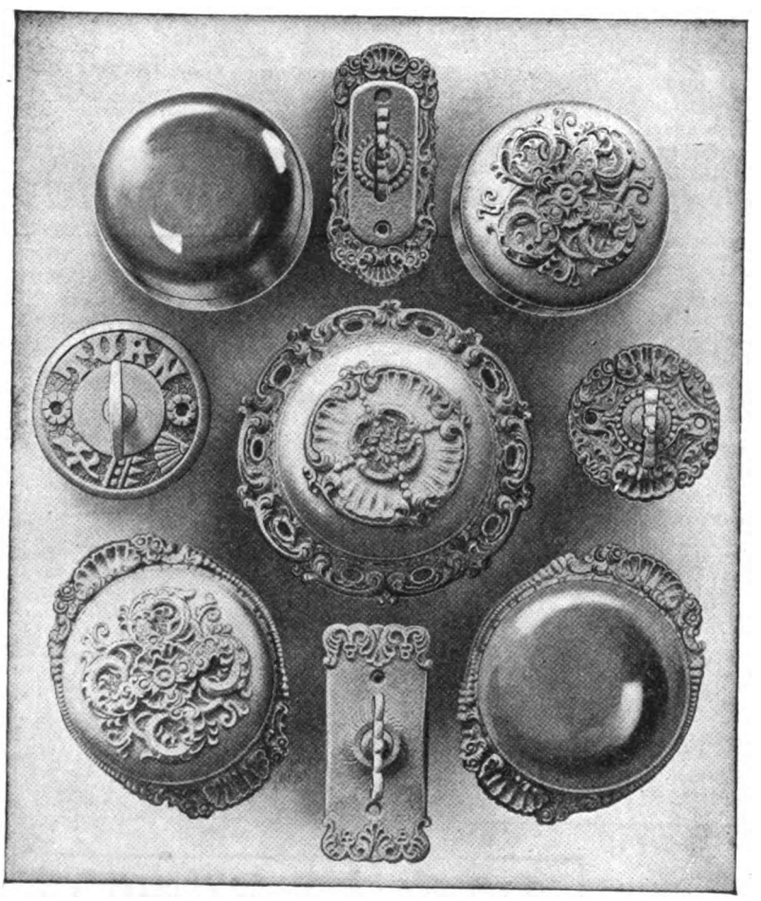


NEW DEPARTURE

Rotary and Push Button
Door Bells

Their praises are being sounded everywhere.
For styles and design they are in a class by themselves.
For durability and finish they are unsurpassed.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Boston, Mass.—E. H. Corson, first a pioneer cyclist and later a pioneer motorcyclist, has finally interested capital in the several useful motorcycle specialties he has originated and has incorporated "The Motorcycle Specialty Co., E. H. Corson, manager." The company is capitalized at $10,000 It will succeed the Indian Motorcycle Co., under which style Corson has been doing business, and will continue to occupy the premises at 258 Columbus avenue.

Chicago, Ill.—Johnny Gun Company has been incorporated with a capital of $2,500, to manufacture novelties. Incorporators, Irving C. Woodward, L. Harrison Sherwin, George I. Haight.

McKeesport, Pa.—A new industry is to be started in McKeesport within a short time on the site of the present plant of the Firth-Sterling projectile works, which is to be moved to Washington, D. C. The new concern will employ 450 skilled men. A new chip steel for tools will be manufactured by a secret process. The material will also be used for the manufacture of firearms. The process is controlled by the Firth-Sterling Company and the product is made only in their plant in England. Work will commence about August 1, after which the new mill will be completed.

Meridian, Miss.—The Meridian Auto & Cycle Co., has been incorporated with $10,000 capital. Theodore Sturges, R. G. Mynton and others are the incorporators.

Miami, Fla.—Rousseu & Umstead, new store.

Milwaukee, Wis.—The Seaman Manufacturing Co. has just closed a contract with the Republic Rubber Co., of Youngstown, Ohio, to manufacture the Par golf ball, invented by A. D. Seaman. The contract with the Republic Rubber Co. is for the life of the patent. Mr. Seaman will personally superintend the placing of the machinery and manufacture of the balls for the first six months of the contract.

Ottawa, Ont.—Hurd & McBride will open a sporting goods store at 191 Sparks Street. They will carry sporting goods of all kinds, bicycle sundries, etc.

Rochester, N. Y.—The Rochester Motorcycle Club has been formally organized, with these officers: President, A. D. Fisk; vice-president, F. L. Hunt; secretary, Thomas Dransfield, Jr.; treasurer, Herman B. Brown. Thirty-six riders were enrolled as members.

Changes and Improvements.

Athol, Mass.—Carl N. Richardson has bought a half interest in the bicycle and automobile business of John Manly.

Brooklyn, N. Y.—Frank O. Erricson, the Brooklyn agent for Reading Standard bicycles and Thoroughbred motorcycles, has enlarged. He has taken the store next door, now occupying Nos. 444-446 Dean Street.

Cheyenne, Wyo.—L. P. House sold out to Frank V. Wright.

Elmira, N. Y.—The manufactory of the Reliance Motor Cycle, conducted in Addison now by W. H. Ives, will move here. The idea is to be located in Elmira next Fall and to market the motorcycle for the season of 1907 from this city. The company will erect a building of its own and continue operations independently on a large scale.

Lake Geneva, Wis.—George Hoeg is enlarging his store.

New York, N. Y.—F. A. Baker & Co., who handle Pierce bicycles and Indian and Curtiss motorcycles and do a distributing business in this district, have leased the store floor and basement of 37 Warren Street, to which they will remove on April 1st. At present they are occupying the same street.

Fires.

Penquannock, N. H.—Alfred Simpkins' store has been damaged by fire; loss, $500.

(Concluded from page 36.)

399,413. Weather Strip. J. E. Jones, New York, N. Y.
399,414. Weather Strip. J. E. Jones, New York, N. Y.
399,425. Washing Machine. G. A. Miller, Butler, Pa.
399,426. Dish Washer. W. D. Miller, Florence, Mass.
399,431. Coffee Pot. E. T. Newlin, Brooklyn, N. Y.
399,432. Wash Boiler. M. K. Ocobock, Maple Rapids, Mich.
399,575. Whisk Broom. C. Skeels, Brooklyn, N. Y.
399,595. Auger Bit. F. T. Wyckoff, Williamsport, Pa.
399,641. Tool Handle. J. H. Wundes, Lancaster, Pa.

PATENTS ISSUED MARCH 13, 1906.

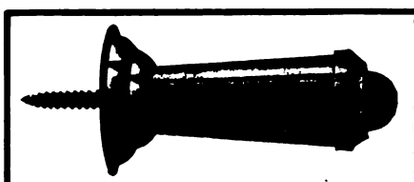
814,665. Gate Latch. E. Baylor, Adrian, Mich.
814,690. Combined Rule and Square. C. V. Green, Bradford, Pa.
814,702. Window Lock. C. V. Honecker and O. W. Klipple, Brookville, Ind.
814,718. Plane. C. E. Mitchell, New York, N. Y.
814,734. Screw Driver. E. A. Schade, New Britain, Conn.
814,754. Combination Saw, Square and Miter. R. J. Ward, New York, N. Y.
814,770. Fixture for Awnings, Curtains and the Like. A. Copeland, Washington, D. C.
814,819. Skate. S. A. Willis, Parry Sound, Canada.
814,834. Cork Screw. J. D. Coughlin, Boston, Mass.
814,879. Skate. H. A. Silvera, New York, N. Y.
814,886. Undercut Saw Guide. B. C. Swaggert, Eureka, Cal.
814,892. Sash Holder. D. P. Trump and B. M. Grimes, Holcomb, W. Va.
814,893. Weather Strip. C. Vose, Brooklyn, N. Y.
814,903. Curtain Rod. A. Elchinger, Leipsic, Germany.
814,904. Combined Wash Bench and Step Ladder. C. E. Emory, Pittsburgh, Pa.
814,911. Curtain Rod Support. F. LaOtis Lathrop. Wallingford, Conn.
814,920. Window Ventilator. U. G. Russell, Marysville, Kan.
814,989. Washing Machine. J. V. DaSilveira, Oakland, Cal.
814,995. Window Fastener. J. Trafford, Boston, Mass.
815,002. Drill. L. W. & F. E. Baney and J. Osterholt, Platteville, Wis.
815,009. Door Lock. W. W. Fessler, New York, N. Y.
815,058. Broom Handle. E. T. Atwell, Waukomia, Okla.
815,060. Coat Hanger. D. R. Beebe, Bridgeport, Conn.
815,120. Window Shade and Curtain Hanger. O. B. Read, Decatur, Ill.
815,121. Skate. T. A. Russell, Toronto, Canada.
815,156. Wrench. W. D. Garrard, Bedias, Tex.

Miscellaneous.

Hamilton, Ont.—At the annual meeting of the Canada Screw Company the officers were elected as follows: C. A. Birge, president; Charles Alexander, vice-president; H. C. Birge, secretary; W. S. Coote, treasurer.

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STAR ELECTRIC FUSE WORKS, Wilkes-Barre, Pa.

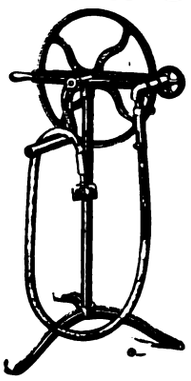
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each ad. in the face. It is a salesman. If you doubt his words, write to the firm he represents. If you believe him—write anyway.
Always Mention "HARDWARE" for having "put you wise."



The Champion Metallic Base Knobs NEVER BREAK
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Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all Finishes to match other hardware. Manufactured only by
THE CHAMPION SAFETY LOCK CO., Geneva, O.

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TWO MACHINES THAT SELL FAST
From now to June.



1902 CHICAGO CLIPPING MACHINE.
STEWART PATENT.

This is the strongest and most efficient hand power horse clipper ever made, regardless of price. It requires no experience to operate and will clip a horse complete in 30 minutes.

Retails at $10.75

STEWART'S 1904 SHEEP SHEARING MACHINE.

Pays for itself by the extra wool it secures from the first 50 sheep shorn. Gets from ¾ pound to 2 pounds more than hand shears.

Does not cut or hack the sheep like hand shearing. Every sheep owner needs one.

Retails at $12.75



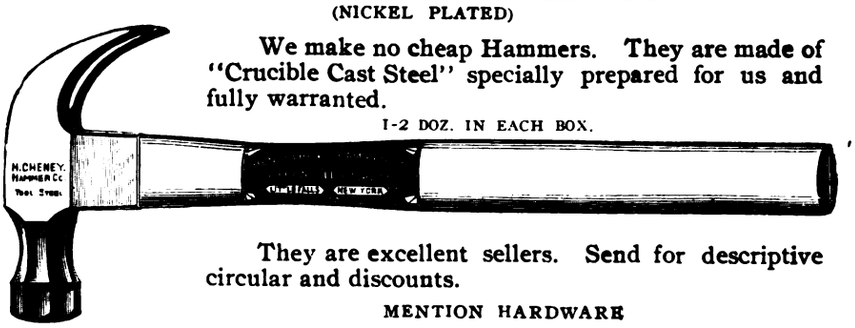
Ask your jobber about these machines and write today for particulars about how we help dealers make sales. *Ask for catalogue.* We make over 90 per cent. of all the clipping machines used.

CHICAGO FLEXIBLE SHAFT CO., 106 LA SALLE AVE., CHICAGO

CHENEY BELL FACE HAMMERS
(NICKEL PLATED)

Our Motto

The Best Material
*
The Best Labor
*
Square Dealing
*



We make no cheap Hammers. They are made of "Crucible Cast Steel" specially prepared for us and fully warranted.

1-2 DOZ. IN EACH BOX.

They are excellent sellers. Send for descriptive circular and discounts.

MENTION HARDWARE

Our Hammers

Have an enduring reputation for stubborn endurance in roughest usage.

The HENRY CHENEY HAMMER CO., Little Falls, N.Y., U.S.A.



NOTHING BETTER
NILES SPRING HINGE AND PIVOT.

WRITE FOR PRICES.

NILES MFG. CO.,
14-16 N. Canal St.,
CHICAGO.



Simplest Tool on the market.

Nothing to get out of order.

Write for prices to-day.

FLUEGER'S
Fishing Tackle

Has proved good business "bait" for a quarter of a century for most dealers. Ask for anything you need in Fishing Tackle, Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines,—we have it,—and at prices that leave a good margin for you.

FREE

to any Dealer in Sporting Goods. Sent Express Prepaid 170 page illustrated Catalogue. No. H 6 and Metal Fish Sign in 8-color Lithograph.

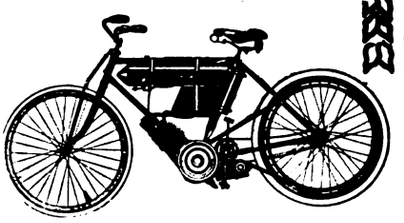
The Enterprise Mfg. Co.
Akron, Ohio

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BUFFALO
WIRE WORKS CO.
WIRE CLOTH
WIRE GOODS
Artistic Metal Works.
SEND FOR CATALOGUE.
BUFFALO, N.Y.
U.S.A.

Robert Murray.
24 Duane St.,
New York City.
General Hardware
Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

THOMAS AUTO-BI
MODEL No. 44.

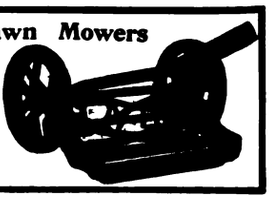


PRICE, $145.00

MR. HARDWARE MAN we make the simplest practical motor cycle ever constructed, its many up-to-date features appeal to any man with a grain of common sense. We have been building good motorcycles for six years Our 1906 is the result of long experience. ITS EASY TO SELL.

Thomas Auto-Bi Co.
1400 Niagara St., - Buffalo, N. Y.

"Globe" Lawn Mowers
Our catalog tells all about them. Best mowers at any price.
GLOBE LAWN MOWER CO.
Reading, Pa.



Hardware[illegible]ge

Notices of HELP W[illegible] TIONS WANTED [illegible] *column, for subscri[illegible] Should not exceed [illegible] of* SIDE LINE OF [illegible] WANTED *and* A[illegible] *two cents per word, than three times*

Salesmen.

WANTED—Compet[illegible] ware Salesman, Window Dressing [illegible] preferred. State [illegible] wanted to start. [illegible] "HARDWARE."

Positio[illegible]

SITUATION W[illegible] smith, saw file[illegible] capable of assisting in [illegible] Address R. S. W. [illegible]

Situation[illegible]

SITUATION WANT[illegible] desires position as [illegible] salesman in Hardware, [illegible] or tinners' supply hou[illegible] good character; refer[illegible] Box 34, Toledo, Ill.

Miscellan[illegible]

MANUFACTURERS [illegible] trade for thoroughly [illegible] novelties, scissors and [illegible] invited to correspond with [illegible] firm in Manchester having [illegible] connections. T. B. Browne, [illegible] Street, New York City.



SUBSTITUTION MAKES BIGGER PROFITS (?)

Suppose you do make 25, or even 20% more? Is not your extra time and talk worth anything? How about the dissatisfied customer? What about future sales?

3 in One

is the only oil for lubricating, cleaning, polishing, and preventing rust, and the only oil that sells itself—it is advertised everywhere—it is so good people always want more. Ask your jobber.

G. W. COLE COMPANY, 145 Broadway, New York City.

THE MAN BEHIND THE FILE

Is also behind the age if he still persists in the drudgery of sharpening Lawn Mowers by hand. It is mighty tedious labor, and he never can be sure that his work is done accurately. But if he will purchase an

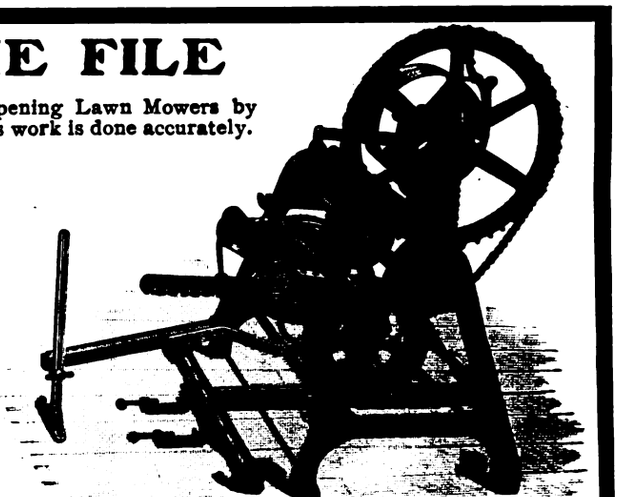
IDEAL LAWN MOWER GRINDER

his work becomes almost play; his effort will have produced a cutting surface mathematically exact on every blade, and he will have saved time enough in the grinding over the old manner, to sharpen four lawn mowers. He can, moreover, sustain his old rate and in many cases the Grinders have paid for themselves within a fortnight. The Grinders are made for either hand or power grinding. The latter is equipped with tight and loose pulleys, and can be operated by hand if desired.

The greatest satisfaction and the most money for the least effort—that's the key to the 1906 model of the IDEAL LAWN-MOWER GRINDER.

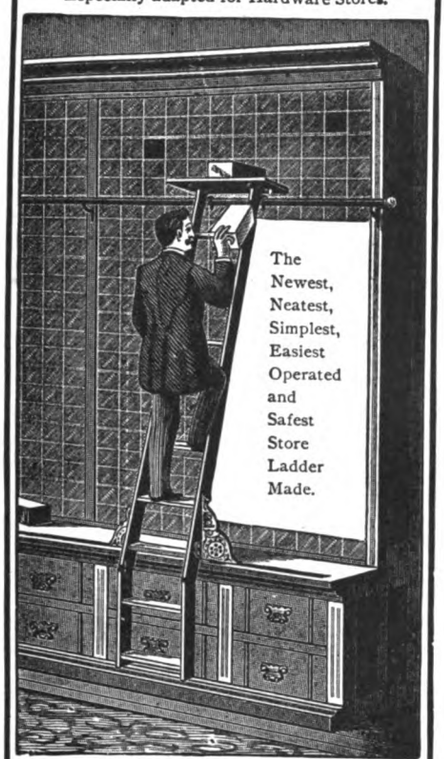
Send for particulars.

ROOT BROTHERS CO., Plymouth, Ohio



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The **BICYCLE STEP LADDER.**
Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO ,ILL.

NONE BETTER



Cement and Concrete Workers

DOT ROLLER

Contractors Asphalt and Paving Tools
Large Complete Line
Send for catalogue
John Stortz & Son
Manufacturers
216 Vine St., Philadelphia, Pa.

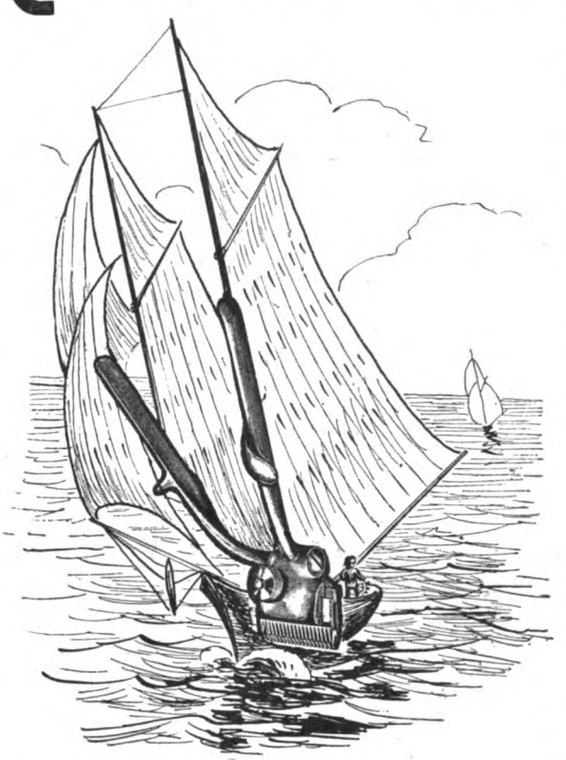
Please Mention "HARDWARE" when writing to our advertisers Don't Forget!

GEM PAPER CLIP
WILL HOLD
Your letters, documents or memoranda until you wish to release them. It can be used over and over. A single movement fastens. **Sample Package Free.**
Box of 100, 15 cents.
CUSHMAN & DENISON MFG. CO.
40-2 West 23rd Street, N. Y.

COATES CLIPPERS

ARE SURE WINNERS

Because they are built on the right lines: Built to give satisfaction to the user; built to sell at a good profit to the dealer.



Their beauty of finish, strength and fine cutting qualities are not surprising:

We've Been Making Coates Clippers for 25 Years

All kinds of Clippers for All Kinds of Hair.

Each Clipper Guaranteed to Cut Clean.

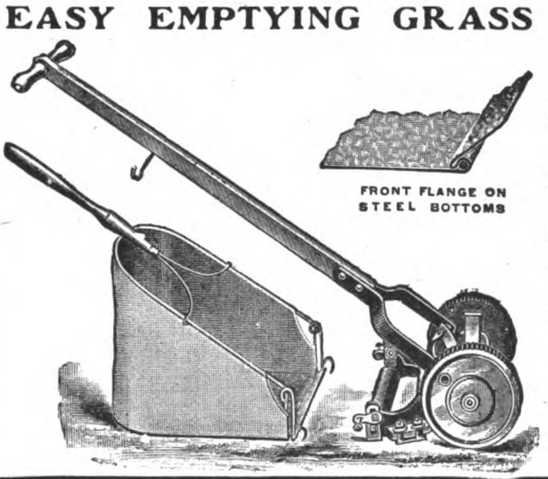
An Up-to-Date "Clipper"

"When at Sea" as to the Best Selling Clippers to handle—try the Coates kind. You'll have plain sailing to profits.

See for yourself. *Get our Catalog and Prices.*

Coates Clipper Co., Worcester, Mass.

EASY EMPTYING GRASS CATCHERS



are now made with

Galvanized Steel Bottoms

having adjustable Front Flange, as well as with regular duck bottoms. Made in two sizes, which fit any size or make of lawn mower, and are guaranteed to give entire satisfaction.

Sold through Hardware Jobbers.

◆◆◆◆

Manufactured by
The Specialty Mfg. Co.
St. Anthony Park, Minn.

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Klip-Klip

Manicure--Cigar Cutter

Two useful articles in one—
at the price of one—25 cts.



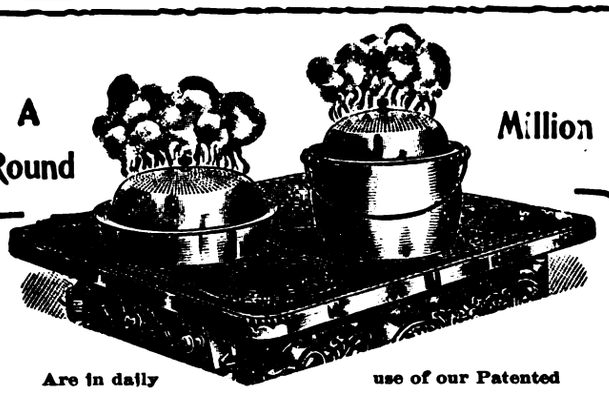
Other Klip-Klip Money Makers:

Klip-Klip Premo—A new nail clipper specially designed for ladies and children—lots of men prefer this size—25 cents.
Klip-Klip Junior—Made of steel, nickel plated, strong, neat and compact—15 cents
Klip-Klip—Solid German Silver, can't rust—cleans, trims and files the nails—25 cents.
Klip-Klip Key Ring with Cigar Cutting Attachment—A useful novelty for men—25 cents
Klip-Klip Corn Shaver—Built like a safety razor—you can't cut yourself with it, and it will do the work better than any knife—$1 00.
Klip-Klip Pocket Manicures.

Send for circulars and prices to-day.

KLIP-KLIP CO., 572 Clinton Ave., S. Rochester, N. Y.

A Round Million



Are in daily use of our Patented

FRYING PAN LID

giving entire satisfaction. Fits any ordinary frying pan. Makes all fried foods more palatable. Saves blacking stoves.
Retails for 10 cents.

KITCHEN SPECIALTY MFG. CO.
Elm and Reed Sts., Reading, Pa.



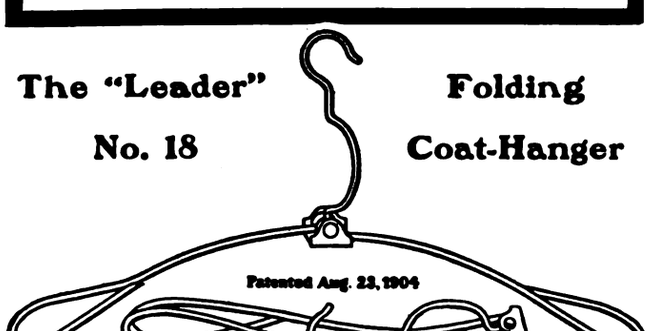
Face to Face

with your needs in Five, Ten and Fifteen Cents Specialties for 1906—

Why Not give us a chance to quote you?
The quality of our goods is so high, the prices so low, we are sure of stretching your every Dollar farther than the other fellow.
All We Ask is a trial order for 1906. It will make you our steady customer.
A Postal will fetch all the information you need.

Franklin Specialty Co.,
810 Cherry St., READING, PA.

The "Leader" Folding No. 18 Coat-Hanger



Patented Aug. 23, 1904

JUST the thing for persons traveling. Takes up but a small space in the grip. Nicely nickel plated. Keeps coat or ladies' jacket in perfect shape.

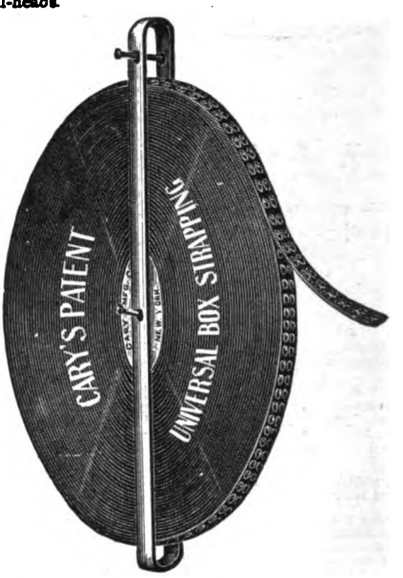
Great seller for agents.

Write for catalogue and prices.

THE LEADER MFG. CO., HARTFORD, CONN.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

No Better Time
No Better Place Even

TO BUY

FISHING TACKLE

Send for Free Catalogue

CLARK-HORROCKS CO.,
Utica, N. Y.

PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, in barrels, ₱ gal	49c
Linseed, City, boiled, in bbls, " "	45c
Out of Town, on spot, ₱ gal	41c
Calcutta, raw, in barrels, ₱ gal	65c
Lard, prime city, ₱ gal	66@67c
Lard extra, No. 1	48@49c
Lard, No. 1	39@40c

Paints and Colors

Barytes, Foreign floated, ₱ ton	$17.50@19.00
Barytes, American floated, ₱ ton	$18.00@19.00
White Lead, American, dry, in bbls., ₱ lb	6½c
White Lead, American, in oil, in lots of less than 500 lbs., ₱ lb. net	7½c
In lots of 500 lbs. and over, ₱ lb	7c
White Lead Eng., in oil, ₱ lb	8½@9½c
Zinc, American dry, ₱ lb	4½@5c

Putty, Commercial—₱ 100 lb

In bladders	$1.65 @1.85
In bbls. or tubes	1.20 @1.40
In 1 lb. to 5 lb cans	1.60 @1.80
In 12½ to 50 lb cans	1.45 @1.65

Spirits Turpentine

In regular bbls	72@72½c
In machine bbls	73½@74c

Dry Colors

	₱ Lb
Blue, Chinese	20@25c
Blue, Prussian	20@25c
Blue, Ultramarine	5@15c
Sienna, Italian, burnt & powdered	3@4½c
Sienna, Italian, raw & powdered	3@4½c
Umber, Turkey, burnt	2½@3½c
Umber, Turkey, raw	2½@3½c
Green, Chrome, ordinary	5@7½c
Green, Paris, in kegs	12½@14½c
Indian, Red, American	3@5½c
Indian, Red, English	4½@8½c

Colors in Oil

Black Ivory, best	18@20c
Blue, Chinese	20@25c
Blue, Prussian	27@30c
Blue, Ultramarine	14½@18c
Sienna, burnt	5@8½c
Sienna, raw	5@8½c
Umber, burnt	11½@15c
Umber, raw	11½@15c

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PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made.. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

Eley's E. B.....52@55c
G. D.....per M 34@35c
F. L.....per M 40@42c
G. E.....per M 48@50c
Musket.....per M 62@63c

PRIMERS—

Berdan Primers $2.00 per M.....20&5%
B.L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M. $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
22 C. F., $5.50.....10&5%
32 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal., Rim, $2.75.....10&5%
B. B. Caps, Con. Ball, swgd.....$1.90
B. B. Caps, Round Ball.....$1.49
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gge..65&5%
Paper Shells:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge.....25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repenter, Yellow Rival, 10, 12, 16 and 20 gauge.....20%
Climax, Union, League, New Rival, 10 and 12 gauge..25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).....30%
Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓%

SHELLS, LOADED—

Black Powder.....40%
Smokeless Powder, medium grade....40&5%
Smokeless Powder, high grade....40&10&10

SHOT—

Drop, up to B 25 lb bag.....$1.70
Drop, B and larger, per 25 lb bag.....1.95
Buck, 25 lb bag.....1.95
Chilled, 25 lb bag.....1.95
Dust Shot, 25 lb bag.....2.25

GUN WADS—⅌ 1000—

B. E., 11 up.....$ 60
B. E., 9 and 10.....70
B. E., 8.....80
B. E., 7.....80
P. E., 11 up.....1.00 } 15%
P. E., 9 and 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50
Ely's B. E., 11 and larger.....$1.70@$175
Ely's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes

	⅌ doz.
Iowa Farming Tools.	
Hawkeye	$3.25
Western	4.00

Anti-Rattlers

Fernald, Quick Shift, ⅌ doz. pair, net..$2.00
Burton's, ⅌ doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00
Kohler's: ⅌ Gro.
Janey, No. 4.....Net. $4.80
Perfect, No. 2.....Net. 6.00
Bolt Holder, No. 1.....Net. 8.40

Anvils

American "Horse-Shoe".....9¾c
Arm and Hammer.....8¾@8¾c
Eagle Anvils, ⅌ lb, net.....7@7¾c
Peter Wright's.....10¼c
Trenton.....9 to9¾c
Columbian, all steel, ⅌ lb, net.....9c

ANVIL AND VISE COMBINED—

Millers Falls (with drill).....$18.00, 15&10%

Augers and Auger Bits

Boring Machine Snells.....70%
Com. Auger Bits.....75@75&5%
Forstner Pat. Bits.....25%
Ford Auger Bit Co:
Auger Bits } 40@40&5%
Car Bits }
Machine Bits }
C. E. Jennings & Co.:
Double Spur pattern car, No. 30..40&7½&10%
Nobles Double Spur, No. 33.....55&10%
No. 10, Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....65½&10%
Jennings' Pattern.....50&10%@60%
Snell's Auger and Car Bits:
Extra.....50&10&10%
No. 1.....60&10&10&10%
Russell Jennings' Augers and Bits.....25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonner's Adjustable.....$5.50@6.50
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....30%

EXPANSIVE BITS—

C. E. Jennings & Co., Steers' Pat...33⅓&10%
Clark's small, $13.....50&10%
Clark's large, $26.....50&10%
Ives' Model, ⅌ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@$3.25
German Pattern, net.....$4.50@5.75
Mayhew's Diamond ⅌ doz. $1.25.....40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper and Straight Shank...60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....33⅓&5%
L'Hommedieu's.....15%
Snell's.....40&10%
Watrous'.....35&5%

Awl and Auger Handles

See Handles

Awls

	Per Gro.
Handled Brad	$2.75@3.00
Handled Scratch	$3.50@4.00
Patent Peg	81@84c
Sewing, Com.	85c@$1.00
Shouldered Peg	65@70c
Shouldered Brad	63@65c
Socket Scratch ⅌ doz.	$1.00
Stanley Rule and Level Handled Brad	45%

Awl and Tool Sets

Aikeu's Awls and Tools:
No. 10, ⅌ doz. $7.50; No. 20, ⅌ Doz. $10.....60&10%
Brad Sets:
No. 42, $10.50: No. 43, $12.50.....70%
Fray's Adj. Tool Hdls, Nos. 1, $12; 2, $13; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Miller's Falls Adj. Tool Holders:
Nos. 1, $12; 2, $13; 4, $12; 5, $18....15&10%
C. E. Jennings & Co's. Adj. Tool Hdls..33⅓&5%
Rollis Hdw. Co., Adj. Tool Holders, No. 1, $18.....30%

Axes

Single Bit, base weights:
First Quality.....$6.75
Second Quality.....$6.25
Double Bit, base weights:
First Quality.....$9.00
Second Quality.....8.50
Ice, Bradley's.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....$9.35

HATCHETS—

Hunt's, Underhill's, Blood's or Plumb's:
Shingling, etc.....50%
Broad and Bbl.....40&10%
Boy's Axes.....50%
D Simmons & Co.:
Broad }
Shingling and claw } 50&5%
Lath, Hunters', etc. }
Picks and Matlocks.....50%
Peck Edge Tool Co.:
Hatchets, shingling, etc.....50%
Broad and Bbl.....40&10%
Boy's Axes and Hatchets.....50%

Axle Grease

Dixon's "Everlasting" Graphite:
1 lb cans (36 in case).....15 cn.
2 " " " " .....25 "
10 " firkins (6 in case).....$1.20 "
25 " " .....2.75 "
50 " kegs.....5.00 "
100 " " .....9.00 "
200 " half bbls } 8½lb
375-400 lb " " }

Snow Flake: Discount 20%
One-quart cans, ⅌ doz. . . . $ 2.00
Two-quart cans ⅌ doz. . . . 3.20
One-gallon cans, ⅌ doz. . . . 6.00
Five-gallon cans, ⅌ doz. . . . 24.00
Quarter bbls. (15 gals.), ⅌ gal.. .45
One-half bbls. ⅌ gal. 40
Bbls., ⅌ gal. 35

Balances, Spring

Chatillon's:
Light, class A.....50%
Circular Balances, class C.....50%
Ice Balances, class B.....50%
Straight Balances, Class A1.....50%
Class A2.....40%
Class D. E. F.....30%
Class G.....30%

Balances, Sash

Caldwell's.....50%
Pullman's.....50&10@60

Beef Shavers

Enterprise:
Japanned, each, $8.00.....25@30%
Tinned, each, $10.50.....25@30%

Bells

HAND—

Hand Bells, polished brass.....60@60&10%
Pure bell metal.....30%
Silver chime.....33⅓@35%
White metal.....60%

DOOR—

Trip, Gem.....50&10%
Gong, Abbe's.....45%
Gong, Yankee.....55%
New Departure:
Rotary.....30@10%
Push.....30%

COW—

Common wrought.....75%@75&10%
Kentucky.....70@70&10%
Kentucky, Sargent's list.....70%
Texas Star.....50%
Western, Sargent's list.....70@70&10%

Bellows

Blacksmiths'.....65&10@70%
Hand.....25&10%
Moulders'.....25&10%

Belting Rubber

Boston Belting Co:
"Boston".....50%
"Imperial," seamless stitched.....45%
Niagara.....60%
New Jersey Car Spring & Rubber Co:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Seymour Smith & Sons.....25&10%
Miller's Falls.....15&10%
Weston's.....40

Binder Twine

	Per Pound
Sisal	10c
Standard	10c
Standard Manila	11c
Manila	12c
Pure Manila	13c

Bit Holders.

Angular.....45%
Extension:
Barber's, ⅌ doz. $15.00.....45@50%
Ives' ⅌ doz. $20.00.....60&10%

Blind Adjusters

Columbian.....33⅓%
Domestic, ⅌ doz. $3.00.....33⅓%
Excelsior, ⅌ doz. $10.00.....50&10&2%
North's.....10%
Zimmerman's.....50%@50&10%

Blind Fastenings and Tenons

Security Gravity, ⅌ gr.....$9.00
Zimmerman's.....50@50&10%

Blocks, Tackle

Eddy's.....50&10@60%
Harix' Steel.....40&10@50&5%
Iron Strapped, Japanned Sheaves...70&10%
Iron Strapped, Lig Vitae Sheaves.....60%
Rope Strapped, Japanned Sheaves...65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....60%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50&10%

Bolts

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....60%
Wrought Barrel.....80@80&10%
Wrought Barrel Bolts, Griffin's.....75&10%
Wrought Square.....70@70&10%
Wrt Shutter, St'nrd list...50&10%@50&10&5%
Wrought Spring, Sargent's.....70&10@75%

CARRIAGE, MACHINE, &C.—

Common carriage (cut thread), ⅝x6 and smaller.....75%
Larger and longer.....65&5%
Phila. Eagle, $3.00 list May 24, '99.....80%
Bolt ends, list Feb. 14, '95.....65&10%
Bolt ends, with C and T nuts.....65&5%
Machine, ⅝x4 and smaller.....75%
Machine, larger and longer.....65&10%

TIRE—

American Screw Co:
Bay State, plain, list Dec. 28, '99.....72½%
Bay State, fluted.....72½%
Eagle Phila.....82½%
Norway, Phila.....80%
Common.....75&10@80%
Norway, Phila.....80%
Portchester, Norway.....80%
Phila.....80%

STOVE AND PLOW—

Plow.....60&10&10@70%
Stove.....85@85&10%

MISCELLANEOUS—

Sink.....50%

Bone Mills

Enterprise.....25@30%
Stearns.....40%

Borers, Tap

Enterprise.....20@25%

Each	$1.25,	$1.75,	$2.50
Nos.	1	2	3

C. E. Jennings & Co.:
No. 6.....30&10%
No. 10.....25&10%
Common ring.....20&10%
Ives.....25&10%

Boring Machines

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		35&5%
Miller's Falls	$7.50,	15&10%
Snell's, Rice's Pat.	$2.50,	$2.75
Ajax		40%
Phillips		$4.00 net

Bow Pins

Hotchkiss.....60&10%

Boxes, Mail

Heller's.....40&5%

Box Hooks

Humason & Beckley's.....60&10&10%

Box Openers

Humason's.....⅌ doz. net $5.00
Bemis & Call's.....65%

Box Scrapers

Bradley's.....20%

Box Strapping

Cary Mfg. Co's., in case lots:
"Universal".....25&20%
Standard Metal Strap Co's.:
Religes.....20&10&10&5%

Braces

Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
Ives':
Barbers'.....60&5%
Barbers' Ratchet.....60@60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108@114½.....50&5&10%
No. 208½@214½.....50&5&10%
Lancaster Mach. & Knife Works.....50%
Gen. Spofford's.....60%

Brackets

Griffin's Folding.....70&10%
Griffin's Pressed Steel.....80%
Bradley's Patent, full cases.....80&10&10%
Bradley's, in broken cases.....80&10%
Baine's Adjustable.....25%

Bracket Saw Frames

Miller's Falls Co.....25&10%

Bracket Sets

Miller's Falls Co.....33⅓&10%

Bright Wire Goods

Standard list, June 24, 1903.....90&25

Bull Rings

Humason, Beckley & Co's.....80%
Rea's 2½ in. net, ⅌ doz.....$1.50
Sargent's.....80%
Seymour Smith & Sons.....60%

Bull Punches

Humason & Beckley's, ⅌ doz. net....$3.05

Butchers' Cleavers

New List, Feb. 1, 1906:
Bradley's.....40%
Foster Bros., flat heads.....80%
Foster Bros., round heads.....80%
Lancaster Mach. & Knife Works....33⅓40%
L. & I. J. White.....80%
Plumb's.....33⅓%

Butcher Knives

See Knives.

Butchers' Saw Blades

Miller's Falls Co., Star.....15@15&10%
C. E. Jennings & Co.....30&10%

Butter and Cheese Triers

Ordinary Black Handle.....25%
Humason & Beckley's.....40%

Butt and Rabbet Gauges

Stanley's.....25&10%

Butts

BRASS—

Wrought Brass, list September, 1898....15%

CAST IRON—

Fast Joint, broad.....40&10@50%
Fast Joint, narrow.....40&10&5 50%
Loose Joint.....70&5&75%
Loose Joint, Japanned.....70&5&75%
Loose Joint, Jap. with Acorns....70&5&75%
Loose Pin.....70&5&75%
Mayer's Hinges.....70&70&5%
Parliament Butts.....70@70&5%

WROUGHT STEEL—

Table and back flaps.....75% } Less 10&10&10&10%
Narrow and broad.....75%
Inside Blind.....75%
Loose Pin.....75%
Loose Pin, Ball and Steeple Tip.....85%
Japanned, Ball Tip Butts.....75&10%
Bronzed Wrt. Nar. and Inside Blind Butts.....55&10%

Calipers

Bemis & Call:
Wing.....80%
Double.....65%
Inside and outside.....65%
Straight leg.....65%
Call's Pattern, inside.....55%

Can Openers

American.....⅌ gross, $1.75@$2.00
Goodell's Acme.....⅌ gross, 6.00
Hopper's.....⅌ gross, 15.00
No. 5, iron handle.....⅌ gross, $2.00@2.25
Phœnix.....40%
Sardine Scissors.....75&10%
Sardine Scissors, forged steel..⅌ doz., $4.50
Sprague, Nos. 1, $3.00; 2, 2.25; 3, 2.50..75&10%
Universal, ⅌ doz.....500

Cartridges

See Ammunition.

Casters

Bed.....70@70&10%
French or Philadelphia Iron wheel.....75%
Plate.....60@ 60&10%
Payson's Furniture.....70&10&10%
Payson's Truck.....70&10%
Standard, Ball Bearing.....45%

Cattle Leaders

Humason, Beckley & Co's.....70%
Sargent's.....70&10%
Welton's.....70&10%

Chain

American Coil, Straight Link:

Inch	⅌ 100 Lbs.
5-16	$5.80
⅜	5.20
7-16	4.85
½	4.10
9-16	3.95
⅝	3.85
11-16	3.80
¾	3.75
⅞	3.80
⅞ to 1	3.80
1¼ to 1½	3.75

Covert Manufacturing Co., Breast chain, Halter chain, Heel chain, Rein chain, Stallion chain.....60%

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Chains

Galvanized Pump chain, ₱ lb.....4½@4¾c
Ger. coil, list July 24, '97...60&10@60&10&10%
Ger. Halter chain, list July 24, '97.60&10&10%
Jack chain, Iron.....60&10@60&10&5%
Jack chain, Brass.....60&10@60&10&10%
Oneida Wire Dog chains.....45@50&5%
Trace Wagon and Fancy Chains:
New list.....60@60&10%
Bridgeport Trace chains.....65%
Stake chains.....65%
Heel chains.....30%

COW TIES—

American.....45@50%
Niagara.....45&5@50&10&5%
Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....45%
Sisal.....33⅓%

Chain Guards

Aluminum S. & N. Co.....50%

Carpet Stretchers

Montross' "Excelsior," ₱ doz., $6.00....20%
Bullard's.....33⅓%
Cast iron, Steel points, ₱ doz.....80c
Sockets, ₱ doz.....$1.75

Carpet Sweepers

	₱ Doz.
Bissell's Cyco Bearing:	
"Parlor Queen"	$30.00
"Elite"	29.00
"Boudoir"	27.00
"American Queen"	27.00
"Ideal"	25.00
"Gold Medal"	24.00
"Premier"	24.00
"Superior"	24.00
"Prize"	24.00
"Welcome"	24.00
"Grand Rapids," nickel	24.00
"Grand Rapids," Japan	22.00
"Standard," nickel	22.00
"Standard," Japan	20.00
"Crown Jewel," nickel	21.00
"Crown Jewel," Japan	19.00
"Crystal"	36.00
"Grand," length of case, 17 inches.	36.00
"Club," length of case, 24 inches	54.00
"Hall," length of case, 28 inches	60.00
"Junior," nickel, length of case 12⅞ inches	22.00
"Junior," Japan, length of case 12⅞ inches	20.00
"Misses"	9.00
Sterling Carpet Sweepers:	
Model A, Nickel trimmings	25.00
" B, Japd. "	21.00
" " Nickel "	23.00
" C, " "	21.50
" D, Japd. "	19.50

Carpet and Rug Beaters

	₱ Doz.	₱ Gro.
No. 12, Wire, Tinned	$0.85	$ 9.50
" 11, Wire, Coppered	1.10	12.00
" 11, Wire, Tinned	1.20	13.50
" 10 Wire, Glavanized	1.50	18.00

Cherry Stoners

Enterprise.....25%@30%
Goodell's Family, net ₱ doz.....$5.00
Rollman's, net, ₱ doz.....6.00

Chisels

SOCKET FRAMING & FIRMER—

Standard Makes.....70&10@75%
L. & I. J. White.....30@30&5%
C. E. Jennings & Co., No. 70.....25&10%
Jennings & Griffin Mfg. Co.....65&2&10%

TANGED & MISCELLANEOUS—

W. & S. Butchers'.....$4.75@$5.00to2
C. E. Jennings & Co.....25&10%
Jennings & Griffin Mfg. Co.:
Tanged Chisels.....25&10%
Tanged Gouges.....25&10%
Tanged Firmers.....33⅓&10%
Tanged Gouges.....33⅓%
L. & I. J. White.....25&5%

COLD CHISELS—

Good quality, ₱ lb.....13&16c
Snell's best C. S.....40&5%
Cronk's.....50%

Cleaners, Sidewalk

	₱ Doz.
Challenge Shank	$3.25
Star Shank	3.25
Star Socket	4.00

Clippers

HORSE—

Chicago Flexible Shaft Co's.:	Each.	
Lightning Belt Clipping Mach.	$15.00	15%
New '98, Chicago	8.75	15%
1908 Chicago	10.75	15%
Twentieth Century	5.00	20%

Coach Oil

Snow Flake:		25&10%
One-pint cans, ₱ doz.	$ 3.00	
One-quart cans, ₱ doz.	4.80	
One-gallon cans, ₱ doz.	15.00	
Five-gallon cans, ₱ doz.	66.00	

Cocks, Brass

Hardware List:
Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks....70&10@75%

Coffee Mills

Box and Side.....50&10@60%
Enterprise Mfg. Co.....20@25%
Lane Bros. Co.....30%

Compasses, Dividers, &c

Atmol Calipers and Dividers.....40%
Bemis & Call Co's.:
Compasses.....50%
Dividers.....55%
Compasses, Calipers, Dividers...75@75&10%

Coopers' Tools

Bradley's:
Hoop Drivers.....25%
Rivet Sets.....30%
Cold Chisels.....20&5%
Punches.....15%
Vises.....20%
Inshaves.....20@20&5%
Barton's.....20@20&5
L. & I. J. White.....25&10@30&10%
Sandusky Tool Co.....25&10@30&10%

Corkscrews

Detroit Cork Screw Co.....33⅓%
Humason & Beckley Mfg. Co.....50&10%
Samson, ₱ doz.....$10.00

Corn Hooks

	₱ Doz.
Kretsinger Cut-Easy	net $8.00

Corn Knives and Cutters

Bradley's.....net
Wadsworth's.....60%

Countersinks

Mayhew's Diamond.....40@45%
Smith's.....25%
Snell's.....40%
Wheeler's Patent.....50%

Cow Ties

See Chains.

Crayons

Sargent's List.....20%

Dixon's:	₱ Gro.
Eclipse.....7 in., $3.75; 9 in.,	$4.88
Emerald	5.00
Oriole	5.0
Rainbow	3.12
Solid	7.50
Tailors, black, $5.62; red and blue	9.00

Curry Combs

Kohler's.....40%
The Metal Stamping Co.....40%
Southington Cutlery Co's.....25&10%

Cutlery

Foster's Pocket.....30%
Carriers' Pocket.....10%

Diggers

See Post Hole, etc.

Dividers

See Compasses, Dividers, etc.

Dog Collars

Walter B. Stevens & Son:
Brass.....40%
Embossed Gilt.....30&10%
Leather.....40%
Union Hd'wre Co., new list.....50&50&10%

Door Checks

Bardsley's.....40%
Columbia.....50&10%
Eclipse.....60&10%
Home.....50&10%
Pullman's Screen, ₱ doz. net.....$4.50

Door Holders

Empire.....50%
Superior.....33⅓%

Door Springs

Columbian Steel.....20%
" Faultless.....50%
Gem (Coil), list Oct. '95.....20%
Pullman, Perfect.....25%
Pullman Coil.....25%
Star (Coil), list Oct. '95.....30%
Torrey's Rod, 39 in., ₱ doz. net..$1.10 $1.25
" " 48 in., " " " " 3.50
Victor, Coil.....50&10&10%
Chicago Coil Springs.....40&10%
Reliance Coil Springs.....40&10%

Drain Cleaners

Iwan's Adjustable.....55%
Iwan's Stationary.....40&5%

Drawer Pulls

Drawer Pulls, Griffin Mfg. Co., list..75&10%
Sargent's list.....60

Drawing Knives

Standard Makes.....70&10@75%
Adjustable Handle.....25@25&10%
Bradley's.....40&5%
Jennings & Griffin.....60%
Watrous.....16⅔&10%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks

Automatic Boring Tools, Goodell's 40&5@40&10%
Blacksmiths'.....60%
Breast, Goodell's.....25@30%
Breast, Miller's Falls, each $3.00....15&10%
Stearns' bench.....30%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00, Adjustable, No. 10, $12.00.....33⅓%

TWIST DRILLS—

See Augers and Bits.

Egg Beaters

Holt-Lyon Co.:	₱ Doz.	₱ Gro.
No. 5 Japanned, Dasher flared	$0.85	$9.50
No. A, Japanned, 6 doz.	$3.60	1.15 13.00
No. 1, Tinned	1.40	16.80
No. H, Japanned, hotel size.	1.85	22.00
No. 6, Japanned, Dasher flared	1.55	19.20
No. 8, Tinned, hotel size	2.00	24.00
Taplin Mfg. Co.:		₱ Gro.
No. 60 Improved Dover		$ 6.0
No. 75 Improved Dover		6.5
No. 100 Improved Dover		7.0
No. 102 Improved Dover, Tinned		8.5
No. 150 Improved Dover, Hotel		15.0
No. 152 Improved Dover, Hotel T'd.		17.0
No. 200 Improved Dover, Tumbler		8.0
No. 202 Imp'd Dover, Tumbler T'd.		9.5
No. 800 Imp'd Dover Mammoth ₱ doz		2.0

Escutcheons

Wood.....25%

Farriers' Knives

	₱ Doz.
"Challenge"	$3.00
Popes	3.00
Wilkinson's, net	3.00
Wostenholm's	3.25

Faucets

Iron Petroleum.....70@70&10%
John Sommer's "Peerless," Tin Key....40%
"Bose," Tin Key.....50%
"Victor," Metal Key.....50&10
"Duplex," Metal Key.....60%
"I. X. L.," Corked Lined.....50%
"Reliable," Cork Lined.....50&10%
"O. K.," Cork Lined.....50%
"Chicago," Cork Lined.....60%
"Perfection," Cedar.....40%
"No Brand," Cedar.....50%

SELF MEASURING—

Enterprise ₱ doz. $36.00.....40&10%
Lane's.....$40.10&2%

Files

DOMESTIC—

New list, Nov. 1, 1899:
American.....75&10@75&10&10%
Arcade.....75&10@75&10&10%
J. Barton Smith.....75&10@75&10&10%
Disston's.....75%
Disston's Superfine.....60%
Nicholson's.....75&10@75&10&10%
Great Western.....75&10@75&10&10%
Kearney & Foot.....75&10@75&10&10%
McClellan.....75&10@75&10&10%
Nicholson.....70&10@75&5%
Nicholson's X. F. Files.....40@40&10%
Royal.....80@80&10%

IMPORTED—

Stub's.....Stub's list, 30@33⅓%

Filters

Acorn.....50%
Fulper's Natural Stone.....$3.50@$13.50
Subject to trade discount.

Fish Hooks

Am. Fish Hook Co. list.....60@60&10%
Kirby & Limerick, low list (50c. base)...10%

Fishing Tackle

Bishop's.	₱ Doz.
Level Winding Jeweled Reel	$78.00
Level Winding Steel Pivot Reel	66.00
Auto Even Spooler	80.00
Gun Cleaner	4.20
Lightening Fish Scaler	5.00
Fish Hook Shield	3.00

Fish Scalers

Covert's Saddlery Works:
Great American.....60&20%

Freezers, Ice Cream

"Alaska":

Qts.	1	2	3	4	6
Net	$1.15	$1.35	$1.60	$1.95	$2.60

"North Star:"

Net	$1.25	$1.45	$1.75	$2.25	

Fruit, Wine & Jelly Presses

Enterprise.....20@25%

Fry Pans

Standard list.....75&10%

No.	1	2	3	4
₱ doz.	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8
₱ doz.	$5.00	$7.00	$8.00	$9.00

Gauges

Hemis & Call's Steel.....50%
Clapboard.....25&10%
Disston's Mortise.....70%
Marking Mortise, etc.....70%
Stanley's.....35%
Starrett's Surface, Center and Scratch. 25&10%
Wire, Morses.....25%
Wire, P. S. & W., low list.....33⅓%

Gimlets

"Diamond" Gimlets, ₱ gro.....$4.00@$4.25
Double Cut.....40&10@50.
Metal Head.....50&10%
Wood Head.....50%

Gimlet Bits

See Augers and Bits.

Globe and Racking Cocks

See Faucets.

Glue

Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40&10%

Glue Pots

See Hollow Ware.

Graphite, Lubricating

Dixon's Pure Flake:

632—	1 lb. cans	20c. ea
633—	5 lb. screw top tin cans	85c. ea
634—	10 lb. screw top tin cans	$1.60 ea
644—	25 lb. boxes	15c. lb
645—	50 lb. boxes	14½c. lb
646—	100 lb. kegs	14c. lb
647—	250 lb. barrels	12c. lb

Grindstone Fixtures

Cronk's.....50%
Forest City.....30@30&10%
Sargent's Patent.....30&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....30&10%

Gunpowder

See Ammunition.

Gun Wads

See Ammunition.

Hafts

Brittons, ₱ doz.....$3.50

Halters

Covert Mfg. Co.:
Jute Rope Halters.....50%
Sisal Rope.....30&10%
Web Halters.....35&5%

Hammers

HANDLED HAMMERS—

Magnetic tack, Nos. 1, 2, 3, $1.25 $1.50 $1.75.....50%
Maydole's.....33⅓&5@40&10%
Sargent's new list.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....33⅓&7½%
Engineers and B. S. Hand.....50&12½%
Quaker City Hammers.....40&10%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS & SLEDGES—

Under 3 lb 50c lb.....30&5%
3 to 5 lb 40c lb.....30&5%
Over 5 lb 30c lb.....30&10&5%
Wilkinson's Smiths.....9½c@10c ₱ lb

Hammock Ropes

Covert Mfg. Co.:
Jute.....40&5%
Sisal.....30%

Hand Cultivators

Ulrich Mfg. Co.:
Osborne's, ₱ doz.....$15.00

Handles

WOOD—

Auger, assorted, ₱ gro.....$2.75
Auger, large, ₱ gro.....3.25
Auger, Ives' Pat., No. 1.....30&10%
No. 2 to 32⅞.....40%
Axe, Pick, etc.....60&5%@60&10%
Bliss Mfg. Co.:
Chisel, Brad Awl, File, Auger, Soldering Iron } 25@33⅓
Brad Awl, ₱ gro.....$1.75@$2.00
Chisel, Worcester, leather capped, ₱ doz. net.....$1.50
File, assorted, ₱ gro.....$1.40@$1.50
Firmer, Chisel, Apple, assorted, ₱ gro. $2.25@$2.75
Hammer, Hatchet.....60&10%
Hoe, Rake and Fork.....45@50
Rollis Hdw. Co. Hafts, $9.00.....40&10%
"Simplicity" File Hdls, ₱ gro....$ 30&1.5
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D Handle.....40%
Shovel and Spade, Long Handles..40&5@50%

CROSS-CUT SAW HANDLES—

Atkins.....60&5%
Champion.....45@45&12%
Disston's.....50%

Hangers, Barn Door

Old Pattern.....60&10%
New England.....66⅔@70
Chicago Spring Butt Co.:
Fraction.....25%
Oscillating.....25%
Big Twin.....25%
Lane's:
Covered.....60&2%
Hinge Pattern, net.....$6.08 ₱ doz.
Standard.....60&5%
Special, No. 25.....$2.50
" " 30.....3.20
" " 40.....5.00
" " 20.....6.25
Track for same, ₱ 100 ft. net.....3.75
Cronk's:
Nos. 1, 1½, 2 and 3.....60&5%
Nos. 11, 12.....70&10%
No. 50, net.....$3.80
No. 44, net.....4.00
McKinney's, "None Better", No. 3, $18; No. 1 Special, $15, ₱ doz. pr..60&10%
Myers' Stay-on.....60&5%
Wilcox's New Century.....50&10&10%

Hangers, Garment

Pullman's.....₱ gro. net $9.00

Hangers, Parlor Door, Etc

Lane's:
Standard.....net $3.20
Ball Bearing....." 4.15
No. 105....." 3.85
New Model....." 2.85
New Champion....." 2.25

Hardware Shelving

OAK CABINETS—

J. D. Warren Mfg. Co.:
No. 11 458, 40 drawers, no partitions, run. ft., $8.50; net each.....$30.00
No. 1656, 88 drawers, no partitions, run. ft., $4.38; net each.....26.47
No. 1658, 64 drawers, no partitions, run. ft., $6.52; net each.....54.28

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.85; net each.....15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each.....18.75
No. 1703, with two adjustable center shelves, run. ft., $2.75; net each....22.92

NAIL BIN BASES—

No. 1782, 12 spaces, 150 lbs. each, run. ft., $3.71; net each.....22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft., $3.10; net each.....25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.88; net each.....30.63

Hasps and Staples

Cronk's.....50%
McKinney's "Perfect", $1.10 ₱ doz.....50%
Wrought.....20@20&10%
Wrought, Stanley.....30%
Wrought, Griffin.....30%

Hatchets

See Axes.

Hay Tools

F. E. Myers & Bro.:
Myers Unloader, double steel track..$7.00
Myers Unloader, wood track.....7.00
Comb. Car, Double steel T.....7.00
Comb. Car, wood track.....7.00
Rev. Car, Double steel track.....7.00
Rev. Car, wood track.....7.00
Myers Unloader, cable.....7.00
Myers Unloader, single rail.....7.00
Sure Grip Sling Car, steel or wood track.....12.00
Dbl. Rail steel track, complete, ₱ ft.....
Single Rail steel track, complete, ₱ ft .20
D. H. Fork steel, regular, each.....1.60
Nellis Fork, each.....3.00
Double Grapple Fork, each.....7.00
Sprouts, Shear Fork, each.....1.50
Walker Fork, each.....2.50
Common 6 in. wood sheave pulley, Fig. 482, ₱ doz.....3.20
Faultless steel frame K. P. pulley, Fig. 485, ₱ doz.....4.00
Faultless Steel Frame, 6 in. plain pulley, Fig. 485, ₱ doz.....3.50
Malleable Frame K. P. pulleys, Fig. 676, ₱ doz.....4.60
Reed Wood Frame pulley with hook, Fig. 484, ₱ doz.....4.00
Steel Frame pulley with iron sheave, Fig. 565, ₱ doz.....3.50
Floor pulley wood sheave, Fig. 486, ₱ doz.....4.50
Hanging Hooks for double steel track, ₱ doz.....1.40
Hanging Hooks for single steel track, ₱ doz.....1.40
Hanging Hooks for wood track, 10 in., ₱ doz.....1.00
16 in., ₱ doz.....1.30
Floor Hooks ⅝ in., ₱ doz.....1.40
Malleable Rope brackets, ₱ doz.....
Wrought Rafter brackets, ₱ doz.....70
Rope Hitch, ₱ doz.....3.20
Discount on above 50%

Hay and Straw Knives

Auburn Hay, com. and spear point..40&10%
Iwan's Hay, sickle edge, ₱ doz., net..$9.00
Iwan's Hay, imp. serrated, ₱ doz., net. 9.50
Kohler's Hay, sickle edge, ₱ doz., net. 9.0
Auburn Straw.....40&10%
W. ₱ nouth, pat., ₱ doz., net.....$6.00
Wadsworth's.....40&10%

Hedge Trimmers

Wadsworth's:
No. 1.....10%
No. 2.....10%

Hinges

WROUGHT IRON HINGES—

Screw Hook and Strap		
	6 to 12 in., ₱ lb.	3½c
	14 to 20 in., ₱ lb.	3½c
	22 to 36 in., ₱ lb.	3½c

STRAP AND T HINGES—

New list, Dec. 20, 1904:
Light Strap Hinges.....70%
Heavy Strap Hinges.....75&5%
Light T Hinges.....65%
Heavy T Hinges.....60%
Extra Heavy T Hinges.....70&10%
Hinge Hasps.....50%
Corrugated Heavy Strap.....70&5%
Corrugated Ex. Heavy T.....70&10%
Extra 10%

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Chicago Saloon Door Hinge.....25%
Columbian:
Steel Hinges.....60%
Floor Hinges.....60%
American.....30&5%
Gem.....30&5%
Oxford.....30&5%
Acme, Steel.....35%
" Brass.....25%
Niles Mfg. Co.....30&5%
Superior:
Floor Hinges.....33%

GATE HINGES—
Clark's, Nos. 1, 2, 3.....50&10@60&10%
N. E., ₱ doz., $7.50.....60%
N. E., Reversible, ₱ doz., $5.50.....60%
N. Y. State, ₱ doz., $4.90.....60%
Western, ₱ doz., $4.20.....60%

BLIND HINGES—
Parker.....70&10@70&10&10%
Sargent's, Nos. 1, 2, 3, 11, 13.....75%
W. H. Co's., No. 2 Mortise Gravity.....60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.30 ₱ doz. sets.....30&10%

Hitching Cords

Covert Mfg. Co.....45%
Hitchers Stall.....30&25

Hollow Ware

ENAMELED—
Lalance & Grosjean Mfg. Co. list Nov. 1, '01:
Agate Nickel Steel Ware.....50&20%
Pearl Agate Ware.....50&20%
Blue and White Ware.....60&15%
All White Ware.....50&20%
Regal Steel Ware.....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40&10%
"Never Break" Steel:
Spiders, Griddles, &c.....65&10%
Maslin Kettles, &c.....60%
" " Porcelained.....50%

STOVE HOLLOW WARE—
Blacklock:
Ground.....55@60&10%
Plain or Unground.....60@65%
Country Ware ₱ 100 lbs. net...$2.75 - $3.00
Enameled Ware.....50@55&10%

WHITE ENAMELED WARE—
Maslin Kettles.....70%
Tinned Boilers and Saucepans.....40%
Enameled.....50%

GLUE POTS—
Tinned.....35%
Enameled.....40%

SILVER-PLATED HOLLOW WARE—
4 mo. or 5 cash in 30 days.
Hartford Silver Plate Co.....40&5%
Holmes & Edwards Silver Co.....40&15&5%
Meriden Brittania Co.....40&10%
Rogers & Brother.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks

BUSH—
Jennings & Griffin's.....33⅓&5%
Wadsworths.....55&10%

CAST IRON—
Ceiling, Sargent's list.....50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list.....50&10&10%
Coat and Hat, Sargent's list.....50&10@60%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@50&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat.....60&10@70%
Wardrobe.....60&10@60&10&10%

WROUGHT IRON AND STEEL—
Cotton, ₱ doz.....$1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise.....40%
Humason & Beckley, new list.....35&10%

WIRE—
Atlas, new list, single cases.....35%
Atlas, Metal Clasp.....75%
Wire Coat and Hat, Acme.....60&10%
Wire Coat and Hat, Gem.....70&10%
Wire Ceiling, Gem.....70&10%

MISCELLANEOUS—
Belt.....30&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks.....35&5%
Grass, Wadsworth's.....60%
Cronk's, Grass, ₱ doz.....$2.75
Hooks and Eyes, Brass.....60&10&10%
Hooks and Eyes, Mal. Iron.....70&10%
Cotton, box and hay.....60@10&10%

Horse Clippers

See Clippers.

Horse Nails

Nos.....	6	7	8	9	1	
A. C.....	25c	23c	22c	21c	21c	40&5%

American, all sizes, net.....9½c

Nos.....	6	7	8	9	10	
Anchor and New Haven	12c. net for all sizes 5 to 10.					
Nos.....	6	7	8	9	10	
Ausable.....	23c	23c	25c	24c	23c	50&10%
C. B. K.....	25c	23c	22c	21c	21c	40%
Capewell.....	19c	18c	17c	16c	16c	10&5%
Champlain.....	28c	26c	25c	24c	23c	40&10@50%
Clinton Fin...	19c	17c	16c	15c	14c	30&10%
Essex.....	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes, net.....9½c						
Livingston.....10, &10%						
Maud S.....	25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ₱ lb.....12c						
Northwestern.	25c	23c	22c	21c	20c	25&5%
Putnam.....	23c	21c	20c	19c	18c	33⅓%
New Putnam.	19c	18c	17c	16c	16c	10&10%
Vulcan.....	28c	21c	20c	19c	18c	25&10%
Western.....						40&10%

Horse Shoes

F. O. B. Pittsburgh:
Horse and mule, Iron, ₱ keg.....$4.00
Steel, ₱ keg.....3.75

Horse Ties

Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Sisal.....33⅓
Jute.....45%

Hose Bands

Star Hydrant.....80&30%
Steam.....70%

Ice Awls, Chippers &c

Copeland Ice Pick, ₱ gross.....$9.00 net
Crown.....net
Gem Ice Shave.....net
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

Enterprise,.....No. 35, ₱ doz. $6.00 25@30%
No. 84, ₱ doz. 15.00 25@30%

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

Spun brass, plain.....20@25%

Knives

Kimball's:
Bread Knives, ₱ doz. $1.50.....20%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping, net ₱ doz.....$1.50
Dunlap Kitchen and bread Knives.....25%
Foster Bros., butcher, &c.....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw

Wadsworth.....40&10%

Knife Sharpeners

Pike's: 40%
Nat. Grit Carving Knife Hones ₱ doz.....$3.00
Solid Stone Carving Knife Hones ₱ doz.....$2.50
Quick Edge Pocket Knife Hones ₱ doz.....$3.00
Mounted Kitchen Sandstone ₱ doz.....$1.50

Knobs

Bardsley's wood, door, shutter and base.....10@15%
Base, rubber tip, 2½ in bead, ₱ gro.....$1.15 - $1.25
Door Mineral.....65 - 70c
Door Por. Jap'd.....70 - 75
Door Por. Nickel.....$2.10@$2.30

Lanterns

C. T. Ham, Class A, B, C and D.....40&10%

Latches

	₱ Doz.
Cronk's barn door, net	$2.00
Lane's Barn Door	40&10%

Lawn Mowers

Champion.....75&10%
Clipper Improved.....50&10&10&5%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M, N, C, K, T.....70&10%
Style A (all steel).....60&10%
Style E, low wheel.....60&10%
Style E, high wheel.....70&10&5%
Drexel, low list.....50%
Gold Coin, low list.....50%
New Departure, high wheel.....70&10%
New Departure, low wheel.....75%
Pennsylvania.....60&10

Lawn Sprinklers

Enterprise.....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

Nos.....	1	2	3	
Per Dozen.....	$12.00	$15.00	$24.00	30%

Kohler's:
Daisy, net, ₱ doz.....$7.50
Mystic.....6.00
Rainmaker.....4.80
Dew Drop.....1.20

Lawn Swings "Easy"

Ulrich Mfg. Co., ₱ doz.....$75.00

Leads

Covert Mfg. Co.:
Cotton.....45%
Hemp.....45%
Jute.....45%
Sisal.....33⅓

Lemon Squeezers

Berger Bros., ₱ doz. 8 in., $1.00; 10 in., $1.40 20%
Hotchkiss, Straight Flush, ₱ doz.....$9.60
Little Giant.....50&50&5%
Porc. lined, Iron, ₱ doz.....$1.75
Porc. lined, Wood, ₱ doz.....$1.25
Wood, common, ₱ gro..... No. 0, $5.25 @$5.50; No. 1, $5.25@$5.50

Levels

C. E. Jennings & Co's.:
Hexagon.....25&10%
Iron Bench, new design.....25&10%
Rollis Hardware Co.:
Adj. Steel 7 in., $24.00.....40%
12 in., $27.00.....40%

Lifters

See Transom Lifters.

Lines

Cotton and Linen Fish.....40%
Cotton Chalk, 20 feet.....40&10%
Cotton Trot.....20%
Samson Cot.. Nos. 4, $2.20; 4½, $2.75.....20%
Silver Lake braided, ₱ gro., Nos. 0, $6.00; 1, $6.50; 2, $7.00; 3, $7.50.....30%
Wire Clothes:

	18	19	20
1000 feet.....	$2.20	$2.00	$1.65
75 feet.....	1.80	1.70	1.30

Reading Hardware Co.....40&10%
Sargent & Co.....40&10%

CABINET—
Eagle Lock Co.....33⅓
Corbin.....33⅓
Yale.....33⅓

PADLOCKS—
Acme bicycle and satchel, ₱ doz., $9.00..40%
Ames Sword Co.....40@45%
Brown's brass.....25%
Brown's chain.....25%
Champion.....40%
Eagle.....40%
Slaymaker's:
Wrought padlocks.....75%
Bicycle locks.....40%
Railroad Switch locks.....40 5%
Red Scandinavian locks.....90%
Pressed steel locks.....Net prices
Cast brass locks.....Net prices
Dog Collar locks.....Net prices
Night Latches.....Net prices
French Rim locks.....5&10%
Smith & Egge bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....60%

TRUNK—
Corbin's.....25&10%
Eagle.....40%

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

Hickory.....45@5&50%
Lignumvitæ.....45@5&50%
Bliss:
Carpenters, Tinners, Box, Carvers...33⅓

Maslin Kettles

See Hollow Ware.

Mattocks

Cronk's Garden, net ₱ doz.....$4.00
Regular Goods.....70&10@75%

Meat Cutters

American.....30%

Nos.....	1	2	3	4	B	5	
Each.....	$5	$7	$10	$25	$50	$60	

Dixon's, ₱ doz.....30&10@40%

Nos.....	1	2	3	4	
Each.....	$14	$17	$19	$30	

Enterprise.....25@25&7½%

Nos.....	5	10	12	20	22	32
Each.....	$2	$3	$2.75	$6	$4.50	$6

Little Giant.....33⅓@40%

Nos.....	305	310	312	320	322
Each.....	$35	$48	$44	$72	$68

Woodruff's, ₱ doz.....30&10@40%

Nos.....	100	150
Each.....	$15	$18

Beef Shavers (Enterprise).....25@30%

Meat Juice Extractors

Enterprise.....25&30%

Metals, Anti-Friction

	₱ Lb
Magnolia Metal Co.:	
Defender	18c
Cosmic	10c
Magnolia, Anti-Friction	25c
Mystic	15c

f. o. b. New York or Chicago.

Melting Ladles

Monroe's Patent, ₱ doz., $4.00.....40%
Sargent's.....60@60&10%

Mitre Boxes

C. E. Jennings & Co.....30&10%
Seavey's, ₱ doz., $30.....40%
Stanley Rule and Level Co.:
Nos. 340 to 460.....30%
Nos. 50 and 60.....35%

Motors

COFFEE MILL—
Specialty Novelty Co., each.....$5.00

Nails

WIRE AND CUT NAILS—
See Review of the Markets for Quotations.
Wire nails and brads, Tapered Assn list, July, 1899.....85&85&10%

PICTURE—
Niles' Patent.....40%
Porcelain head, combination list.....60&10%
Porcelain head, Sargent's list.....60%

Nail Nippers

"Gem," ½ gross lots, ₱ gross.....$21.00
" less quantity, ₱ dozen.....2.00

Nail Pullers

Ajax, 5 lbs., ₱ dozen, net.....$7.50
Black Hawk, ₱ dozen.....9.00
Cyclops.....50&10@50%
Cronk's, ₱ dozen, net.....$12.00
Eureka, No. 74, ₱ doz., net.....$8.50
Eureka, No. 75, ₱ doz., net.....$8.00
Giant, No. 1, ₱ doz., $18.00; No. 1½, $16.50; No. 2, $15.00.....30&5%
Lightning, ₱ doz., $18.00.....30%
Morris No. 1, list $20.00.....30%
National, ₱ doz., $24.00.....10%
Pelican, ₱ doz., $ 9.00.....40@40&10%
Rollis Hardware Co., No. 1, $18.00...50&10%

Nail Sets

	₱ Gro
Hunters, Cup Point, knurled	$10.00
Hunters, Cup Point, plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25
Snell's:	
Octagon, ₱ gro	.55
Corrugated	.65
Knurled	.60@.70

Nippers

Acme.....50%
Smith's cutting.....50%
Todd's cutting.....50%

Nut Crackers

	₱ Gro
Acme, Japanned, $30.00	40%
Acme, Nickel Plated, $3.00	30%

Mfrs. U. S. or Nar. Guage Standard

Square, blank	5.20
Hexagon, blank	5.20
Square, tapped	5.20
Hexagon, tapped	5.70

Oils

Linseed, city, raw, in barrels, ₱ gal.....45c
Linseed, city, boiled, in barrels, ₱ gal..47c
Out of town on spot, ₱ gal.....43c
Calcutta, raw, in barrels, ₱ gal.....68c
Lard, prime city, ₱ gal.....63@64c
Lard, Extra, No. 1.....49@52c
Lard, No. 2.....38@40%

Oilers

Brass and copper.....50&10
Tin or steel.....65&10
Cushman & Denison's: ₱ Doz
Gem.....$ .50
Leader.....50
Perfect oilers.....1.50
Star pocket oilers.....75
"Paragon," brass.....45@50%
"Paragon," zinc.....60&10%
Wilmot & Hobbs Mfg. Co's. Steel anti-rust.....70@70&10%
Zinc and tin.....65@65&10%
American Tube & Stamping Co.:
Spring bottom cans.....70@70&10%
Railroad oilers, etc.....60@60&10%

Oil Stones, Etc

AXE STONES—
Pikes': 40%
Hindostan, large axe.....8c ₱ lb
" small ".....10c " "
Queer Creek Axe.....20c " "

OIL STONES—
Pikes': 33⅓
Lily White Washita.....60c ₱ lb
Rosy Red " .....60c " "
Extra " .....50c " "
No. 1 " .....40c " "
No. 2 " .....30c " "
Lily White " round edge slips.....90c " "
No. 1 Washita, round edge slips.....70c " "
Washita Pen Knife pieces.....70c " "
No. 1 Hard Arkansas stone 3 to 5½ in. long.....$2.80 " "
No. 1 Hard Arkansas stone 5½ to 8 in. long.....$3.50 " "
No. 1 Soft Arkansas stone 3 to 5½ in. long.....$1.50 " "
No. 1 Soft Arkansas stone 5½ to 8 in. long.....$1.70 " "
Soft Arkansas, round edge slips.....$2.50 " "
Hard Arkansas, round edge slips.....$4.00 " "
Hard Arkansas Pocket Knife pieces.....$4.00 " "

Pikes': 40%
Washita and Arkansas stones, mounted in pol. hardwood cases, all sizes.....40%
India Oilstones, all grades and sizes...33⅓
Queer Creek Oilstones.....20c ₱ lb
Chocolate Oilstones.....50c " "
Regular Hindostan.....8c " "
Small Hindostan.....10c " "
Pike's Selling Assortments:
Assortment No. 1.....$30.00 net
" " 2.....12.00 "
" " 3.....15.00 "

Packing, Steam

RUBBER—
Boston Belting Co.:
Phoenix, net ₱ lb.....50c
Pimabago.....50%
Pure Packing, "Excelsior".....50%
Extra.....60%

MISCELLANEOUS—
American Packing.....8c@10c
Cotton Packing.....16c@25c
Italian Packing.....9½c@12c
Jute.....4½c@5c
Russian Packing.....8½c@11c

Padlocks

See Locks.

Parers

APPLE—

	₱ doz	$ 4.00
Baldwin	"	4.00
Bonanza Improved	each	6.50
Daisy	₱ doz	4.00
Dandy	each	10.00
Eureka Improved	"	20.00
Family Bay State	₱ doz	15.00
Improved Bay State	" "	36.00
Little Star	" "	5.00
New Lightning	" "	7.00
Reading, 72	" "	8.25
Reading, 73	" "	6.25
Rocking Table	" "	6.20
Turntable, '98	" "	6.00
White Mountain	" "	5.00

POTATO— ₱ Doz

Saratoga	$7.00
White Mountain	6.00

Pencils

Dixon's:	₱ Gro
Carpenter's	$2.17@3.75
Carpenter's, blue or red lead	4.00@7.50
Office	1.87@7.50
Lumber	6.37
Colored lumber	9.00
Black and tints	9.37
Colored	4.38@7.50
Assortment boxes	1.31@2.50

Percussion Caps

See Ammunition.

Picks and Mattocks

List Feb. 23, 1899.....70&10@75%

Pipe Hangers, Conductor

Iwan's, Perfection wire.....50%

Planes and Plane Irons

WOOD PLANES—
Bailey (Stanley R. & L. Co.).....40%
Bench, first quality.....40&10%
Bench, second quality.....50&10%
C. E. Jennings & Co.....50&10%
Molding.....33⅓&5%

IRON PLANES—
C. E. Jennings & Co., iron....50&10%
Sargent's....60&60&10%
Standard Tool Co....50&60&5%
Stanley Rule & Level Co.:
Bailey's....40%
Miscellaneous....35%

PLANE IRONS—
Buck Bros....30%
Hutcher's....$5.00 & $.25 to £
C. E. Jennings & Co....16⅔&10%
Stanley R. & L. Co....35%
L. & I. J. White....20&5&2%

Pliers and Nippers

Button....70&10@75%
Cronk & Carrier:
Pliers.
No. 1....60&10%
" 20, net....$3.25
" 40....75& 0%
" 50....80%
" 65....40&10%
" 70....50%
" 80....50&10%
" 85....50%
Wm. Johnson's Gas Pliers....66⅔%
Smith's Side Cutting....25%

Plow Bolts

See Bolts.

Plumb Bobs

Keuffel & Esser Co....33⅓%

Plumbs and Levels

Cook's....40&10&10%
Davis':
Inclinometers....20%
Iron Levels....25&10%
Disston's....70%
Machinists'....25%

Pocket Levels

Stanley's....45%
Duplex....35%

Poachers

See Egg Poachers.

Police Goods

Tower & Lyons....25%

Polish Metal

Presoline Liquid, new list....40%
Prestoline Paste....40@40&10%
U. S. Metal Polish Paste, 8 oz boxes,
℔ doz....$ .50
℔ gross....4.00
¼ pound boxes, ℔ dozen....1.25
1 pound boxes, ℔ dozen....2.25
U. S. Liquid, 8 oz cans, ℔ dozen....1.25
℔ gross....12.00
Barkeeper's Friend Metal Polish
℔ dozen....1.75
℔ gross....18.00

Polish, Stove

Black Eagle benzine paste, 5 lb cans, ℔ lb....10c
Black Eagle, liquid, 10 oz. cans, ℔ doz....75c
Black Jack paste, ¼ lb cans, ℔ gross....9.00
Black Kid paste, 5 lb can, each....65c
Ladd's Black Beauty, ℔ gross, $10.00....50%
Joseph Dixon's, ℔ gross, $5.75....10%
Dixon's Plumbago, ℔ lb....8c
Fireside, ℔ gross....2.50
Gem, ℔ gross., $4.50....10%
Japanese, ℔ gross....3.50
Jet black, per gross....3.50
Peerless iron enamel, 10 oz. cans ℔ doz....1.50
Wynn's:
Black silk, 5 lb. pail, each....70c
Black silk, ¼ lb. box, ℔ doz....1.00
Black silk, 5 oz box, ℔ doz....75c
Black silk, ½ pint liquid, ℔ doz....1.00

Poppers, Corn

Square.	℔ Doz	℔ Gro
1 qt.		$ 9.00
1½ qt.		11.00
2 qt.		13.50

Post Hole Diggers

Avery's....60%
Disston's Samson Digger, ℔ doz. $34....25%
Kohler's:
Little Giant....℔ doz., net $12.00
Hercules...." " 9.50
Invincible...." " 9.00
Pioneer...." " 7.20
Universal...." " 13.00
New Champion...." " 5.00
Rival...." " 5.00
Ryan's....℔ doz., $30.00....25%
Iwan's:....℔ Doz
Split handle....net $3.75 @7.00
Perfection...." 7.25@75.0
Rockford Tack & Nail Co.:
Rockford brand....℔ doz., " 6.50
Atlas pattern...." " " 7.50

Post Hole Augers

Iwan's Patent improved....40&5%
Vaughan's, 4 to 9 in....." " 6.00

Potato Hooks, Etc

Hoe Down Hooks....75&10&2%
Hop Hooks....60&10&2½%
Potato Hooks....70

Powder

See Ammunition.

Presses

See Fruit and Jelly Presses.

Primers

See Ammunition.

Pruning Hooks and Shears

Cronk's Pruning Shears, all styles....33⅓%
Disston's Combined Pruning Hook and Saw, ℔ doz., $18.00....30%
Disston's Pruning Hook, ℔ doz., $12.00....70%
Smith's:
Pruning Shears....60&10%
Rockdale Pruners....33⅓%
Standard Tree Pruners....75%
E. S. Lee & Co's. Pruning Tools....40%
P. S. & W. Co's. Shears....40%
Waters' Tree Pruners....75&10%

Pulleys

Awning....60@60&10%
Axle....50&10@60%
Brass screw....45&10%
Ceiling....50&10&10%
Clothes line, Japanned....60%
Common Sense....60%
Dumb Waiter....60@60&10%
Empire Sash Pulley....60%
Fox all steel....50%
Grand Rapids," all steel....50%
Hay Fork, swivel eve., ℔ doz., 4 in., $3.75; 6 in., $5.00....55%
Hay Fork, Hartz, 4½ in., ℔ doz., $3.00....50&10%
Hay Fork, 5 in., solid, $5.70....50%
Hot House....50&10@50&10&10%
Stowell's Anti-Friction, 5 in. wheel, ℔ doz., $12.00....40%
Side, Anti-Friction....60%
Shade rack....45%
Upright....50&10%@50&10&10%

Pumps

Cistern, best grades....60@60&10%
Pitcher Spout, best grades....75@ 80%
Power Pumps, Myers'....50%
Spray Pumps, Myers....50&10%
Spray Pumps, Kohler's:
Daisy, net ℔ doz....$ 7.50
Mechanical, net ℔ doz....7.50
F. E. Myers & Bro., low list:
No. 1, Fig. 328, 3 in. Shallow Well Pump....18.00
No. 8, Fig. 328, 3½ in. Shallow Well Pump....15.00
No. 5, Fig. 307, 3 in. Deep Well Pump....15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump....17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump....15.00
No. 32, Fig. 523, 3 in. Deep Well Pump....17.00
No. 56, Fig. 531, 3 in. Shallow Well Pump....14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump....17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump....15.00
No. 72, Fig. 333, 3 in. Deep Well Pump....15.00
No. 102, Fig. 448, 3 in. Lift Pump....9.00
No. 108, Fig. 448, 3½ in. Lift Pump....11.00
No. 128, Fig. 510, 3 in. Lift Pump....7.00
No. 131, Fig. 510, 3½ in. Lift Pump....8.50
No. 225, Fig. 389, Windmill Pump....12.50
No. 235, Fig. 408, Windmill Pump....16.00
No. 240, Fig. 406, Regulator Pump....28.00
No. 302, Fig. 477, Spray Pump, complete....11.50
No. 330, Fig. 547, Knapsack Spray Pump....10.00
Discount 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump, net....5.00
No. 320, Fig. 492, Bucket Spray Pump, net....2.00

Punches

Bemis & Call Co's.:
Cast Steel Drive....50%
Morrill's....50%
Niagara Hollow....45%
Niagara Solid....55%
Saddlers' or Drive, good....60@65%
Snells' Tinners'....40&5%

Rail

Barn Door, Light, Inches...	¼	⅜	½
℔ 100 feet	$1.40	1.95	2.50

Barn Door, "None Better" No. 1, ℔ ft....3½c
Barn Door, "None Better" No. 2, ℔ ft....4c
B. D. for N. E. Hangers:
Angular, ℔ ft., 6c....70%
Double Flange, ℔ ft., 8c....70%
Cronk's:....℔ Ft
O. N. T. style, No. 18....2½c
Double braced, No. 10....2¾c
Lane's:
O. N. T. 1 in., ℔ 100 ft., net....$2.75
O. N. T. 1¼ in., net....3.00
O. N. T. 1½ in., net....4.00
Hinge Hanger, 1 in., ℔ 100 ft....3.50
" " 1¼ " " " 3.98
Stowell's Wrought steel....25%
Sliding Door, Bronzed Wrought iron, ℔ ft....6½c
Sliding Door, Steel, Brass Plated, ℔ ft. 5½c
Sliding Door, Wrought brass, 1¼ in ℔ lb. 35c....25@30%
Victor Track Rail, 7c ℔ ft....60&10&2½%

Rakes, Etc

Cronk's:
Malleable....70&10%
New Champion....$3.75, 4.00, 4.25 net
Victor....$3.00, 3.25, 3.50 net
Anti-Clog Lawn....$4.00 net
Never Break Garden....75&10%
Queen City Lawn....40%
Kohler's:....Net
Lawn Queen, 20....$3.15
" " 24....3.25
Jumbo Lawn, 36....5.40
Paragon (wood head)....2.50
Steel Garden, 10th....2.00
" " 12th....2.10
" " 14th....2.25
" " 16th....2.40

Rasps, Horse

Disston's....75%
New Nicholson Horse Rasp....70&10&75&5%
See also Files.

Razors

Electric....List Net
Boracic....50%
Fox....50%
J. R. Torrey Razor Co....20%
Wostenholm & Butcher, $10.00 to £....10%

Razor Hones

Belgian German and Swaty, all sizes....50%
Pike's Selling Assortments:
Assortment No. 1....$18.00 net
" No. 2....10.00 net

Registers and Ventilators

HOT AIR—
New list, July 1, 1906:
Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated....70%
White Porcelain....60%
Solid Brass and Bronze Metal....50%

Revolving Chimney Tops

Iwans' Volcano....55%

Rifle Cleaners

Bishops':
Small Bore Rifle Cleaner, ℔ doz....$6.00

Rings

See Bull and Hog Rings.

Rivets and Burrs

COPPER—
Belt with Burrs....50&5%
Hose with Burrs....50&5%

IRON OR STEEL—
New list, Jan. 8, 1904.
Tinners....75@75&5%
Miscellaneous....75@75&5&5%

Rivet Sets

Regular list....70%

Rollers, Stay

Cronk's:

Nos	50	55	56	60	65
℔ Dozen	.90c	.80c	.75c	.75c	.75c

Rope

Cotton Rope:....℔ lb
Best ¼ in. and larger....18½c
Medium....14½c
¼ in. and larger....—
Common....10½c
Jute Rope:
A grade....8½c
C grade....6½c
Manilla Pure:
7-16 in. and larger....12½c
⅜ in....13c
¼ and 5-16....13½c
Sisal, Pure:
7-16 in. and larger....10c
⅜ in....10½c
¼ and 5-16 in....11c

Root Cutters

Lane's....25%

Rules

Athol, Steel....33⅓%
Boxwood....60&10@60&10&10%
Ivory....35&10&10&35&10&5%
Keuffel & Esser Co.:
Folding, wood....35&10%
" steel....33⅓&10%
Lufkin's:
steel....50&10%
Lumber....30%
Miscellaneous, Stanley's....30%

Sad Irons

DOVER ASBESTOS—
Polishing....50%
Pressing....50%
Laundry....45%
Sleeve....50%
Tourist....50%
Toy....50%
Blacklock:
Plain black in cases, ℔ 100 lbs....$2.75
Bronze finished in cases, ℔ 100 lbs....3.15
Aluminum finish, in cases, ℔ 100 lbs. 2.25
Full nickel, in cases, ℔ 100 lbs....3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa....20&5&5%

Safety Fuse

See Fuse.

Safety Lifts

Barr Mfg. Co., steel....70&10&10%

Sand and Emery Paper and Cloth

Baeder, Adamson & Co's. list:
Emery cloth....50&10@60%
Garnet paper....25%
Flint and emery paper....50&10@60%

Sash Balances

Caldwell Mfg. Co....50%
Pullman....50&10@60%
Victor bronze....75%
Victor steel....70%

Sash Chain

Competition....50&10%
Giant....40%
Monarch B. C. Co....70%
Pullman bronze....70%
Pullman cop steel....70&10&10%
Royal metal....65&5%
Steel B. C. Co....70&10%
Steel, copperplated....70%
Victor bronze....70%
Victor steel....75%

Sash Cord & Weight Fastener

Ives....40%

Sash Cord

Cable Laid Italian, ℔ lb....16@18c
Cable Laid Russia, ℔ lb....15c
Common India, ℔ lb....10&10½c
Patent Russia, ℔ lb....14c
Patent India, ℔ lb....12½@13c
Silver Lake:
A Quality, drab, ℔ lb....40c
A Quality, white, ℔ lb....38c
B Quality, drab, ℔ lb....35c
B Quality, white, ℔ lb....30c

Sash Fasteners

Imperial....33⅓%
Sash rollers....70%
Ives casement fasteners....40%
Champion....50%
Monitor, steel....25%
Shutter sheaves....60%
Window screen sash lifts....60%

Sash Locks

Champion meeting rail....50%
Champion side....60%
Ives' patent:
Bronze and Brass....62½
Crescent....50&10,
Iron....62½
Window ventilating....60%
Robinson pat. ventilating sash lock....40%
Wrought bronze and brass....55%
Wrought steel....55%
Paysons Signal....30%
Pullman patent ventilating....35%

Sash Weights

Ton lots at factory (Eastern)....$27.50@$28.00

Sausage Stuffers or Fillers

Enterprise Mfg. Co....25&25&7½%
National Specialty Mfg. Co....30%

Saws

Atkins:
Hand to 14 in. wide....60%
Hand ½ to 8-16 in. wide....50%
Butcher....40&10%
Pruning and Compass....40%
Circular....50%
Cross Cut....35&5%
Gang....50%
Hand, Panel and rip....40%
Wood....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen saws....25%
Disston's:
Circular, solid and inserted tooth....50%
Band 8 in. to 16 in. wide....60%
Band ½ in. to 1¾ in....60%
Cross cuts....45%
Narrow cross cuts....50%
Mulay, mill and drag....50%
Framed wood saws....40%
Wood saw blades....40%
Wood saw rods....25%
Hand saws, Nos. 12, 99, 9, 16, D100, D88, 120, 76, 77, 8....20%
Hand saws, Nos. 7, 107, 107½, 8, 1, 0, 00, combination....25%
Compass, keyhole, pruning, dovetail, &c....30%
Butcher saws and blades....30%
C. E. Jennings & Co's.:
Butcher....30&10%
Hand Panel, rip & other saws....30&2½&10%
Peace:
Cross cuts....30%
Hand panel and rip....30%
Richardson:
Circular and mill....30%
X cuts....30%
Hand saws....30%
Star, Butcher....30%

HACK SAWS AND FRAMES—
Chatillon....30%
Diamond Saw & Stamping Works:
Sterling Power Hack Saw Machines....10%
Sterling hack and saw blades....25%
Sterling hack saw frames....25%
Disston's:
Concave blades....30%
Keystone flex. back and mach. blades....40%
Hack saw frames....30%
Griffin's:
Complete....40&10%
Saw blades....35&5&10%
Star, saws and blades....25%

Saw Filer

Disston's 198 Clamp and Guide, $30.00 ℔ doz....30%

Saw Frames

C. E. Jennings & Co....25%
Richardson's Wood....net

Saw Sets

Atkins,
Criterion saw sets, ℔ doz....$6.00
Exclsior saw tools No. 1, ℔ doz....4.80
Disston's Monarch, Nos. 1 & 10 & Star....30%
Hart's patent lever....20%
Kohler's:
"Giant Royal," ℔ doz. net....$7.50
"Royal," ℔ doz. net....4.50
Morrill's:
Nos. 1, $15.00; 10, $15.83; 11, $15.83....30%
Cross cuts, Nos. 3 & 4, $30.83; 5, $30.00....30%
Richardson's....25%
Seymour Smith & Son, hammer, ℔ doz. $6.75
Stillman's, ℔ doz....1.00
Taintor's Positive, $18.00 ℔ doz....60%

Scales

Chatillon's:
Eureka....20%
Favorite....40%
Grocers' triple scales....40%
Family, Turnbull's....30&30&10%
Hatch:
Counter....40%
Tea....40%
Union Platform, plain....$1.80 @$2.00
Striped....$2.00@$2.20
Pelouze....50%

Scale Beams

Chatillon's No. 1....25%
Chatillon's No. 2....25%

Scrapers, &c

Adj. Box scrapers (S. R. & L. Co.)....$6.00....45%
Box, 1 handle, ℔ doz....$2.00
Box, 2 handle, ℔ doz....$3.00 @$4.00
Foot....55&5&5&60&5%
Ship, Common, ℔ doz., net....$2.40
Ship, R. I. Tool Co....10%

SIDEWALK—
Kohler's steel No. 7, ℔ doz....$2.00

Screw Drivers

Brace Screw drivers....25&10&5%
Buck Bros....30%
Screw Driver Bits....27½%
Champion....40%
Disston's Flat Blade, electric, telegraph and cabinet makers....70%
Electric spiral, No. 01, ℔ doz., net....$3.00
Electric spiral, No. 02, " " " 5.00
Ellrich's socket and ratchet....40&10%
Fray's hollow hdle sets, No. 8, $12.00....50%
C. E. Jennings & Co., No. 235....40&10%
Jennings & Griffin....66⅔%
Sargent & Co's.:
No. 1 forged blade....50&10@50&10&5%
Nos. 20 and 40....66⅔%
Screw Driver bits (Snell's) ℔ doz....65c
Stanley R. & L. Co's.:
No. 64, varnished handles....60&10%
No. 66....70&10%
Victor....50%
Defiancio....70%
Snell's No. 5....75&5%
No. 10....75&10&10%
Nos. 20 and 30....60 10&10%
Tower & Lyon:
Champion....60%
Magazine....35%
Machinists'....60%
Belsley's patent....33⅓%

Screws

WOOD SCREWS—
List July 23, 1906.
Drive screws, diamond point....87½&10%
Iron, bright flat head....87½&10%
Iron, bright round and oval head....85&10%
Brass, flat head....85&10%
Brass, round head....80&10%
Bronze, flat head....77½&10%
Bronze, round head....75&10%
Nickel Plated, iron flat head....77½&10%
Nickel Plated, iron round head....77½&10%

MACHINE—
List, January 1, 1886.
Brass, flat head; Brass, round head; Iron, flat head; Iron, round head....50&50&10%

COACH, LAG AND HAND RAIL—
(S. P. Coach, list Oct. 1, '99....75&12½%
Hand Rail....70&10=70%
Lag screws, list Oct. 1, 1880....5%
Cone Points....75&5

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BENCH, HAND, ETC—
Bench, iron, ₱ doz.....1 in., $2.50@$2.75
1¼, $3.00@$3.25; 1½, $3.50@$3.75
Bench, wood, beech.....30@30&5%
Hand, wood.....30@30&5%
Jack Screws, Miller's Falls, roller bearing.....50&10%
Jack Screws, Miller's Falls, without roller bearing.....40&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes
₱ Doz
Cronk's.....$8.00
Wadsworth's:
Natural Finish, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, grain; weed and bush.....40%

Scythe Rifles
2-Coat, ₱ gro., $10.00 } 40%
4-Coat, ₱ gro., $12.00 }

Scythe Stones
₱ Gro
Pike's Selling Assortments:
Assortment "A".....$4.75 net
" "B".....$3.75 net
No. 1, Indian Pond.....$ 7.00
No. 2, " " 4.50
White Mountain.....9.00
Black Diamond.....12.00
Lamoille.....11.00
Green Mountains.....6.00 } 40%
Leader Red End.....4.50
Willoughby Lake.....9.00
Extra Quinnebog.....7.00
Pike's Corundum.....18.00
" Quick Cut Emery.....10.00

Seeders
Raisin, Enterprise.....35@30%

Shears
Acme (cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....63⅓%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks
Nickel Plated.....70&10%
Japanned.....70&10%
Heinisch's:
Straight Trimmers, etc.60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning, See Pruning Hooks and Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....50%
Pruners.....75%
Tinners' Snips.....40%

Shears, Hedge
Wm. Wilkinson & Sons.....50%

Sheaves
SLIDING DOOR—
Corbin's list.....60&10&20%
Hatfield's Pattern.....70&10@80%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10&00&10&5%
SLIDING SHUTTER—
Sargent's list.....70%

Shells
See Ammunition.

Ship Tools
L. & I. J. White.....25%

Shot
See Ammunition.

Shovels and Spades
Association List, Nov. 15.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....40%

Shutter Bars
Ives'.....45%

Shutter Bolts
See Bolts, Shutter.

Skate Sharpeners
Eureka.....₱ doz., $1.75; ₱ gro., $18.00

Slaters' Tools
Plumbs.....30%

Slaw and Kraut Cutters
Disston's:
Slaw, vegetable, corn grater, turnip shredder.....40%
Krant cutters, 24x7, 26x8, 30x9.....55%
Krant cutters, 36x12, 40x12.....40%
Tucker & Dorsey:
1 knife, ₱ gro.....$18.@$20.00
2 knives, ₱ gro.....$22.50@$30.00
Krant cutters.....40%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers
See Hammers.

Slicers
Vegetable, Enterprise.....25%

Smiths' Bellows
See Bellows.

Snaps, Harness, &c
German, new list.....40@40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast strap, bkle snaps.....40%
Yankee Breast strap, bkle snaps....50&5%
Breast strap protector.....45%
Double for bits or trace carrier.....45%
Trojan snaps.....45%
High grade snaps.....45%
Jockey snaps.....35%
Derby snaps.....30&2%
Rope snaps.....40%
Yankee snaps.....30&2%

Scythe Snaths
National Snath Co.....45@50%
Grain cradles.....40&12½%

Spoke Shaves
Bailey's (Stanley R. & L. Co.).....50&10%
Razor Edge.....35%
Iron, ₱ doz.....50&10%
Miller's Falls.....15&10%
Seymour Smith & Sons, iron.....20%
Wm. Johnson's:
Wood, best.....30%
Wood, second quality.....33⅓

Spoons and Forks
Atlas Spoons:
Tea, ₱ gro. net.....45%
Table, ₱ gro. net.....90%
Boardman's:
Nickel silver, catalogue "D".....net list
SILVER PLATED FLAT WARE—
L. Boardman & Son, cat'lge "D" net list
International Silver Co.:
"1847".....40&10%
"Anchor".....60%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....40&10%
Holmes & Edwards.....50&10&10&10%
German silver, unplated.....60@60&5%
KNIVES AND FORKS, NO. 12—
₱ Doz. Net
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....2.75

Springs
See Door Springs.

Spring Balances
See Balances.

Spring Hinges
See Hinges.

Squares
Disston's Try sq're & T bevels, new list..70%
Try square and T bevel.....60&10&5@70%
Winterbottom's Try and Mitre:
Iron Handle.....40%
Wood Handle.....50%
Nickel-pl'ted, new list, Jan. 5, '00.70&10&10%
Steel and iron.....70&10&10%

Staples
Barbed blind, ¼, ⅜, & ½ in., ₱ lb...6@6½c
Poultry Netting.....8½@8½c
FENCE—
Same price as Barb Wire, see trade report.

Stay Rollers
Cronk's, No. 50, net ₱ doz.....$1.00
" " 55 " " " 60c
" " 56 " " " 84c
" " 60 " " " 84c
" " 65 " " " 80c
Lane's, Nos. 1, 2 and 3.....40%

Steels
Chatillon's "Dicks".....30%

Stocks and Dies
BICYCLE—
Holroyd & Co.....40&10%
BLACKSMITH'S—
Butterfield's.....35&40%
Gardner.....33⅓&10%
Holroyd & Co.....50&10&5%
Holroyd's R'd Adj. screw plates.....50%
Reece's new screw plates.....25%
Lightning screw plate.....25%
PIPE MAKERS—
Holroyd & Co.....80&10%@80&10%

Stones
See Oilstones.

Stops
See Bench Stops.

Store Door Handles
See Handles.

Store Ladders
Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts
See Bolts.

Stove Polish
See Polish, Stove.

Sweepers
See Carpet Sweepers.

Tackle Blocks
See Blocks.

Tacks, Brad, &c
List January 15, 1899.
American cut tacks.....90&25%
S. S. cut tacks.....90&30&5%
Carpet Tacks:
American blued.....90&25&5%
American tinned.....90&25&5%
Swedes Iron Tacks:
S. S.....80&30&10&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10&5%
Gimp Tacks:
S. S.....90&45&5%
Hungarian Nails, steel.....80&20&5%
Lace Tacks:
S. S.....90&45&10%
Looking Glass Tacks.....65&5%
Trimmers' Tacks:
S. S.....90&30&10&5
Trunk and Clout Nails:
Steel, black.....80&10%
Steel, tinned.....80&10%
Upholsterer's Tacks:
S. S.....90&40&5%
MISCELLANEOUS—
Double Point, in dozens.....90&6tens
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers
Columbia, No. 1, ₱ doz., net.....$5.00
" " 2, " " 1.00
Little Jack, ₱ doz., net.....1.00

Tapes, Measuring
Eddy's:
American Asses' skin.....40&10@50%
Leather Case.....25@25&10%
Star steel.....40@40&10%
Steel.....30&5@35%
Chesterman's.....25@25&5%
Kenffel & Esser Co.:
"Favorite" Ass skin.....40&10@50%
"Favorite" Duck & Leather.25&5@25&10%
Metallic steel, lower list.....35@35&5%
Pocket.....35@35&10%
Lufkin's steel and metallic.....30@33⅓%

Tap Borers
See Borers, Tap.

Tap
American Screw Co.:
Machine screw.....70%
Holroyd & Co's.:
Blacksmiths.....60&10%
Machine screw.....75&10@80%
Machinists's Hand:
1-16 to 1¼ in. inc.....65&10%
1⅝ to 2 in.....50&10&5%
2⅛ to 3 in. inc.....33⅓&10%
3⅛ to 4 in. inc.....20%
Pipe, ⅛ to 1¼ in.....80&20%
Pipe, 2 to 3 in.....80&15%
Pipe, 3½ and 4 in.....60⅔&15%

Tap Wrench
Rollis Hdw. Co., $3.00.....50%

Thumb Latches
See Handles.

Ties, Wall and Veneer
The Metal Stamping Co., Niagara...30&10%

Tinware
Stamped, Japanned and Pieced..net prices

Tire Bolts
See Bolts.

Tobacco Cutters
National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers
See Clippers.

Trace Holders
Fernald's, ₱ doz. pairs.....net $1.25

Trammel Points
C. E. Jennings & Co., "Eureka".....25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....45%

Transom Lifters
Payson's solid grip, Nos. 643 and 644, ₱ 100, net.....$33.00
Payson's:
Balance, iron list.....70&10&10%

Traps
FLY—
Balloon.....₱ doz. $1.25, ₱ gro., $12.00
Globe....." " 1.25, " " 12.00
Harper....." " 1.40, " " 13.50
GAME—
Enterprise Mole.....15&10%
Hawley & Norton.....65%
Newhouse.....45@45&5%
Victor.....70&10@70&10&5%
MOUSE AND RAT—
Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, round wire, ₱ doz., $1.00.....10%
Mouse, wood, choker, ₱ doz. holes.....9c
Marty French rat & mouse traps (Genuine):
No. 1, Rat, ₱ doz.....$13.25
No. 3, Rat, ₱ doz., $6.50; case of 50.. 5.75
No. 3½, Rat, ₱ doz., $5.25; case of 72. 4.70
No. 4, Mouse, ₱ doz., $3.25; " " 150 3.00
No. 5, " " $2.00; " " 150 2.25
Smith & Egge Mfg. Co.:₱ Doz
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trouser Hangers
Pullman No. 1, ₱ gro.....$ 9.00
" 4, " " 24.00

Trowels, Mechanics
Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden.....35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plast'ring & Moulding..25&5%

Trowels, Garden
Kohler's:
Mal. Hdl. Jap., ₱ gross, net.....$4.80
" Tinned, ₱ gross, net..... 6.00
Wood Hdl., ₱ gross, net..... 4.50
Disston's.....35%
Avery's, net ₱ gro.....$3.00

Vegetable Slicers
Enterprise Mfg. Co.....25%

Vises
Oval slide.....60%
Solid box.....60%
Columbian Hdw. Co.:
Nos. 110 and over.....50&5%
Nos. 100 and under.....50&10%
Solid box, horseshoers', Nos. 60, 65 & 70 50&10%
Machinists', Parallel.....45%
Coachmakers'.....45%
Armstrong's:
Combination.....50%
Plain and Hinge.....40%
Bonney's Champion.....40&10
Holland's.....40
Howard's.....40%
Little Giant Bench.....35&5%
Lowell Hand.....33⅓%
Massey:
Perfect.....30%
Clincher.....35@40%
Wood-working.....15@30%
Planer.....15@30%
Comb. Pine.....40%
Millers' Falls:
Mechanics'.....10%
Oval Glide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Sneltker's.....30@33⅓%
Stephen's.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%
SAW FILERS
Bonney's No. 1 & 3.....40%
Wentworth's.....40&10@50%

Wads
See Ammunition.

Wagon Jacks
Covert's Auto Screw Jacks.....30&2%
Mfg. Co's. steel.....45%
Automobile.....45%
Lane's steel.....30&10%

Washer Cutters
Otis A. Smith's.....20&10&10%

Water Motors
Rosenberg's, single, F. O. B. Balto.....40%
" in Doz. Lots, Frt. Pd..40&10%

Weights, Hitching
Covert Mfg. Co.....40&2%

Well Wheels
Japanned, 8 to 14 in.....net

Weed Extractors
"Pastime," ₱ doz., net.....$1.75

Window Cleaners
Barnes Mfg. Co.....40%
Boaley's Peerless.....60%
Boaley's X. L. C. B.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters
Ives' new list.....35%
Taplin's "Perfection".....35%

Wire Gauges
See Guages.

Wire and Wire Goods
Brass wire.....15%
Bright Wire Goods:
New list June 24, 1903.....90&2½%
Cast steel wire.....50%
Copper wire.....20%
Annealed & Tin. on spools.....70&10&10%
Brass and Cop. on spools.....60@60&10%
Spooled wire, ass'd for retailing.70&10&10%
Market Wire, Bright or Annealed:
Nos. 0 to 9.....75&5%
Nos. 10 to 18.....75&10%
Nos. 19 to 26.....80%
Nos. 27 to 36.....80%
Galvanized:
Nos. 15 to 26.....70%
Coppered:
Nos. 6 to 14.....72½%
Nos. 15 to 18.....72½%
Tinned:
Nos. 6 to 14.....72½%
Nos. 15 to 18.....70%
Cast steel.....50%
Charcoal iron.....30%
Gun screw.....65%
Picture wire, list of Oct. 2, 1900.....
85&10@85&10&10%
Stub's steel wire.....$6.00 to£ 35%

Wire Clothes Lines
See Lines.

Wire Cloth, Netting, &c
Galvanized wire netting.....80&5@80&10%
Painted screen cloth, good quality, ₱ 100 sq. ft.....$1.10@$1.30

Wire Rope
Bright.....45&2½%
Iron, galvanized.....37½&2½%

Wire Rope Clips
Crosby.....35%

Wire Stretchers
W. C. Heller's grip, ₱ doz.....$1.50

Wrenches
Agricultural.....75&10@75&10&10%
Alligator.....70&10%
Baxter's.....70@70&10%
Machinists.....50%
Solid handle.....50&10&60%
Bemis & Call's:
Briggs pattern.....40%
Improved Pipe, bright.....65%
Patent Combination black.....40&5%
Patent Combination bright.....40%
Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....40%
Coes':
Genuine.....40&10&5&5%
"Mechanics".....40&10&10&5&5%
Coes' pattern, wrought bar....60&5@60&10%
Donohue's engineer.....40&10%
Eagle pipe.....50&10%
Gem.....30%
Stillson pipe.....60&10%
Acme.....60@60&10%
Bull Dog.....70
Hercules.....70

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HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Adzes
National Cutlery Co., Detroit, Mich.

Agricultural Implements
Geneva Tool Co., Geneva, Ohio
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O.

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anti-Rust Tin Ware
Lisk Mfg. Co., Canandaigua, N. Y.
Reed Mfg. Co., Newark, N. Y.

Anvils
Alfred Field & Co., New York

Arbor Presses
Chandler & Farquhar, Boston

Ash Cans
Arrow Can Co., New York, N. Y.

Augers and Auger Bits
John H. Graham & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.

Automobiles
J. Stevens Arm & Tool Co., Chicopee Falls, Mass.

Auxiliary Ironing Boards
Auxiliary Ironing Board Co., Rochester, N. Y.

Awls
The H. H. Mayhew Co., Shelburne Falls, Mass.

Axes
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease
Frazer Lubricator Co., Chicago, Ill.
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
Frazer Lubricator Co., Chicago, Ill.
The Frank Miller Co., New York
Snow Flake Axle Grease Co., Fitchburg, Mass.

Babbitt Metal
Magnolia Metal Co., New York

Balances, Sash (Spring)
Pullman Mfg. Co., Rochester, N. Y.

Bankers
Atlas Shear Co., Bridgeport, Conn.

Bank Railings
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Barb Wire
Fuller Bros. & Co., New York

Barn Paints
E. E. Nice, Philadelphia, Pa.

Bath Room Fixtures
Buffalo Mfg. Co., Buffalo, N. Y.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs
John H. Graham & Co., New York

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters
Chandler & Farquhar, Boston

Belting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bent Trimmers
Atlas Shear Co., Bridgeport, Conn.

Bicycles
Gendron Wheel Co., Toledo, Ohio
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands
F. E. Meyers & Bro., Ashland, Ohio

Bicycle Sundries
Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Boiler Feeders
N. A. Watson, Erie, Pa.

Bolt and Screw Cases
J. D. Warren Mfg. Co., Chicago

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.

Bolts, Wrought Barrel
Griffin Mfg. Co., Erie, Pa.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Hasps and Hinges
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Box Straps
Cary Mfg. Co., New York
Standard Metal Strap Co., New York

Boxes (Hardware)
J. D. Warren Mfg. Co., Chicago, Ill.

Boxes (Paper)
National Metal Edge Box Co., Philadelphia, Pa.

Braces, Carpenters
John H. Graham & Co., New York
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.

Brackets
E. E. Josef Mfg. Co., Buffalo, N. Y.

Brackets, Folding
Griffin Mfg. Co., Erie, Pa.

Brackets, Shelf
Griffin Mfg. Co., Erie, Pa.
Piqua Bracket Co., Piqua, Ohio

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Broad Axes
National Cutlery Co., Detroit, Mich.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
The Wm. Bayley Co., Springfield, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs
John Sommer's Son., Newark, N. J.

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales
John Chatillon & Sons, New York
Osgood Scale Co., Binghampton, N. Y.

Butchers' Tools
John Stortz & Son, Philadelphia, Pa.

Butts, Door
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinets, Bolt
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets (Display)
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Medicine
Udell Works, Indianapolis, Ind

Cake Moulds
C. A. Chapman, Geneva, N. Y.

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Can Openers
John H. Graham & Co., New York
A. F. Meiselbacher & Bro., Newark, N. J.

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J.

Carpet Beaters
Holt-Lyon Co., Tarrytown, N. Y.

Carpet Sweepers
Bissell Carpet Sweeper Co., Grand Rapids, Mich.

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Heaters
Chicago Flexible Shaft Co., Chicago, Ill.

Carriage Top Dressing
Frank Miller Co., New York

Carriers, Hay
F. E. Meyers & Bro., Ashland, Ohio

Cases (Display)
J. D. Warren Mfg. Co., Chicago, Ill.

Cases (Screw & Bolt)
J. D. Warren Mfg. Co., Chicago, Ill.

Casters
Faultless Caster Co., Nebraska City, Neb.

Cast Shears
Atlas Shear Co., Bridgeport, Conn.

Catalogue Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Cement Rollers
John Stortz & Sons, Phila., Pa.

Chafing Dishes
Buffalo Mfg. Co., Buffalo, N. Y.

Chain Hoist
Jos. F. McCoy Co., New York.

Chain Pump Buckets
Henry C. Freshour, Bridgeport, Conn.

Chains
Covert Mfg. Co., Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chains, Cow
Covert Mfg. Co., Troy, N. Y.
Oneida Community, Kenwood, N. Y.

Chains, Halter
Oneida Community, Ltd., Kenwood, N. Y

Chains, Sash
Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chair Seats
Eureka Chair Seat Co., Syracuse, N. Y.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.
Goodell & Co., Antrim, N. H.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Cold
John Stortz & Son, Philadelphia, Pa.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clamps, Rug and Carpet
E. E. Josef Mfg. Co., Buffalo, N. Y.

Cleavers
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers
Coates Clipper Mfg. Co., Worcester, Mass.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Clipping Machines
Chicago Flexible Shaft Co., Chicago, Ill.

Clocks, Alarm
Western Clock Mfg. Co., La Salle, Ills.

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars
A. J. Phillips Co., Fenton, Mich.

Clothes Dryers
C. A. Chapman, Geneva, N. Y.

Coach Oil
Snow Flake Axle Grease Co., Fitchburg, Mass.

Coat Hanger (Folding)
Leader Mfg. Co., Hartford, Conn.

Coat, Hat and Ceiling Hooks
John H. Graham & Co., New York

Coffee and Spice Mills
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila, Pa.
Lane Brothers Co., Poughkeepsie, N. Y.

Coil Springs (Door)
Pullman Mfg. Co., Rochester, N. Y.

Coke Forks
Geneva Tool Co., Geneva, O.

Conductor Pipe
Am'can Steel Roofing Co., Middletown, O

Contractors' Asphalt Tools
John Stortz & Sons., Philadelphia, Pa.

Cooking Utensils (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Hooks
Geneva Tool Co., Geneva, O.

Corn Sheller, (Hand)
The Wm. Bayley Co., Springfield O.

Corn Poppers
C. A. Chapman, Geneva, N. Y.

Corundum Wheels
Pike Mfg. Co., Pike, N. H.

Cotton Hoes
Geneva Tool Co., Geneva, O.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Counters, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin
J. D. Warren Mfg. Co., Chicago, Ill.

Counters (Nail)
J. D. Warren Mfg. Co., Chicago, Ill.

Countersinks
C. E. Jennings & Co., New York

Cover Lifters, Stove
Fanner Mfg. Co., Cleveland, O.

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J.

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Curry Combs
John H. Graham & Co., New York

Cuspadors
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
J. Stevens Arms & Tool Co.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dairy Scales
Osgood Scale Co., Binghampton, N. Y.

Dampers
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleve., O.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Superior Spring Hinge Co., Chicago, Ill

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.
Middletown Mfg. Co., Middletown, Ohio

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Dormant Scales
Osgood Scale Co., Binghamton, N. Y.

Drain Cleaners
Iwan Bros., Streator, Ill.

Drawers, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Drawer Pulls
Griffin Mfg. Co., Erie, Pa.
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
C. E. Jennings & Co., New York
Keuffel & Esser Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Drawing Knives
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)

Dripping Pans
The Bronson Walton Co., Cleveland, O.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa

Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
L. & I. J. White Co. Buffalo, N. Y.

Egg Beaters (Dover)
Holt Lyon Co., Tarrytown, N. Y.

Egg Whips
C. A. Chapman, Geneva, N. Y.

Electric Bells and Supplies
John H. Graham & Co., New York

Elevator Enclosures and Bars
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Elevators
Kimball Bros. Co., Council Bluffs, Iowa

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila. Boston and Chicago

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.

Enamel Ware (Ten Cent)
Baltimore Stamping Co., Baltimore, Md.

Enamel Ware (Turquoise)
Lisk Mfg. Co., Canandaigua, N. Y.
Reed Mfg. Co., Newark, N. Y.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Export Agents
John H. Graham & Co., New York

Fans (Ventilating, Ceiling)
The A. Rosenberg Co., Baltimore, Md.

Farm Fencing
New Jersey Wire Cloth Co., Trenton and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Faucets, Metal
John H. Graham & Co., New York

Faucets, Wood
John Sommer's Son, Newark, N. J.

Fences (Stel Picket)
Glen Mfg. Co., Ellwood City, Pa.

Fences (Wire)
Glen Mfg. Co., Ellwood City, Pa.

Fences, Wire and Iron
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Field Hoes
Geneva Tool Co., Geneva, O.

Files
G. & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.
N. A. Watson, Erie, Pa.

Filters, Water
N. A. Watson, Erie, Pa.

Fire Arms
Alfred Field & Co. New York
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fireplace Fixtures
Rostand Mfg. Co., Milford, Conn.

Fire Pots
Clayton & Lambert Mfg. Co., Detroit, Mich.

Fishing Tackle
Clark, Horracks Co., Utica, N. Y.
Enterprise Mfg. Co., Akron, Ohio.
The Horton Mfg. Co., Bristol, Conn.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Flintstone Enamel Steel Ware
Lisk Mfg. Co., Canandaigua, N. Y.
Reed Mfg. Co., Newark, N. Y.

Floor Plates
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila., Pa.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Forks
American Fork & Hoe Co., Cleveland, O.

Freezers (Ice Cream)
Alaska Freezer Co., Winchendon, Mass.
The Dana Mfg. Co., New York, N. Y.
John H. Graham & Co., New York, N. Y.
North Bros. Mfg. Co., Philadelphia, Pa.
Richmond Cedar Works, Richmond, Va.
White Mountain Freezer Co., Nashua, N. H.

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Frying Pan L'd
Kitchen Specialty Mfg. Co., Reading, Pa.

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Furnace Shovels ("Tropic")
Avery Stamping Co., Cleveland, Ohio.

Galvanized Hoops, Bars & Bands
Harold McCalla, Philadelphia, Pa.

Galvanized Ware
Lisk Mfg. Co., Canandaigua, N. Y.
Reed Mfg. Co., Newark, N. Y.

Galvanized Wire
Fuller Bros. & Co., New York

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garbage Cans
Arrow Can Co., New York, N. Y.

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges
The H. H. Mayhew Co., Shelburne Falls, Mass.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.

Glass Cutters
W. L. Barrett, Bristol, Conn.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Glue
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O
Geneva Tool Co., Geneva, O.

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grates
Blacklock Foundry, South Pittsburgh, Tenn.

Grinders (Lawn Mower)
Root Bros. Co., Plymouth, Ohio.

Grist Mills (Hand)
The Wm. Bayley Co., Springfield, O.

Gummers, Saw
Henry Disstons Sons., Phila., Pa.

Guns
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Hack Saws (Sterling)
Diamond Saw & Stamping Co., Buffalo, N. Y.
West Haven Mfg. Co., New Haven, Conn

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buffalo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven, Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago

Halter Chains
Covert Mfg. Co., Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., Troy, N. Y.

Hammers
Henry Chenney Hammer Co., Little Falls, N. Y.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York
Franklin Specialty Co., Reading, Pa.

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls, New York

Handles, Tool
Berger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Cabinets
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York

Hardware Shelving
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties
Alfred Field & Co., New York
Enterprise Mfg. Co. of Pa., Phila.
Iwan Bros., Streator, Ill.
Robert Murray, New York
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Franklin Specialty Co., Reading, Pa.
E. E. Josef, Mfg. Co., Buffalo, N. Y.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Oil
Frazer Lubricator Co., Chicago, Ill.

Harness Snaps
Covert Mfg. Co., Troy, N. Y.

Harness Soap
Frazer Lubricator Co., Chicago, Ill.

Hatchets
Franklin Specialty Co., Reading, Pa.
National Cutlery Co., Detroit, Mich.

Hasps and Staples
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Header Forks
Geneva Tool Co., Geneva, O.

Hinges
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.

Hinges, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Hoes
American Fork & Hoe Co., Cleveland, O.

Hoist Chain
Jos. F. McCoy Co., New York.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware
Blacklock Foundry, South Pittsburgh, Pa.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hoof Oil
Frazer Lubricator Co., Chicago, Ill.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York

Horse and Cattle Ties
Covert Mfg. Co., Troy, New York
Oneida Community, Ltd., Kenwood, N. Y.

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn

Horse Pokes
Theo. J. Ely Mfg. Co., Girard, Pa.

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Holders, Pillow Sham and Dust Pan
E. E. Josef Mfg. Co., Buffalo, N. Y.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
Alaska Freezer Co., Winchendon, Mass.
The Dana Mfg. Co., New York, N. Y.
John H. Graham & Co., New York
North Bros. Mfg. Co., Philadelphia
Richmond Cedar Works, Richmond, Va.
White Mountain Freezer Co., Nashua, N. H.

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls Mass.
Franklin Specialty Co., Reading, Pa.

Ice Tools
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.
John Storts & Son, Phila., Pa.

Injectors
N. A. Watson, Erie, Pa.

Injectors, Excelsior
N. A. Watson, Erie, Pa.

Inverted Light
Wiederhold Light Co., New York, N. Y.

Ironing Boards (Auxiliary)
Auxiliary Ironing Board Co., Rochester, N. Y.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron and Steel
Harold McCalla, Philadelphia, Pa.

Iron Works
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Jack Chains
Smith & Egge Mfg. Co., Bridgeport Conn.

Job Lots
Chas. Weiland, New York, N. Y.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.

Knives
National Cutlery Co., Detroit, Mich.

Ladders, Folding
Berger Bros. Co., Philadelphia
Udell Works, Indianapolis, Ind.

Ladders, Rolling
Bicycle Step Ladder Co., Chicago, Ill.

Lamps, Bicycle
John H. Graham & Co., New York

Lanterns
R. E. Dietz & Co., New York, N. Y.

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Lawn Fences
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Mower Grinders
Root Bros. Co., Plymouth, Ohio.

Lawn Rakes
Geneva Tool Co., Geneva, Ohio

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh, New York
Globe Lawn Mower Mfg. Co., Reading, Pa.
Philadelphia Lawn Mower Co., Philadelphia, Pa.

Lawn Tools
Geneva Tool Co., Geneva, Ohio

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York
John Sommer's Son, Newark, N. J.
Leader Mfg. Co., Hartford, Ct.

Letter Boxes
Taylor & Boggis Foundry Co., Cleveland, Ohio.

Levels
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Levels (Patent Aluminum)
Davis & Cook Co., Watertown, N. Y.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleveland, Ohio

Light (Inverted)
Wiederhold Light Co., New York, N. Y.

Lighting Systems
American Gas Machine Co., Albert Lea, Minn.

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks and Knobs
John H. Graham & Co., New York

Lubricants
Jos. Dixon Crucible Co., New York and Jersey City, N. J.

Lubricators
Geo. W. Cole Co., New York, N. Y.

Lunch Boxes (Folding)
Rochester Lunch Box Mfg. Co., Rochester, N. Y.

Machinists' Tools
Barnes Tool Co., New Haven, Conn.
Henry Disston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mail Boxes
Vermont Slate Co., Zanesville, Ohio
Smith Bros. Mfg. Co., Indianapolis, Ind.

Mallets
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New York

Manufacturers' Agents
John H. Graham & Co., New York
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Manure Hooks
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City, New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa., Phila.

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Measuring Tapes
Alfred Field & Co., New York
John H. Graham & Co., New York
Keuffel & Esser, New York

Meat Choppers
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Meat Cutters
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Metal Ceilings
Northrup, Coburn & Dodge Co., New York, N. Y.

Metal Side Walls
Northrup, Coburn & Dodge Co., New York, N. Y.

Metallic Adjustable Poke
Theo. J. Ely Mfg. Co., Girard, Pa.

Mills, Coffee and Spice
The Wm. Bayley Co., Springfield, O.
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug
Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates
Taylor & Boggis Foundry Co., Cleveland, Ohio

Mop Wringers
The Dana Mfg. Co., New York, N. Y.

Mowing Machine Oilers
American Tube & Stamping Co., Bridgeport, Conn.

Nails
Fuller Bros. & Co., N. Y.

Nail Sets
John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Sawyer Tool Mfg. Co., Fitchburg, Mass.

Needles
Alfred Field & Co., New York

Nippers
Alfred Field & Co., New York
Nettleton Mfg. Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines
Cushman & Denison, New York

Nuts
Columbus Bolt Works, Columbus, O.

Office Railings
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Oilers
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans (Safety)
Vermont Slate Co., Zanesville, Ohio

Oil Stones
Pike Mfg. Co., Pike, N. H.

Oil Stoves
Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, O

Ox Yoke and Bows
Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints
Jos. Dixon Crucible Co., Jersey City, N. J
E. E. Nice, Philadelphia, Pa.

Paint Specialties
Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.

Paper Boxes
National Metal Edge Box Co., Philadelphia, Pa.

Paper Clips
Cushman & Dennison, New York

Paving Tools
John Stortz & Sons, Phila., Pa.

Patents
Davis & Davis, New York

Pencils
Jos. Dixon Crucible Co., Jersey City, N. J

Pipe Cutters
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings
Walworth Mfg. Co., Boston, Mass.

Pipe Straps
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought
Walworth Mfg. Co., Boston, Mass.

Pistols
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Planters' Hoes
Geneva Tool Co., Geneva, O.

Plated Ware
Alfred Field & Co., New York

Plates, Machinery
Schwerdtle Stamp Co., Bridgeport, Conn

Pliers, Fencing
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery
Alfred Field & Co., New York
John Chatillon & Sons, New York

Pocket Knife Tool Kit
U. J. Ulery, New York, N. Y.

Pokes (Horse)
Theo. J. Ely Mfg. Co., Girard, Pa.

Pokes (Metall c Adjustable)
Theo. J. Ely Mfg. Co., Girard, Pa.

Polish, Stove
Jos. Dixon Crucible Co., Jersey City, N. J
Nickel Stove Polish Co., Chicago, Ills.

Polishes, Liquid
Geo. W. Huffman, Indianapolis, Ind. and New York

Polishes, Paste
Geo. W. Huffman, Indianapolis, Ind. and New York

Postal Scales
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Augers
Iwan Bros., Streator, Ill.

Post Hole Diggers
John H. Graham & Co., New York
Iwan Bros., Streator, Ill.
F. E. Kohler & Co., Canton, Ohio

Potato Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Pressed Steel Tiling and Brick
Northrup, Coburn & Dodge Co., New York, N. Y.

Pruning Shears
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting
F. E. Myers & Bro., Ashland, Ohio

Pulleys (Norris)
Frank B. Sloan & Co., Baltimore, Md.

Pulleys (Sash)
Frank B. Sloan & Co., Baltimore, Md.

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches
Chandler & Farquhar, Boston
The H. H. Mayhew Co., Shelburne Falls, Mass.

Punches, Spring
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates
Champion Safety Lock Co., Geneva, O.

Railings, Wire and Iron
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Rail, Barn Door
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses
Magnolia Metal Co., New York

Railways
M. V. Richards, Land & Ind. Agt., Southern Ry., Washington, D. C.

Raisin Seeders
Enterprise Mfg. Co. of Pa., Phila.

Rakes
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York

Razors
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.
Jos. Rodgers & Sons, New York and Sheffield, England

Razor Grindstones
Pike Mfg. Co., Pike, N. H.

Razors, Safety
Gillette Sales Co., New York, N. Y.
Kampfe Brothers, New York
Gem Cutlery Co., New York
Reichard & Schneber Mfg. Co., New York, N. Y.

Reamers
C. E. Jennings & Co., New York
Wiley & Russell Mfg. Co., Greenfield, Mass.

Reels, Wood
John Sommer's Son, Newark, N. J.

Reels, Rope
Udell Works, Indianapolis, Ind.

Refrigerators (Iceless)
The Dana Mfg. Co., N. Y.

Registers, Warm Air
Berger Bros. Co. Philadelphia

Reversible Nippers
The Nettleton Mfg. Co., Middletown, Conn.

Revolvers
Harrington & Richardson Arms Co., Worcester, Mass.

Revolving Chimney-Tops
Iwan Bros., Streator, Ill.

Revolving Horse Hay Rakes
Geneva Tool Co., Geneva, O.

Rifflers
The H. H. Mayhew Co., Shelburne Falls, Mass.

Rifles
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Riveters
F. H. Smith Mfg. Co., Chicago, Ill.

Rivets
Berger Bros. Co., Philadelphia
C. C. & E. P. Townsend, New Brighton, Pa.

Roasters and Bakers
The Bronson Walton Co., Cleveland, O

Roof Bolts
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies
Am. Steel Roofing Co., Middletown, O.
Berger Bros. Co., Philadelphia
National Sheet Metal Roofing Co., Jersey City, N. J.
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Metal Shingles and Tiles
National Sheet Metal Roofing Co., Jersey City, N. J.

Roof Rods
Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic
Stowell Mfg. Co., Jersey City, N. J.

Rules
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Rules, Steel
Keuffel & Esser, New York, N. Y.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Sad Irons
Blacklock Foundry, South Pittsburgh, Tenn.
Dover Mfg. Co., Canal Dover, Ohio.
Enterprise Mfg. Co. of Pa., Phila.

Sad Iron Handles
Enterprise Mfg. Co. of Pa., Phila., Pa.
Fanner Mfg. Co., Cleveland, Ohio

Sand and Emery Paper
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Sash Balances, (Spring)
Pullman Mfg. Co., Rochester, N. Y.

Sash Chain and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sash Chains
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners
Champion Safety Lock Co., Geneva, O.

Sash Fixtures
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Lifts
Champion Safety Lock Co., Geneva, O.

Sash Locks
Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sash Locks, (Ventilating)
Pullman Mfg. Co., Rochester, N. Y.

Sash Pulleys (Norris)
Frank B. Sloan & Co., Baltimore, Md.

Sash Ribbon and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sausage Stuffers
Enterprise Mfg. Co. of Pa., Phila.

Saws
Henry Disston & Sons, Phila., Pa.
C. E. Jennings & Co., New York
E. C. Atkins & Co., Cincinnati, Ohio.

Saws, Butchers'
John Chatillon & Sons, New York

Saw Gummers
Ajax Mfg. Co., Pittsburgh, Pa.

Saw Sets
Alfred Field & Co., New York
Charles Morrill, New York

Saw Tools
C. E. Jennings & Co., New York

Scales
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York
Osgood Scale Co., Binghampton, N. Y.
Pelouze Scale & Mfg. Co., Chicago

Scissors
Atlas Shear Co., Bridgeport, Conn.

Screen Doors
The Continental Co., Detroit, Mich.
A. J. Phillips Co., Fenton, Mich.

Screen Door Catches
Caldwell Mfg. Co., Rochester, N. Y.

Screen Door Pulls
Champion Safety Lock Co., Geneva, O.

Screws
Robert Murray, New York

Screw Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Screw Drivers
The Ducharmes Co., Shelburne Falls, Mass.
John H. Graham & Co., New York
C. E. Jennings & Co., New York
H. H. Mayhew Co., Shelburne Falls, Mass.
North Bros., Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Plates
Alfred Field & Co., New York
Walworth Mfg. Co., Boston Mass.
Wiley & Russell Mfg. Co., Greenfield, Mass.

Screw Wrenches
Bemis & Call, Hardware & Tool Co., Springfield, Mass.

Scythes and Grass Hooks
Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.

Scythe Rifles
Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Scythe Stones
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike, N. H.

Sectional Shelving
J. D. Warren Mfg. Co., Chicago

Seals
Schwerdtle Stamp Co., Bridgeport, Conn

Sharpening Machines
John Chatillon & Sons, New York

Sharpening Stones
Pike Mfg. Co., Pike, N. H.

Shears, Compound Portable Leverage
Chas. Swan & Co., Corry, Pa.

Shears and Scissors
Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

Sheep Shearing Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Shelving, Hardware
J. D. Warren Mfg. Co., Chicago, Ill.

Shingles and Tiles
National Sheet Metal Roofing Co., Jersey City, N. J.

Ship Carpenters' Tools
L. & I. J. White Co., Buffalo, N. Y.

Shoe Lasts and Stands
Blacklock Foundry Co., South Pittsburg, Tenn.

Shoe Shiners
Piqua Bracket Co., Piqua, Ohio

Shot Guns
Harrington-Richardson Arms & Tool Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovels
A. J. Phillips Co., Fenton, Mich.
Geneva Tool Co., Geneva, O.

Shovels, Spades and Scoops
Avery Stamping Co., Cleveland, Ohio.

Show Cases
J. D. Warren Mfg. Co., Chicago, Ill.

Sickle Edge Hay Knives
Iwan Bros., Streator, Ill.

Sidewalk Chisels
Geneva Tool Co., Geneva, O.
L. & I. White Co., Buffalo, N. Y.

Sidewalk Cleaners
Geneva Tool Co., Geneva, O.

Sidewalk Cleaners ("Klondyke")
Avery Stamping Co., Cleveland, Ohio.

Sidewalk Lights
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron & Wire Works, Detroit, Mich.

Sidewalk Scrapers
Geneva Tool Co., Geneva, O.

Sidewalk Shovels
Geneva Tool Co., Geneva, O.

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Sink Strainers
F. H. & E. B. Vrooman, Chicago, Ill

Sinks, Cast Iron
Blacklock Foundry, South Pittsburgh, Tenn.

Skates
Cycle Skate and Sporting Goods Co., New York, N. Y.

Skewers
John Chatillon & Sons, New York

Skylights, Galvanized Iron and Copper
National Sheet Metal Roofing Co., Jersey City, N. J.

Slaw Cutters
Enterprise Mfg. Co. of Pa., Phila.
Henry Disston Sons, & Philadelphia, Pa.
C. E. Jennings & Co., New York

Snow Shovels ("Alaska")
Avery Stamping Co., Cleveland, Ohio.

Soapstone Foot Warmers
Pike Mfg. Co., Pike, N. H.

Soapstone Griddles
Pike Mfg. Co., Pike, N. H.

Solder
Berger Bros. Co., Philadelphia

Spading Forks
Geneva Tool Co., Geneva, O.

Speaking Tubes
Berger Bros. Co., Philadelphia

Specialties, Hardware and Household
Parks & Parks, Troy, N. Y.

Spikes
Fuller Bros. & Co., New York

Spiral Screw Drivers
North Bros. Mfg. Co., Phila, Pa.

Spoke Shaves
Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Spring Balances
John Chatillon & Sons, New York

Spring Hinges
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago
Superior Spring Hinge Co., Chicago, Ill.

Springs, Wire
John Chatillon & Sons, New York

Squares, Steel
L. S. Starrett Co., Athol, Mass.

Squares (Universal)
The Duby & Shinn Mfg. Co., 16 Murray St., New York, N. Y.

Stamps, Steel
Schwerdtle Stamp Co., Bridgeport, Conn

Staple Pullers
Cronk & Carrier Mfg. Co., Elmira, N. Y

Stay Rollers
Cronk & Carrier Mfg. Co., Elmira, N. Y.
John H. Graham & Co., New York,
McKinney Mfg. Co., Allegheny, Pa.

Steamfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
Barnes Tool Co., New Haven Conn.

Steam, Water and Gas Tools
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Walworth Mfg. Co., Boston, Mass.

Steel
American Tube & Stamping Co., Bridgeport, Conn.

Steel Hinges, Spring
Bommer Bros., Brooklyn, N. Y.

Steel, Hoop and Band
Harold McCalla, Philadelphia, Pa.

Steel Letters and Figures
Schwerdtle Stamp Co., Bridgeport, Conn

Steel Measuring Tapes
Kenffel & Esser, New York
L. S. Starrett Co., Athol, Mass.

Steel Roofing
Am. Steel Roofing Co., Middletown, O.

Steel Rules
L. S. Starrett Co., Athol, Mass.

Stencils
Schwerdtle Stamp Co., Bridgeport, Conn

Step Ladders (Rolling)
Bicycle Step Ladder Co., Chicago, Ill.
Ebbing Mfg. Co., St. Louis, Mo.

Stocks and Dies
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Wiley & Russell Mfg. Co., Greenfield, Mass.

Stock Food
Frazer Lubricator Co., Chicago, Ill.

Stone Hooks
Geneva Tool Co., Geneva, O.

Store Fixtures
J. D. Warren Mfg. Co., Chicago

Stove Trimmings
Fanner Mfg. Co., Cleveland, O.

Strapping Belts
Ames Sword Co., Chicopee, Mass.

Street Hoes
Geneva Tool Co., Geneva, O.

Strops, Razor
Alfred Field & Co., New York
Gem Cutlery Co., New York, N. Y.
Gilbford Mfg. Co., Adrian, Mich.
Kampfe Bros., New York, N. Y.

Sugar Beet Tools
Geneva Tool Co., Geneva, O.

Sugar Kettles
Blacklock Foundry, South Pittsburgh, Tenn.

Squares, Steel
Henry Disston & Sons, Inc., Phila., Pa.

Swing Chair
Haggard & Marcusson, 425 So. Cancal St., Chicago, Ill.

Tables, Folding
Udell Works, Indianapolis, Ind.

Tack Pullers
General Specialty Co., 1008 Arcade Bldg., Phila., Pa.
John H. Graham & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.

Tackle Blocks
Boston & Lockport Block Co., Boston, Mass.

Tailors' Shears
R. Heinisch's Sons Co., Newark, N. J.

Taps
Wiley & Russell Mfg. Co., Greenfield, Mass.

Ten Cent Specialties
Franklin Specialty Co., Reading, Pa.

Thistle and Dock Diggers
Geneva Tool Co., Geneva, O.

Tiling Spades
Iwan Bros., Streator, Ill.

Tinners' and Roofers' Supplies
Berger Bros. Co., Philadelphia
National Sheet Metal Roofing Co., Jersey City, N. J.

Tinners' Snips
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Smith & Egge Mfg. Co., Bridgeport, Conn

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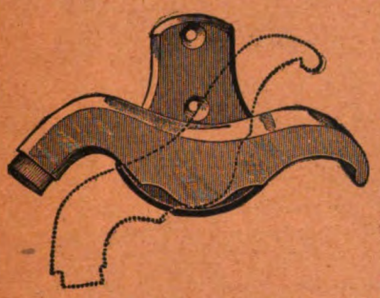
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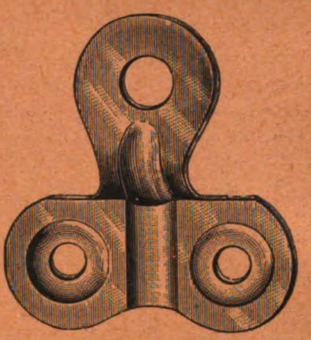
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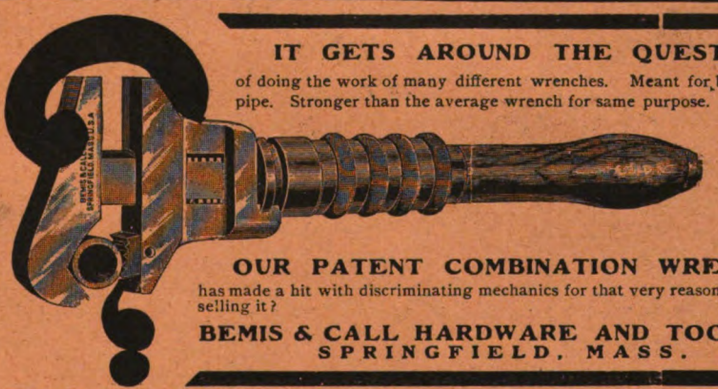


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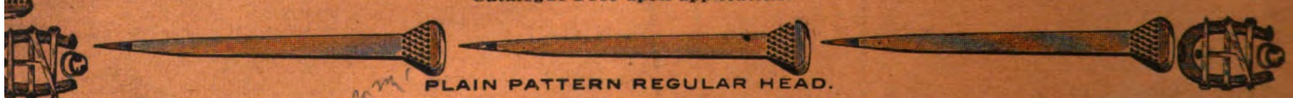
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